

I have employed this figure purposely here as indicating a second important point, that the preacher must try and catch souls *where souls are*. The reason many a pastor has not better "luck" is that he will insist on whipping a stream already fished out, or trying to catch fresh fish in salt waters, or flying for salmon where only mud fish slumber, and not infrequently angling right on dry ground! It is not worth one's while to adopt such foolery. If a man is called to preach the gospel he is called to preach it where are men to hear it. There are not only neglected fields, but there are neglected portions in cultivated fields; there are any number of men and women in almost every community, utterly unreached. Let us pray for the souls not yet prayed for, and talk with the men we have been shamefully neglected, and we shall find we have won new hearers, have discovered new spiritual wants and new uses for our best skill and learning, have brought new and good blood into an enfeebled organism, have opened the way to still other fields of work, have vastly improved ourselves and our teaching, and have largely learned the secret of being better preachers to our times.

In the doing of all this the preacher must have a certain *knack at enticing his people into an earnest co-operation*. He must have the backing of his *church*; as a pastor he is at the head of an institution, and must keep the institution in good shape and at work. The minister who understands and acts upon this from the start is the man to succeed. He is no more to do all the work than the captain of a steamer has with his own hands to turn the wheels, and work the rudder in the bargain. What is the steam for, and the machinery, and the engineer, and the pilot and the sailors? And what are the elders for, and the deacons, and the good fathers and mothers, and the goodly sons and daughters? I sometimes deem the reason the gospel fleet has been out on the ocean sailing so long is that the poor captains of the vessels have been trying to work their ships alone, carrying the crews as passengers, and themselves doing the steering, handling all the sails from jib to pennant, beside washing the deck, working the guns, attending to the sick, and once in a while calling on a raw-hand who obeys the order to reef a sail by casting out the anchor!

Which leads to the next important point, the possession of a good degree of *common sense*. Without this, genius is mostly a failure. Without this, even the most ardent piety and the most laborious efforts are of little use. Many of our ablest jurists are such not only by reason of their knowledge of law, but their stern practical sense. It is certainly the chief element in business enterprise. And, as to the pulpit, a large proportion of the men who best fill it are men who not only know *what*, but know *how* and *when*. The most of ministerial failures are owing to its lack. The pastors who encourage young men to anticipate the ministry, the presbyteries and the boards of education that