

# Clarity of focus

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**A** couple of years ago, my son was checking out colleges. The Electrical Engineering department at Johns Hopkins had a demonstration of their laser lab. I watched as the students attached a flashlight bulb to a 1.5-volt battery. They directed the light to a mirror with a hole in the center. The light went through the hole and was directed to another mirror.

On and on it went through many mirrors, but each time the hole in the center got smaller. Finally, the light beam changed color from white to green.

The instructor cautioned us not to put our hands in front of the beam. I wondered why. How powerful could a flashlight bulb and a 1.5-volt battery be? He placed a sheet of paper in front of the beam. It sliced the paper in half. Then he placed a piece of metal in front of the beam. It burned the metal in two. The light had become a powerful laser beam. Amazing things can happen when we keep our efforts focused.

As president of a real estate company and a motivational speaker, I bump into lots of people in my daily walk. I don't immediately nail them with my testimony. Instead I work on building a relationship with them.

My speeches contain biblical principles. When the seminar is finished, people stay to talk to me. Something I said has touched their lives. I use these opportunities to focus on the answer to their questions.

Recently I was in Florida. When the seminar ended and the room finally emptied out, the audio-visual man said, "I do this every day for a living, but something was different today." It was an instant opportunity to say, "Let's talk about your life."

So now, even though he's in Key West, I've become an accountability partner with him through phone calls and e-mail.

A real estate agent had a reputation for being unethical. She called



Van Rose in his Virginia Beach real estate office.

me to set up an interview for a job. Her chances of working for my company were slim, but I agreed to meet with her. During the interview, she began to tell me her troubles. She wanted to get her life straight. I suggested that she begin by inspecting her spiritual life.

The next Sunday, she showed up in my Sunday school class. I'd made a promise to visit anyone who came to my class. Now God had put a big challenge in front of me. I didn't want to visit her. I didn't even want her in my class. But I had promised, so Wednesday night, I went with two class members to her house. We sat down at her kitchen table, I shared my testimony, and she accepted Jesus

Christ right then and there. I was completely humbled. God showed me that if I will focus, He will work out the details.

Friendship evangelism is something I have to do. It's a part of my life. I'm focused on the fields that are white for harvest, fields I used to walk right through. I still struggle and my heart still pounds, but every time I share my faith, I am more and more convinced that God does the work. He makes the divine appointments. All I have to do is be available and focused.

—Van Rose, 47, Virginia Beach, Virginia