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*Essential Writings on Knowing Christ
and Making Him Known*

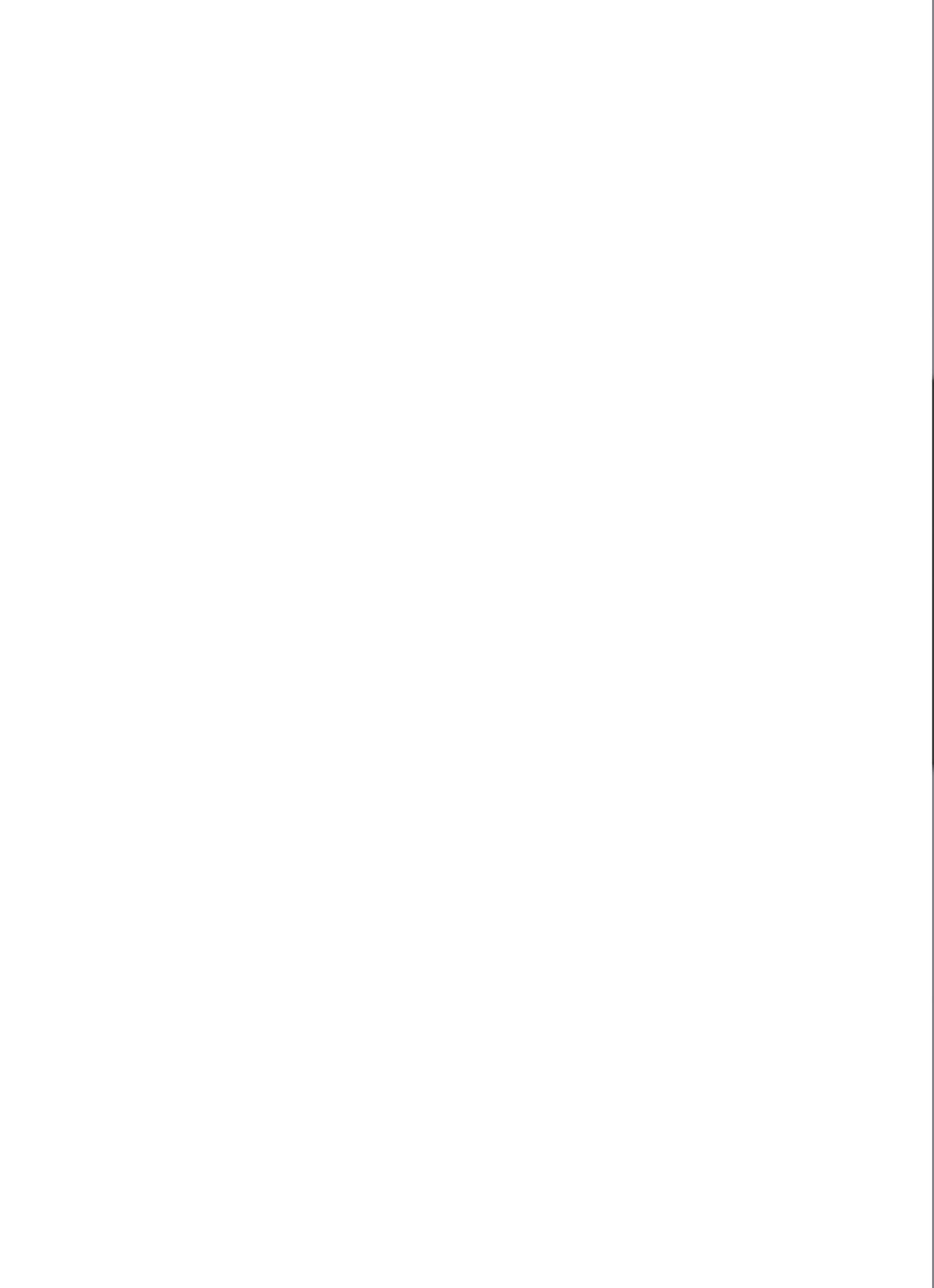
A NAVIGATORS MINISTRY RESOURCE

With motivational words from Navigator founders to current leaders, this “must read” collection reminds me of Matthew 13:52 (MSG): “Then you see how every student well-trained in God’s kingdom is like the owner of a general store who can put his hands on anything you need, old or new, exactly when you need it.”

LINDY BLACK, associate US director, The Navigators

I cannot recommend these “Essential Writings of Knowing Christ and Making Him Known” strongly enough. I have read and utilized each of the articles herein many, many times over my forty-plus years of making disciples. They have been favorite “go to” tools of mine for years. What’s new, then? Just the fact that they will be all together in one place! What a fantastic initiative. God wants to use your life—all your days. I’m absolutely sure of that. I’m also persuaded that these historic articles will help you greatly in that pursuit. I commend them to you wholeheartedly, even as I thank God for this sacred path you are on.

TOM BOURKE, national cities strategy, The Navigators



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*Essential Writings on Knowing Christ
and Making Him Known*



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Life Change Library: Essential Writings on Knowing Christ and Making Him Known

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FOREWORD

THE LIFE OF A BELIEVER BEGINS with a seed. Big things often grow from small beginnings.

The beginnings of our salvation are mirrored in the process of a seed. In John 12:24 (NIV), Jesus says: “I tell you the truth, unless a kernel of wheat falls to the ground and dies, it remains only a single seed. But if it dies, it produces many seeds.”

As followers of Jesus, we are the product of Jesus’ death and resurrection. You and I are seeds that grow and mature in Christ through the nurturing power of the Holy Spirit (Mark 4:27; 1 Corinthians 3:6). And with faith as small as a mustard seed, a believer can walk in grace, power, and authority (Matthew 13:31-32).

The thing that’s interesting to me about seeds is that they are both products and producers. Similarly, we are *products* of the grace of God, recipients of salvation. But we are also equipped by the Holy Spirit to be *producers* for the Kingdom of God, ambassadors of grace to a world in desperate need. As seeds, we become part of a reproductive legacy: spiritual generations.

We can trace this plan of reproduction all the way back to Abraham, who is told by God, “In thy seed shall all the nations of the earth be blessed” (Genesis 22:18). Paul tells us that Jesus is that seed of blessing (Galatians 3:16; read more on this in Doug Sparks’s “Claiming the Promise” essay).

The metaphor of the seed can be traced throughout Scripture, and it reveals our two-part function as disciples of Jesus: We are meant to grow, and we are meant to multiply, just as seeds do.

The first function of a seed is to *know Christ*, to grow into him. Colossians 2:7 exhorts us to “Let your roots grow down into him, and let your lives be built on him. Then your faith will grow strong in the truth you were taught, and you will overflow with thankfulness” (NLT). You are I are invited to grow in the knowledge of Christ.

But our knowledge of Christ is not just for our personal satisfaction. The Great Commission’s imperative to “Go and make disciples of all nations” is a call to *make Christ known* (Matthew 28:16-20, NIV). A seed is intended to sow new generations of believers, to participate in God’s plan for reaching the nations.

Since its founding in 1933, The Navigators has committed to the mission “To know Christ, make Him known, and help others do the same.” Our ministry has centered on the call to make spiritual generations of disciples and disciplemakers. If a disciple is a seed that grows, a disciplemaker is a seed that sows. In our vision for disciplemaking, we trust God to make us eager participants in the spiritual harvest.

This collection of life-changing essays highlights core

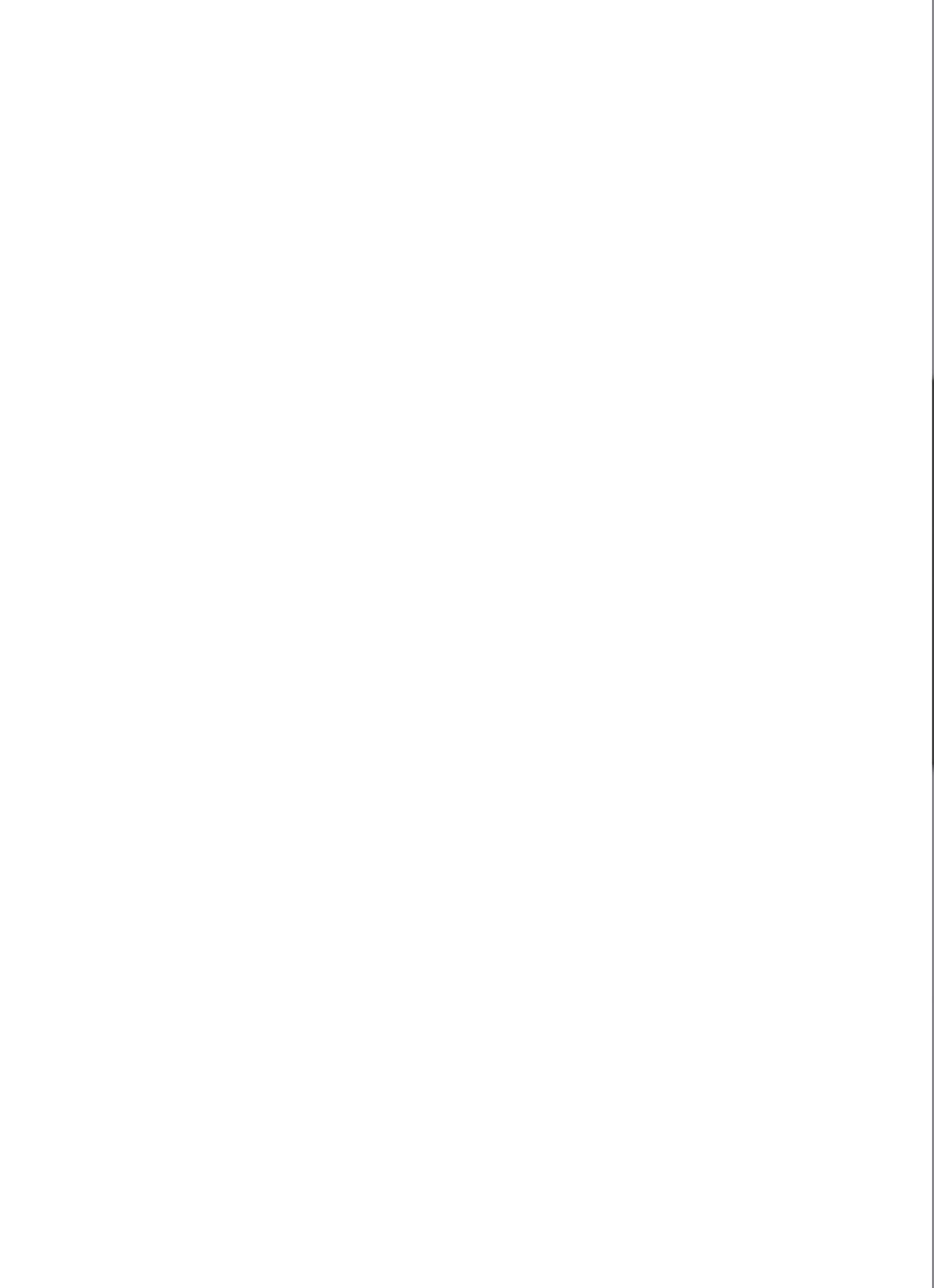
principles, not only to The Navigators' ministry, but to the life of every believer. Written by discipling pioneers and spiritual parents, this resource energizes our vision and empowers our practice as lifelong disciplers.

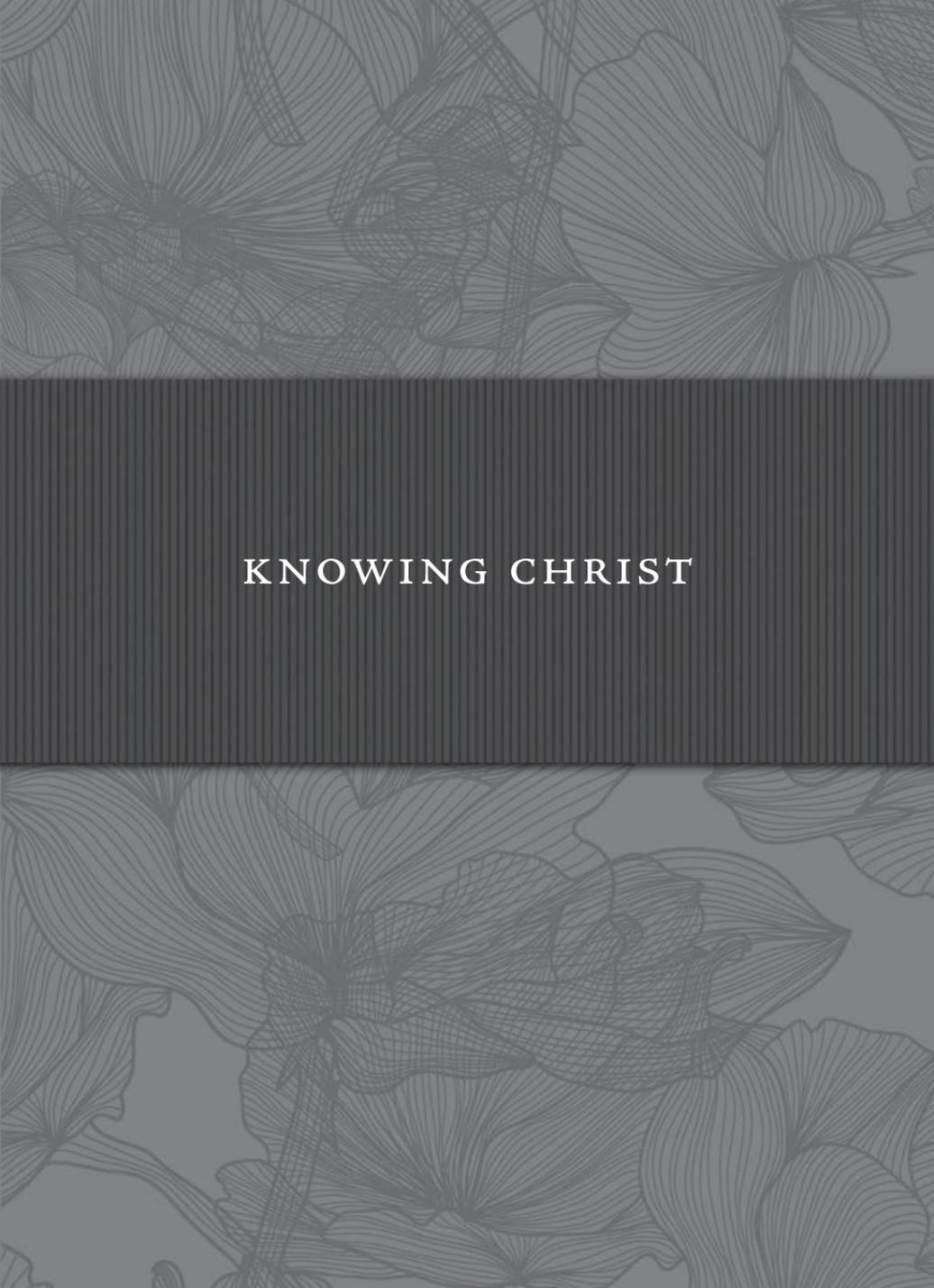
Disciplers are not just sowers of good seed; we are benefactors of good seed that has been sown in us! Contributors to this resource have been leaders and influencers through Navigator history. As the current U.S. President of The Navigators, I stand on their shoulders and have personally benefited from their thinking. While the discipling movement we are building on today can be traced back to people like The Navigators' founder, Dawson Trotman, most of the work of the Great Commission occurs through everyday people in every walk of life.

As you read this compilation, consider that you and I are the living harvest of small-seed investments planted long ago. Perhaps it was a Bible study leader who disciplined you, a family member who introduced you to Jesus, or a printed resource like this one that pastored you into deeper knowledge of Christ. Regardless of the pathway, you and I are disciples because of disciplers.

For this reason, the potential of a seed cannot be overstated. My prayer for you is that you would continue to grow in Christ and become a multiplying force for His Kingdom. May you know Him and make Him known, all for the glory of God.

Doug Nyenke
U.S. President of The Navigators





KNOWING CHRIST

1

MARKS OF A DISCIPLE

Lorne C. Sanny

Lorne Sanny became president of The Navigators in 1956 after the death of Dawson Trotman. Sanny previously led the Navigator ministry in Seattle and served as vice president of The Navigators under Trotman. He spent many years working closely with Billy Graham, directing counselor training and follow-up for Graham's worldwide crusades. After stepping down from his role as Navigator president in 1986, Sanny went on to launch The Navigators' Business and Professional Ministry and serve as a speaker and mentor to Navigator staff around the world. He died March 28, 2005. Marks of a Disciple was originally published in 1975.

“AND JESUS CAME AND spake unto them, saying, All power is given unto me in heaven and in earth. Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost: Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world” (Matthew 28:18-20).

“Go ye therefore, and teach all nations.” Another translation (NASB) puts it, “Go, therefore, and make disciples of all the nations.”

Jesus came to this earth to be an example. He came here to show us the Father. He came here to take our sins in His own

body on the cross, and He came to destroy the works of the Devil. And while He went about His ministry, along the way He also gathered up people to follow Him. They were called disciples.

Jesus was popular: “And there went great multitudes with him” (Luke 14:25). Yet he told them, “If any man come to me, and hate not his father, and mother, and wife, and children, and brethen, and sisters, yea, and his own life also, he cannot be my disciple. And whosoever doth not bear his cross, and come after me, cannot be my disciple” (Luke 14:26-27). He also said, “So likewise, whosoever he be of you that forsaketh not all that he hath, he cannot be my disciple” (Luke 14:33).

He turned to the crowds that were following Him and three times said to them, “cannot be my disciple . . . cannot be my disciple . . . cannot be my disciple.” It’s as if He said, “I am not looking for crowds; I’m looking for disciples.”

Columnist Walter Lippmann once said, “There are only two kinds of people in the world that really count today, and they are the dedicated Christians and the dedicated communists.” And *Time* magazine reported that the French communist Roger Garaudy feels that there are only two major forces in the world today—communism and Christianity.

And I know that among the Christians, the ones who really count are the disciples. As a friend of mine, a Christian leader, said, “Lorne, you don’t find many disciples. But when you find one, there’s almost no limit to what God can do through him.”

How do you recognize a disciple? What does he look like?

What are his characteristics? Are you a disciple? Am I a disciple? I have studied seven or eight passages in the Scriptures having to do with the characteristics of a disciple. They can conveniently be boiled down to three marks of discipleship. When you see these three, you have a disciple.

Identified with Christ

The first mark of a disciple is that he is someone who is identified with the person of Jesus Christ—someone who will openly admit that he belongs to Christ. Now whatever else you may think about baptism, it is a public identification with Jesus Christ. When you are baptized, you are saying, “I take my stand with, I am on the side of, I belong to Jesus Christ.”

A friend of mine told me of a Jewish man he led to Christ in Dallas. A few weeks later my friend told another Jewish man, a non-Christian, about the first one. Immediately the second man asked, “Has he been baptized yet?” When my friend said, “No, he hasn’t,” he replied, “Well, he’ll never last.” It was later, when the first Jew was baptized, that his family cut him off. He had made open identification with Jesus Christ.

“If thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved. For with the heart man believeth unto righteousness; and with the mouth confession is made unto salvation” (Romans 10:9-10). An open identification with Jesus Christ. Jesus promised, “Whosoever therefore shall

confess me before men, him will I confess also before my Father which is in heaven” (Matthew 10:32).

A friend told me that when he went with Billy Graham, who was to speak to five hundred men at the Jewish Rotary Club of New York City, he wondered what in the world Mr. Graham would speak on to a Jewish club. When the time came, Billy stood up and spoke on “Christ: The Fulfillment of the Old Testament Prophecies.” At the close they gave him a standing ovation. He had identified himself unashamedly with Jesus Christ.

On one occasion Jesus asked the disciples, “Who do you say that I am?” Peter answered, “You are the Christ” (Mark 8:29, NASB). It seems everything in His ministry led up to this.

But the thing that strikes me is that *then* “He began to teach them, that the Son of man must suffer many things, and be rejected of the elders, and of the chief priests, and scribes, and be killed, and after three days rise again” (Mark 8:31). A little later He called the multitude and His disciples to Him and said, “Whosoever will come after me, let him deny himself, and take up his cross, and follow me. . . . Whosoever therefore shall be ashamed of me and of my words in this adulterous and sinful generation; of him also shall the Son of man be ashamed, when he cometh in the glory of his Father with the holy angels” (Mark 8:34, 38).

Some years ago when I was with the Billy Graham team in a crusade, a businessman came forward one night and received Christ. The following Sunday night he went to a church that

he sometimes attended. After the service he walked up to one of the leading elders in this church and told him, "I was at the Billy Graham meeting last week out at the ballpark. I went forward and received Christ."

"I heard about it, and I am delighted," the elder replied.

Then the businessman asked the elder, "How long have you and I been associated in business?"

"About twenty-three years, I think."

"Have you known Christ as your Savior all those years?" the man asked the elder.

"Yes, I have," he answered.

"Well, I don't remember you ever speaking to me about Christ during those years," the man said. The elder hung his head, and the man continued, "I have thought highly of you. In fact, I thought so highly of you that I felt if anyone could be as fine a man as you and not be a Christian, then I didn't have to be a Christian either."

This elder had lived a good life before his friend, but he had not taken the added step of openly identifying with the One who enabled him to live that kind of life. Here was a fine man, but he did not have this first mark of a disciple of Jesus Christ.

When Jesus asks you to deny yourself, take up your cross daily, and follow Him, what do you think it means? Whatever else it means, I think it means to be identified with Christ, not only when it's popular but when it's unpopular. Not only when it's the thing to do but when it seems as if it's not the thing to do. I like the way the New English Bible puts Revelation 1:9.

John writes, “I was on the island called Patmos because I had preached God’s Word and borne my testimony to Jesus.”

I once talked to the chief of police of Stockholm, who was a Christian, and discovered he had been a delegate to Panmunjom back when the Korean truce was first signed. He had interviewed some of the Chinese soldiers as to whether they wanted to be repatriated. He told me about a soldier who came through one day and gave his testimony to the interrogators concerning his faith in Jesus Christ. There in the Red Chinese army was a disciple.

A friend of mine traveling by train from Finland to Moscow tried to smuggle in three suitcases full of Bibles. But the Russian colonel at the border took rather unkindly to this idea. In fact, he was a little upset. My friend Jack asked him, “Well, what are you so worried about? Why do you get so upset about someone bringing a Bible into your country?”

“It’s a fairy story, nothing but fairy tales,” the colonel replied.

“Don’t you have fairy-story books in Russia?” Jack asked.

“Oh, yes.”

“Well, what’s the matter with another one?”

“Ay,” said the colonel, “if they believe that Bible, then they won’t believe in communism.”

So after warning him not to preach and scaring him a little bit, Jack says they let him go on his way.

A few hours later a couple of conductors came by and began to engage Jack and his friends in conversation and to sell them on the merits of communism. It wasn’t long before Jack couldn’t

stand it any longer. He began to preach back to them. After he'd preached to them for a little while, one of the conductors pointed to another conductor at the other end of the car and said, "Now, he's one of yours. That conductor, he's one of your kind."

Later Jack talked to this conductor. Sure enough, he was a born-again Christian. They asked him if he had a Bible. He replied, "No, the last Bible in our town was owned by my grandmother. She tore it up into segments and distributed it to Christians around the town so it couldn't be confiscated all at once."

They asked if he'd like a Bible. (The colonel had confiscated only two of the suitcases of Bibles they had with them.) When they handed him a Bible, he wept and kissed it. Then he wrapped it in newspaper to take it off the train so it wouldn't be taken away from him.

I believe the striking thing about this story is that not only was there a Christian conductor on that train, but the other conductors knew he was a Christian. There was a disciple, identifying himself with the person of Jesus Christ.

Do you take an opportunity to admit that you are a follower of Jesus Christ? Why not determine that at the first opportunity this week you will quietly, graciously, but openly identify yourself with Jesus Christ? This is a mark of a disciple.

One morning I spoke to the SWAP (Salesmen with a Purpose) Club in Colorado Springs. They call in various speakers to tell how selling applies to their business. I spoke on how it applies to the gospel. In the process I explained the gospel.

After I had spoken, they introduced the guests. One of them was a friend of mine, Will Perkins, a Plymouth dealer. It was his first time there. When he was introduced, he stood and said, “Gentlemen, two years ago I heard a presentation similar to the one you heard this noon. I bought it, and it has changed my life.” Then he sat down. I wondered how many Christians would have taken that little opportunity to identify themselves with the person of Jesus Christ.

Obedient to the Word

A disciple is not only a believer who is visibly identified with the person of Christ, he is also obedient to the Word of Christ—to the Scriptures. “Go therefore and make disciples of all the nations . . . teaching them to observe all that I commanded you.”

“Teaching them to observe all that I commanded you.” Jesus said, “If ye continue in my word, then are ye my disciples indeed” (John 8:31). If you observe it and apply it to your life, then you are His disciple.

Luke records what happened one day when a crowd of people listened to the Lord Jesus preach. One woman in the crowd was probably middle-aged or a little beyond (I’m interpreting a little bit here). As she listened to Jesus, something welled up within her. Perhaps she had a son who was wayward, and as she looked at the Lord Jesus, she wished her son were like Him. Or maybe she had never had a son and had always wanted

to have one. Anyway, she spoke up—she sort of burst out—and said, “Blessed is the womb that bare thee” (Luke 11:27).

Jesus’ answer to her was significant. He said, “Yea rather, blessed are they [or happy are they] that hear the word of God, and keep it” (Luke 11:28). That’s real blessedness, real happiness—to hear what God has to say and to do it.

I enjoyed reading a book by the late Sam Shoemaker, *Extraordinary Living for Ordinary Men*. In it he says that Christians who are half-committed are half-happy. But to be really happy you need to go all the way in commitment. And this means to be obedient to the Word of Christ.

Obedience is necessary also for stability. The greatest sermon ever preached was the Sermon on the Mount. Notice how Jesus concluded it. He said, “Therefore whosoever heareth these sayings of mine, and doeth them, I will liken him unto a wise man, which built his house upon a rock: and the rain descended, and the floods came, and the winds blew, and beat upon that house; and it fell not: for it was founded upon a rock. And every one that heareth these sayings of mine, and doeth them not, shall be likened unto a foolish man, which built his house upon the sand: and the rain descended, and the floods came, and the winds blew, and beat upon that house; and it fell: and great was the fall of it” (Matthew 7:24-27).

What made the difference between the wise man and the foolish man? It wasn’t knowledge, because they both heard the same sermon. They went to the same conference; they had the same knowledge. They both heard the Word. Not only that,

they had the same circumstances. It says that the rain descended, the floods came, the winds blew and beat upon the house of the wise man. The rain descended, the floods came, the winds blew and beat upon the house of the foolish man. The circumstances were the same. One couldn't say, "Well, you don't know how tough it is where I come from." "Well, you don't know what kind of family life I've got." "You don't know how I suffer down at work." It wasn't their circumstances that made the difference. One thing made the difference between wisdom and foolishness: One obeyed the Word; the other one did not.

Jesus said, "He that hath my commandments, and keepeth them, he it is that loveth me: and he that loveth me shall be loved of my Father, and I will love him, and will manifest myself to him" (John 14:21). What does that mean? It means Jesus will make Himself real to him. To whom? To the one who has His Word and keeps it.

So a disciple does more than attend meetings. He does more than take notes. (He does that, incidentally, in my opinion, though I don't have any Scripture to prove it.) But he finds out what the Bible says and does it. Suppose he's going through Proverbs in his morning quiet time, and he comes to Proverbs 3:9-10, "Honour the LORD with thy substance, and with the firstfruits of all thine increase: So shall thy barns be filled with plenty, and thy presses shall burst out with new wine."

Early in my marriage, a Christian doctor in Seattle said, "Now let me make a suggestion about handling your family finances. Honor the Lord with your substance, and with the

firstfruits of all your increase. Set aside money for the Lord before you pay the rent. Before you buy the food. Even when you think you don't have enough money left to pay the rent and to buy the food. You watch. God will see to it that you have money for the rent and for the food."

Now will He or won't He? Well, the Word promised that He would, and He did.

A friend of mine was looking over the family bills, and they looked pretty big. He and his wife prayed and decided that the first thing they ought to do to get out of debt was to increase their giving. And they are out of debt. They proved that God can fulfill His Word.

Another illustration of obedience to the Word of Christ is in these words of Jesus: "Therefore if thou bring thy gift to the altar, and there rememberest that thy brother hath ought against thee; leave there thy gift before the altar, and go thy way; first be reconciled to thy brother, and then come and offer thy gift" (Matthew 5:23-24).

When was the last time you went and made something right with someone else? When did you admit to your wife or your children that that fit of temper was sin? It's amazing to me when couples say that neither one has ever asked forgiveness of the other. If you don't find some times when you've got to make some things right, you're about ready for heaven right now. A disciple has a conscience void of offense toward God and man.

Let's go back to "Go therefore and make disciples of all the nations." I don't know why it is that some people think the

day of missions is over. In one recent year, independent missions in America—not the denominational, just independent missions—needed four thousand missionary candidates that they didn't get.

Have you ever considered the possibility that obedience to the Word of Christ might mean leaving your business?

Bob Potter owned a supermarket in Oklahoma City. If he and his wife hadn't sold it and gone into the Lord's work, maybe God would have used someone else. But many people have been blessed by the ministry of Bob Potter through The Navigators.

Many times as I've gone around with the Billy Graham Crusades, young fellows have come up and said, "Mr. Sanny, do you know of any openings in Christian work?"

"Yep, I do."

They'd ask, "Where?"

And I'd say, "Right where you live. Your neighborhood. Where you go to school." I find that God usually leads you to the next step after you take this one. That's where you start.

I'm not speaking of going to the mission field because you're so sick and tired of the office you can't stand it, or because the boss has bugged you for two years and any change would be an improvement. I'm speaking of obedience to the Word of Christ, wherever it may lead and when the going is tough. That's a mark of a disciple.

After Moses died, Joshua had the job of taking three million people into the promised land. That included women, children, and livestock. God gave him some instructions. You'd think

the Lord would say, “Now look, here’s how you handle this problem, here’s how you do this, here’s how you do that.” But, no. He said, “Joshua, one thing above all else is going to take a lot of courage—and it’s not leading all these people and facing all the enemies that are in the land. That isn’t what’s going to take courage.” Instead he said, “Only be thou strong and very courageous, that thou mayest observe to do according to all the law” (Joshua 1:7).

You may think it doesn’t take courage to be obedient to the Word of God. But I wonder how obedient we really are to the Word. We live in a Christ-rejecting world, and anyone who is going to live in obedience to this Book is going to come into conflict with it. That’s how you recognize a disciple. He does more than hear the Word. He puts into practice what he’s heard.

The Navigators are kind of rabid on this subject. Year after year you’ll hear us beat certain drums all the time. One is that we need to come to know the Bible and apply it. That’s why we publish Bible study courses and Scripture-memory programs. We need to make up our minds that with God helping us and by the power of the Holy Spirit, we *are* going to be obedient to the Word of Christ. That’s a mark of a disciple. He seeks to follow the Bible and do what it says.

Fruitful for Christ

So a disciple is one who is openly identified with the person of Christ. Second, he is obedient to the Word of Christ. And

third, he is bearing fruit in the work of Christ. “My Father is glorified by this, that you bear much fruit, and so prove to be My disciples” (John 15:8, NASB).

Now it seems to me that there are two kinds of fruit here. First, the fruit of character, the fruit of the Spirit—“love, joy, peace, longsuffering, gentleness, goodness, faith, meekness, temperance” (Galatians 5:22-23). And second, there’s fruit by way of influencing the lives of others for Christ. “Ye have not chosen me, but I have chosen you, and ordained you, that ye should go and bring forth fruit, and that your fruit should remain” (John 15:16).

I really threw a curve ball to my Sunday school class one Sunday morning. I intended to. We were talking about Jesus sending out the twelve two by two. He gave them authority over unclean spirits. They went out and preached that men should repent. They cast out demons and anointed with oil many who were sick and healed them. Then I asked, “Do you think Judas went out and preached to people to repent? Do you think Judas cast out demons and healed the sick?”

Some feel they can prove that Judas was never saved. Let’s assume they’re right. Did Judas then preach that people should repent? Did he cast out demons? Did he heal the sick? Could he have?

Look at Jesus’ words: “Many will say to me in that day, Lord, Lord, have we not prophesied in thy name? and in thy name have cast out devils? and in thy name done many wonderful works? And then will I profess unto them, I never knew you: depart from me, ye that work iniquity” (Matthew 7:22-23).

My point was that we get so carried away with the spectacular that we think that is the supreme evidence that we are real disciples or Spirit-filled. But the real evidence is shown in our character—love, joy, peace, longsuffering, gentleness, goodness, faith, meekness, temperance. We’re considering here the character of a disciple.

I’ve heard it said that the apostle Paul, before he was converted, would pray something like this every day, “God, I thank You that I am not a Gentile, that I am not a slave, and that I am not a woman.” But look at how God changed his attitude. In his first letter he wrote, “There is neither Jew nor Greek, there is neither bond nor free, there is neither male nor female: for ye are all one in Christ Jesus” (Galatians 3:28). Here is evidence of the fruit of the Spirit in the way of character.

This is what it means to be a disciple of Jesus Christ. It includes one’s whole attitude, outlook, character, and relationship to others. By this shall all men know that you are my disciples—if you can work great miracles? No. “By this shall all men know that ye are my disciples, if ye have love one to another” (John 13:35).

When Jesus talked about His ministry and what He came to do, He quoted from Isaiah 61:1, 3: “The Spirit of the Lord GOD is upon me; because the LORD hath anointed me to preach good tidings unto the meek; he hath sent me to bind up the broken-hearted, to proclaim liberty to the captives, and the opening of the prison to them that are bound . . . to give unto them beauty for ashes, the oil of joy for mourning, the garment of praise for the spirit of heaviness.”

Take this world in which we live with all of its glitter, its tinsel, and its veneer. Strip all of this away, and how would you characterize the real world underneath? Brokenhearted, captive, bound, anxious, sad, depressed.

A disciple is one who gets involved in that kind of world, who is bearing fruit in the work of Christ. He shows the fruit of the Spirit in a Christlike character—love, joy, peace, long-suffering, gentleness, goodness, faith, meekness, temperance. How we need that in the world in which we live!

The Greatest Is Love

What did Jesus say was the greatest identifying mark of all in a disciple? Love. “By this shall all men know that ye are my disciples”—if you do what? “If ye have love one to another.”

One of the greatest illustrations of this that I have seen was on the television special *James Emory Bond*. It was an entire one-hour interview with a black man who was an ex-truck driver. He was in his seventies at the time of the interview. Apparently he lived in Baltimore. One night he watched a panel discussion with some of the city leaders, mayor, chief of police, and others on television. They discussed the race and juvenile delinquency problems in Baltimore. As he watched, his heart was really moved.

The next day he went down to the television station. He wanted to talk to somebody because he had been so moved by their discussion. He said he knew the answer, but he didn't

know whom to tell. At the station they had the good sense not only to interview him, but also to videotape it. All you saw was this gray-haired gentleman as he answered questions coming from off camera.

He said, among other things, that when he was a young fellow growing up on the edge of Baltimore, the white boys would throw rocks at him as he was on his way to school. He began to hate white people. As a young man he started working as a truck driver. One morning when he saw the milk truck go by, he thought how nice it would be if he could just have a little milk before he went to work in the morning.

He stopped the milkman, who was a white man, one day and asked him if he would leave him a quart of milk. He said, "No, I don't deliver milk to n****s."

"So," he said, "the milk came, a quart each morning. Several weeks went by and I realized that he wasn't leaving me a bill, and I wanted to pay for it. So I stopped him one morning and said, 'I want you to give me a bill so I can pay for this.' And the milkman said, 'I don't take money from n****s.' So I said, 'Well, I've got to pay you, you've just got to let me pay you.'

"Well," the milkman said, "tell you what you do. You put the money on the fence post."

James Emory Bond said, "I thought I'd have a little fun with him, so I said, 'Now I won't feel like I paid you unless I put it in your hand.' 'No sir,' he said, 'put it on the post.' So I said, 'Okay.' And I put it on the post. When the milkman reached

out to take the change, I just laid my hand on top of his. And he jerked it away.”

Then he said, “Later on, one of God’s servants by the name of Billy Sunday came to our town, and he told how Jesus Christ died on the cross to take away man’s sin and his enmity of heart toward his fellow man. As I heard that, I realized that I needed this, and I walked the sawdust trail. And you know, God took the hate out of my heart for the white man. He put love there.”

Apparently a few days later, unknown to him, the milkman also went to hear Billy Sunday. He went forward in the meeting, received Christ, and a couple days later pulled up in front of James Emory Bond’s little place. With tears streaming down his face, he apologized for the way he had treated him. And this dear old black man said, “I have loved him, and he has loved me ever since.”

Now that’s what discipleship means. There is a mark of a disciple. Bearing fruit in the work of Christ. “By this shall all men know that ye are my disciples, if ye have love one to another.” When we begin to see more disciples sprinkled around America and around the world, what a difference it will make! Real genuine disciples who will turn the world upside down. There are many already, and we ought to be praying for them.

But not only is there the fruit of Christlike character, but also the fruit of the Spirit in the lives of others. Jesus said, “Ye have not chosen me, but I have chosen you, and ordained you,

that ye should go and bring forth fruit, and that your fruit should remain” (John 15:16).

Go and bring forth fruit. Paul wrote to the Romans of his desire: “That I might have some fruit among you also” (Romans 1:13). I think he meant lives influenced for Christ.

Once while I was thinking about this, two events took place that drove the truth home to me. One was something I read about Dr. Charles F. McKoy of Oyster Bay, Long Island. After fifty years of fruitful ministry as a pastor and evangelist, this seventy-one-year-old bachelor began looking around for a retirement home. A bishop from India came to his church to plead for missionary help for India. Dr. McKoy prayed earnestly that God might lay it on the heart of someone in the congregation to respond to this call and go to India. After the third message the bishop turned to Dr. McKoy and said, “I don’t think God is looking for someone in the congregation. I think he is looking for the man in the pulpit.”

Dr. McKoy could hardly believe his ears. He said, “Bishop, are you losing your mind? I’m seventy-one, I’ve never been overseas; I’ve never been on the ocean. The thought of flying terrifies me.” But soon a new missionary was on his way to India, green and seasick, but on his way—at age seventy-one. Fifteen years later Dr. McKoy died. Between the ages of seventy-one and eighty-six he had gone around the world nine or ten times winning people to Christ in India and Hong Kong, in the opium dens and in the most difficult places. He was a real disciple in old age also. And I think one reason it struck me was

that I was reading in Psalm 92:14, “They shall still bring forth fruit in old age; they shall be fat and flourishing.” Your life can be fruitful to the very end.

The same week, we received word from Virginia that a young fellow named Teed Radin, twenty-three years of age and a graduate of Virginia Polytechnic Institute, who would soon be on the Navigator staff, had been in a head-on collision. Teed was killed instantly, and his fiancée died within the hour. One of the fellows wrote that while at Virginia Tech, Teed had led twenty-five to thirty men to Christ. Among them, five were dedicated, trained, effective men of the cross who, according to this person, would be willing at a moment’s notice to die for the cause of Christ.

Dr. McKoy—an old man, a disciple to the end. Teed Radin—a young man, a disciple early in life. In fact, there’s no better time to become a disciple than right now. But deep down in our hearts—that’s where real business is done with God—we must determine that by God’s grace and with the help of the Holy Spirit, we will be true followers of Jesus Christ.

Let’s ask ourselves, *Am I a true disciple?*

Am I willing to be openly identified with the person of Jesus Christ?

Am I seeking to be obedient to the Word of Christ in my everyday life?

Am I bearing fruit in the work of Christ—by way of Christlike character and by influencing the lives of others?

I want to be a disciple. I want to have these marks and characteristics in my life. The only thing I'd like to do beyond that is to help make disciples and to get them to help make others. That's what Jesus wants done. "*Go therefore and make disciples of all nations.*"