

of these things. But people have lost their opportunity to present the Word of God effectively because other people have been shocked at their lack of cleanliness or at their lack of giving consideration to the matter of their clothes. Other matters such as being on time; when you are late to things you make other people feel unhappy at having to waste time. Most of us hate to ~~wait~~ wait for somebody. So it is very good if we can agree on times and be there at the times we set. Answering letters. Somebody writes you a letter, and somebody does a favor for you. Just to take a few minutes to write a ~~letter~~ <sup>to</sup> letter and express your gratitude to them, and expressing gratitude in general. I myself am glad to do services for people, to give help for people whenever I can. But when I do something for somebody and they just take it for granted and walk off, there is a let down. And I find that when someone feels appreciation and expresses it, it makes me feel five times as anxious to do something for them another time. And five times as interested in them. And its just a little thing that it is worth giving a little thought to. If you are going to be ~~g~~ doing work with people all of whom have long long hair and beards, you 'd be foolish not to grow one yourself. We have to adapt in these secondary matters to the type of people we are working with, where there is nothing either ~~right~~ right or wrong in the thing we are doing. To think of the ~~people~~ people and adapt yourself to them. I've received letters from one or two people who think it is terrible that people in seminary would have long hair, or would grow a beard. I think that is perfectly silly. I think those are matters on which purely matters of custom, but for the effective Christian worker it is good never to be the first to adopt a change in custom and never be the last to give it up, but to be inconspicuous in these regards.

But perhaps most important of all is small h.

h. Perseverance. You can be weak. You can find yourself weak in almost any of the matters we have looked at, and you can tremendously improve in it or you can improve in other areas so much that you lack in this one is not --hardly even noticeable if you persevere, if you stick at a thing. I've heard it said, that in general business life and in general economic life that these who succeed, the bulk of them, do just a little more