

Jesus, a Woman, a Well and a Baited Hook



My wife, Darlene, and I have three children, and when they were young, I traveled a lot and was missing the family. I came home one day and I said, “You know, I want to change that. How can we make family time really fun?” And I thought, “Why don’t we move to the country -- leave the city?” I love the country. So, we got out the newspaper and started looking, and we found this farm way far away that was for sale, something we could afford. It had a little pond on it, and it had a little tiny, two-bedroom house. And that’s where we went to live. Two bedrooms, one bathroom. And that little house was right over a pond.

David was six and his sister, Jennifer, was five, and I said to them, “How would you like to catch fish?” Well, at five and six, this is a big-time thing. Nobody had lived in that farmhouse for a long time and there were all kinds of fish in that pond that had never been fished before -- and when fish haven’t been fished, they’re easy to catch. So, we went to Walmart and I bought two fishing poles. And I said to the kids, “We need to get some bait”. “Daddy, what’s bait?” “It’s what the fish like to eat”. “What’s that?” “Worms”. Jennifer says, “Daddy, fish want to eat worms?” “Yes”.

She didn't know what to do with that. So, I got the red bobber -- the red and white bobber that you put on the string -- and I had these brass hooks, you know, that you catch the fish with that have a little barb, and I said to them, "Do you want to come look for worms?" Oh, Jennifer didn't want to look for worms! But David did. He's a little boy. So we go, we push over rocks and we find all these worms and we come back to this little tiny dock to go fishing. And they'd come huddling around me and I'd take out a big worm and I said to Dave, "Stick this onto your hook and hide your hook". David has never dealt with a worm before, and he is squashing this poor worm and sticking it, and Jennifer says, "Daddy, what's David doing?" "He's putting the worm on the hook!" "Daddy, what did the worm do wrong? Why is he hurting it?" "Well, because that's what the fish want." "I'm not doing that to a worm!" "Well what are you going to fish with?" "Well, this is pretty. This hook is pretty. This will catch a fish."

So we went out on the little tiny dock. And David drops this great big block of a worm into the water. The fish went crazy, and he caught a fish! And here's Jennifer with her brass hook watching this, and nothing happens. He catches little bream, and it's a big deal and we put them in the pail, and he gets another worm and goes out and catches another one. And poor Jennifer is watching this, and finally she thinks of moving because the fish are biting where David is but not where she was. So, she takes her pole until she's standing right next to David with her beautiful bare hook that she wants to use. And David catches another fish and another fish. And then, at five years old, that's too much, and she starts to cry. "Sweetheart what's the matter?" "Ah, Daddy, you gave David the lucky fishing pole!" So, finally I said, "Jen, what do you think the fish like to eat? Do you think they want to eat a brass hook?" And the light went on.

Guess where motivation comes from? Not from what you want but from what they want. So, when Jesus said, "I will make you fishers of men," part of that secret is that you've got to learn how to bait the hook! When you go fishing to a pond, river or the sea, the fish don't even know you're there. They're not thinking about biting something that you're going to throw into the water. The fish didn't want that until you made the fish want it. That's why you can have two people fishing side by side in the same river and one person catches fish after fish and the other person doesn't.

How did Jesus do this? What were His secrets? How would you like to learn the steps Jesus followed that you could copy?

John 4:5-26 NKJV:

⁵So He came to a city of Samaria which is called Sychar, near the plot of ground that Jacob gave to his son Joseph. ⁶Now Jacob's well was there. Jesus therefore, being wearied from His journey, sat thus by the well. It was about the sixth hour.

So, that's kind of just getting you ready for what's going to happen.

⁷*And a woman of Samaria came to draw water. [Not knowing a master teacher was sitting there.] Jesus said to her, "Give Me a drink." ⁸For His disciples had gone away into the city to buy food.*

And weren't there to give Him a drink, and He didn't have a pail. He had nothing to take it from.

Now what happened there? That woman didn't say a word to Him. She probably wasn't thinking about Him. What did He do? He grabbed her attention instantly! He asked her to do something. Before you can motivate anybody, you have to get their attention. Because they're preoccupied. He startled her by asking her for a drink of water. Look at her reaction.

⁹*Then the woman of Samaria said to Him, "How is it that You, being a Jew, ask a drink from me, a Samaritan woman?" For Jews have no dealings with Samaritans.*

This was shocking to her. Men in those days didn't talk to a woman in public. And a Jewish man would never talk to a Samaritan in the daytime, in front of somebody else or in public. And a Jewish man who happened to be a rabbi, a teacher? Talking to a woman in the middle of the day, it would never be done. So, when He said that, He grabbed her attention with one phrase: Give me a drink.

He wasn't manipulating the woman at the well. He was motivating her. And when your motive is to help someone do something that they want to do, you're serving them. As long as your primary purpose is to serve the people, you're not manipulating them --you're motivating them. You're causing them to want that which they need.

¹⁰*Jesus answered and said to her, "If you knew the gift of God, and who it is who says to you, 'Give Me a drink,' you would have asked Him, and He would have given you living water."*

Jesus answered and said, "If you knew the gift of God". Wait a minute! What does that have to do with the water in the well? Absolutely nothing. What? What person can cope with that sentence without wanting more?

What is the gift you are talking about? Who on earth are you? What is the living water? How many hooks were on that string? Three hooks! That poor woman didn't have a chance! The woman, she grabbed all three hooks . . . in the opposite order!

¹¹*The woman said to Him, "Sir, You have nothing to draw with, and the well is deep. Where then do You get that living water? ¹²Are You greater than our father Jacob, who gave us the well, and drank from it himself, as well as his sons and his livestock?"*

¹³Jesus answered and said to her, “Whoever drinks of this water will thirst again, ¹⁴but whoever drinks of the water that I shall give him will never thirst. But the water that I shall give him will become in him a fountain of water springing up into everlasting life.”

¹⁵The woman said to Him, “Sir, give me this water, that I may not thirst, nor come here to draw.”

“...you have nothing to draw with and the well is deep. Where then do you get the living water you just mentioned?” She bit.

“...are you greater than our father Jacob...?” She bit.

“...give me this water....” She bit

Who’s chasing who now? Yeah, that’s motivation! So, no matter where you are, you can grab attention -- and then you can stir curiosity. That’s the second stage. Because curiosity drives a person crazy.

Who’s in control of the conversation? Yeah. He doesn’t even answer the woman. You just have to keep them coming to where you want them to be. That’s called motivation.

He seized her attention, He stirred her curiosity. And then what He did is He stimulated her felt need right then. And how do you know He stimulated her felt need? *The woman said to Him, “Sir, give me this water that I may thirst and not come here to draw.* So what would you expect Jesus to do? Give her water. What does Jesus do? Nothing to do with water.

¹⁶Jesus said to her, “Go, call your husband, and come here.”

Jesus said to her, “Go, call your husband, and come here.”

¹⁷The woman answered and said, “I have no husband.”

Jesus said to her, “You have well said, ‘I have no husband,’ ¹⁸for you have had five husbands, and the one whom you now have is not your husband; in that you spoke truly.”

¹⁹The woman said to Him, “Sir, I perceive that You are a prophet. ²⁰Our fathers worshiped on this mountain, and you Jews say that in Jerusalem is the place where one ought to worship.”

²¹Jesus said to her, “Woman, believe Me, the hour is coming when you will neither on this mountain, nor in Jerusalem, worship the Father. ²²You worship what you do not know; we know what we worship, for salvation is of the Jews. ²³But the hour is coming, and now is, when the true worshipers will worship the Father in spirit and truth; for the

Father is seeking such to worship Him. ²⁴God is Spirit, and those who worship Him must worship in spirit and truth."

²⁵The woman said to Him, "I know that Messiah is coming" (who is called Christ). "When He comes, He will tell us all things."

²⁶Jesus said to her, "I who speak to you am He."

Jesus brought the conversation right back to salvation. And He ultimately satisfied her real need. She came all the way from sin to salvation, and Jesus Christ masterfully brought her the whole way.

Here are the five steps that Jesus Christ used, that you can use all the time if you want to.

1. He **seized** attention.
2. He **stirred** curiosity.
3. He **stimulated** a felt need.
4. He **surfaced** the real need.
5. He **satisfied** the real need.

In case you're wondering, that conversation was just over 100 words. But I want you to see something else that's kind of surprising. How much of the conversation was the content about how salvation occurs? A little bit. She didn't come to the well thinking, "I'm looking for the Messiah and I need salvation". So sometimes you need to bait the hook!

The content of this article was excerpted from the Teach Every Nation Course:
Anyone Can Become a Great Motivator: Anyone. Anywhere. Anytime
Session 1: The Law of Need: Mindset, Model

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