



## A FEW FACTS ABOUT FACTS

### Are all facts created equal?

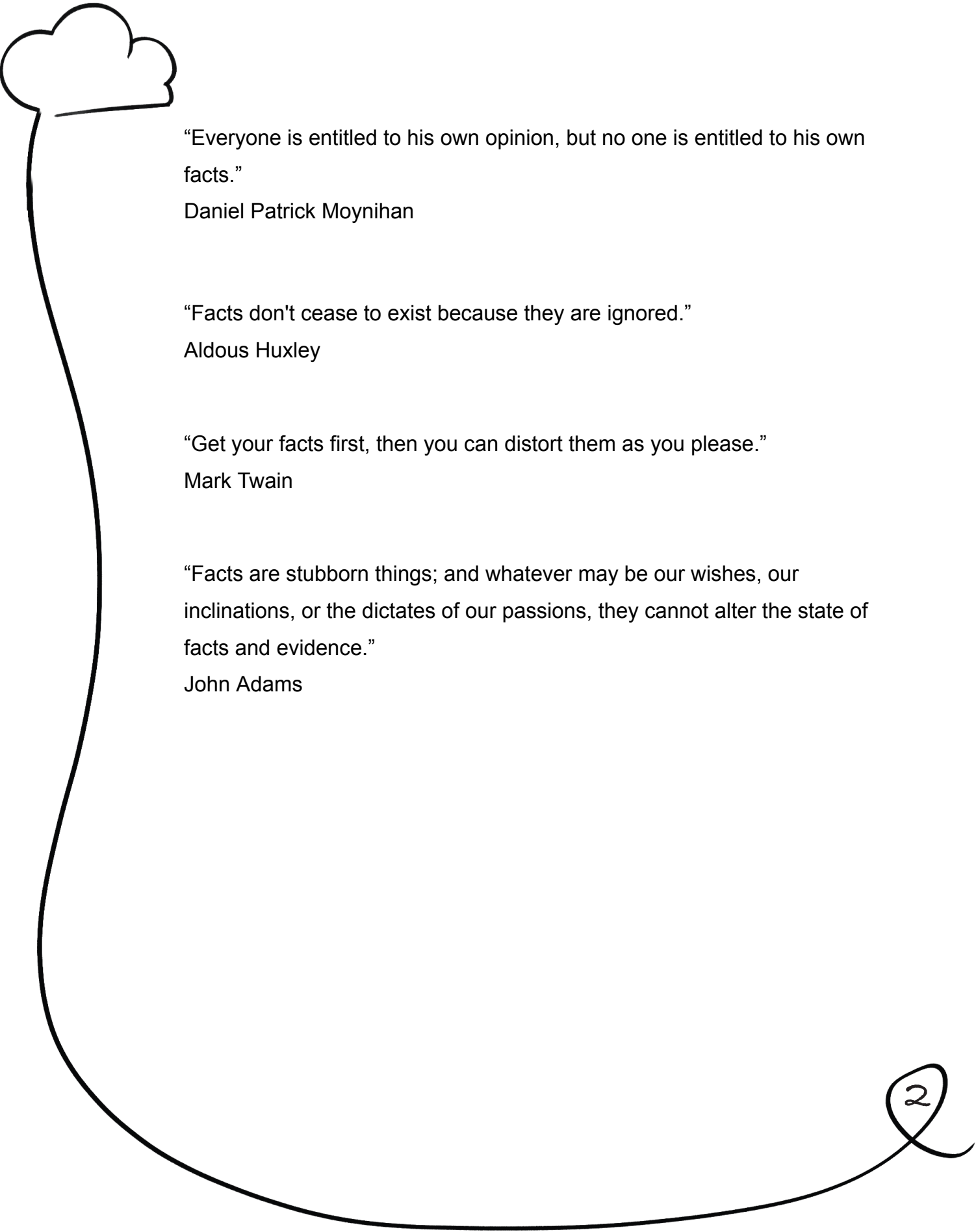
- Is one fact more powerful than another?
- Is one fact more moving and more full of passion than another?
- Is one fact more fruitful than another?
- Any “triples” in your facts, or are they all simply “singles”?

Facts do not equal persuasion, but persuasion devoid of facts is merely a test of salesmanship.

It may be time for a reminder. A knowledge of a multitude of facts often leads to pridefulness, and pridefulness does not lead to persuasion. In the end, facts should lead to wisdom and humility.

Lastly, most experts advise that it's wise to lead with your best argument and best fact at the outset of a discussion. I prefer to hold my strongest argument, based on my strongest facts, in reserve. Why? Most discussions aren't truly discussions. That is, they are not exchanges of ideas. Most folks engaged in discussions are not at all interested in what I think or what position I hold. Most care solely about what they think and say. That is fine with me, because I'm satisfied with the deconstruction of their position. When their foundation is shaken, I am often afforded the opportunity to explain how I reacted when God shook my foundation. I explain my confusion and bewilderment. I then can explain how I felt when I saw my sin and could see nothing else. Oh how wonderful but wonderfully impossible did mercy seem to me. I then recount my agonizing hours, the hours I wrestled with the question of whether or not I would follow Jesus wholly. I knew I must leave all behind. Then I attempt to explain how glorious it has been to call Him Lord and Master.

I will leave you with a few helpful reminders about facts.



“Everyone is entitled to his own opinion, but no one is entitled to his own facts.”

Daniel Patrick Moynihan

“Facts don't cease to exist because they are ignored.”

Aldous Huxley

“Get your facts first, then you can distort them as you please.”

Mark Twain

“Facts are stubborn things; and whatever may be our wishes, our inclinations, or the dictates of our passions, they cannot alter the state of facts and evidence.”

John Adams