

that you have to say. And I fear that that is true of most of us, that we enjoy far more telling people about ourselves or something that we are doing, than we do of hearing them tell, but I believe that you will find that your influence will go much further and that you will have a far greater opportunity of getting your ideas across in most cases if you will show a real interest in the other person. Ask questions that don't seem to probe into his private matters, but that show an interest of facts about his life.

There was one fellow I used to visit from time to time. He was a very interesting fellow and I loved to hear him talk, but we would come in and I would say, How are you getting on? And he'd start in and he would tell me some of the most intimate, personal things that I could imagine. And he would describe these things and go on for about 10 minutes and then just to show interest, I'd take something he had said, and I'd say, What did so and so do about that? And he'd look at me: "What are you trying to do? Probe into my personal affairs?" I never met another quite like him in that regard. But just to have a real interest in other people ~~is~~ I think is a tremendous part of personality -- to show interest in them. It's amazing how seldom they will turn around and show interest in you. At least ~~that's~~ that's my experience. But after you win their confidence and their interest by showing a interest in them, you then have a chance to present your idea, and to present the claims of Christ in a way that get much more attention than if you start right out with it.

So this matter of personality is an elusive. It is hard to take a hold of well. This is only one aspect of it, but it is an aspect on which everyone of us can work, of learning to take a real interest in other people and ask questions that show that you have this interest, and say things that show that you do. Not so long ago a minister got in touch with me -- a man who is doing a fine work in a fairly sizeable church, and he wanted to see me and asked me to go out to lunch with him, and I went, and I was amazed at his utter lack in this particular feature, it seemed to me. Now he was interested in the things I had to tell him. He wanted to hear about them, but in the little incidental remarks he made no returning word that would show an interest in what you were saying. And he didn't