**F.A.B…FACT, ADVANTAGE, BENEFIT**

AS a salesman for a large company in NY for 10 years I became one of the top tier salesmen selling over 1 million dollars in 1 year, back then it was quite an accomplishment! I had three things working for me that I coupled together, I had God on my side as a Christian, along with the gift of gab and with something that I will describe to you through this teaching which was the last reason for my success! I Was awarded plagues and given accolades up and down by some of the better salesmen and owners of the multibillion dollar company. How did I accomplish all this?

It was not an easy task, it took me approximately 6 years to achieve that feat!!

I once heard very famous speakers speaking on faith as we sell things in the world!

I would often listen to Dr. Zig Ziglar, {Thinking Positive} and Dr. Norman Vincent Peale {The Strangest Secret}

A good salesman will always help his prospect to see what his product will mean to him. Once the facts about the product are in place we move on to the Advantage your product has over the competitors. After that we move on to the benefits part of the products as they are introduced and once the benefits are understood by the prospect, the closing of the sale is usually fairly easy.

In This lesson I want to help us all to see the personal advantages that come from Bible study. And tonight, I want to set forth seven important things Bible Study will do for us. Because in a down to earth sense we are all call to be Evangelical salesmen and in order to present our Lord Jesus to others we need to have some sort of a platform or a strategy to reach them through our presentation!!

Are we ready for this?

One of the key things in sales to me was to remember a little word F>A>B>

We’ll break down the little word….FAB in a biblical term!

First ,we want to see some, Facts about the Word of God which are many but I will only cover something that is like a main ingredient !!

**F=facts**  
First thing on the list is that the Word of God …aside from the most important fact that Christ died in our behalf to save us from going to hell is that…..The word of God…..

# 1 **Uncovers and Convicts Us of Sin.**

Beloved, In the medical field before a sick person can be helped, first thing is that his / her condition must first be diagnosed; secondly, whatever is causing the trouble must be removed; and thirdly a wholesome diet must be followed and suitable exercise must be engaged.

Beloved, The same is true of moral and spiritual ills. The Word of God says the following fact….

***King James….Heb. 4:12 2For the word of God is quick, and powerful, and sharper than any two-edged sword, piercing even to the dividing asunder of soul and spirit, and of the joints and marrow, and is a discerner of the thoughts and intents of the heart.***

***The living bible 12For whatever God says to us is full of living power: it is sharper than the sharpest dagger, cutting swift and deep into our innermost thoughts and desires with all their parts, exposing us for what we really are.***

It will always "discern the thoughts and intents of (our) hearts"

Another “fact” is that the Word of God is like a mirror, reflecting the true nature and condition of our souls.

***King James says…. 3For if any be a hearer of the word, and not a doer, he is like unto a man beholding his natural face in a glass:24For he beholdeth himself, and goeth his way, and straightway forgetteth what manner of man he was.***

***Jas. 1:23-24 3For if a person just listens and doesn’t obey, he is like a man looking at his face in a mirror; 24as soon as he walks away, he can’t see himself anymore or remember what he looks like .”THIS IS A FACT”***

***Beloved many human writer have written so many wonderful things about life that have touched the very fiber of the hearts of many but…..***

**John Calvin wrote: "No human writings, however sacredly composed, are at all capable of affecting us as the Sacred Bible because as you read it, it will pierce your heart, work its way into your very marrow, ...making itself known that in the Sacred Bible there is a truth Divine, something that makes it superior to all the gifts and graces that are ever attainable by man." This is a very powerful statement!!!!**

Next thing to observed is also the following**….”FACT”**

**# 2 The Bible Cleanses Us From all the Pollutions of Sin.**

The Psalmist David, asked and answered the universal question:

***King James Bible…"Wherewithal shall a young man cleanse his way? By taking heed thereto according to Thy Word." ( Psalms 119:9).***

***New Living Bible…9How can a young man stay pure? By reading your Word and following its rules. ( Psalms 119:9).***

**Jesus assured his disciples, "now are ye clean through the word which I have spoken unto you"** (John 15:3). **“This is a true fact”**

A famous writer by the name of Izaak Walton penned these truth-filled words of eulogy to the Word of God: Every hour I read you it Kills a sin in me, Or it lets a virtue in, To fight against it."

**WHAT A TRUE FACT !!!**

**“Advantage”**  
  
**# 3 Bible Study Imparts Strength to the Soul Second letter “A” Advantage**

As food provides strength for the physical man, the spiritual man receives his strength from the Word. The Scriptures are milk for the babe and meat for the mature Christian!

***(Heb. 5:12-14). 2-13You have been Christians a long time now, and you ought to be teaching others, but instead you have dropped back to the place where you need someone to teach you all over again the very first principles in God’s Word. You are like babies who can drink only milk, not old enough for solid food. And when a person is still living on milk it shows he isn’t very far along in the Christian life, and doesn’t know much about the difference between right and wrong. He is still a baby Christian! 14You will never be able to eat solid spiritual food and understand the deeper things of God’s Word until you become better Christians and learn right from wrong by practicing doing right.***

But we must take the time and the effort to consume them (Jer. 15:16). Alexander Maclaren wrote, "...If you want to be strong, let Scripture truth occupy and fill and be always present in your mind. There are powers to rule and direct all conduct, motive powers of the strongest character in these great truths of God's revelation."

The defeat of satan in our lives is a victory we have because of the advantage the word of God gives to us!!!

Another **“advantage”**

**# 4 Provision of Guidance from God**  
• Scripture Study Instructs Us As to What We Are to Do to have an **advantage** over our situations that confront us!!!

The wise man whose house stood the stormy test had heard the Word of God and obeyed it !

***(Matt. 7:24-27). 4“All who listen to my instructions and follow them are wise, like a man who builds his house on solid rock. 25Though the rain comes in torrents, and the floods rise and the storm winds beat against his house, it won’t collapse, for it is built on rock.26“But those who hear my instructions and ignore them are foolish, like a man who builds his house on sand. 27For when the rains and floods come, and storm winds beat against his house, it will fall with a mighty crash.”***

God's ways are not man's ways (Is. 55:8-9). Had God not revealed His will to us, we would never have known what we should do to please Him and gain full **advantage** of what He has instore for us!

**“B” = Benefits**  
# 5 A Sword for Victory Over Sinful Temptations is Provided by Studying God's Word

***(Eph. 6:17) 17And you will need the helmet of salvation and the sword of the Spirit—which is the Word of God.***

This is the Christian's only offensive weapon. When the Lord was tempted by Satan, the Sword of the Spirit drove the Evil One back, beloved, this is the “advantage we have over the enemy”

***(Matt. 4:1-11). Then Jesus was led out into the wilderness by the Holy Spirit, to be tempted there by Satan. 2For forty days and forty nights he ate nothing and became very hungry. 3Then Satan tempted him to get food by changing stones into loaves of bread.“It will prove you are the Son of God,” he said.4But Jesus told him, “No! For the Scriptures tell us that bread won’t feed men’s souls: obedience to every word of God is what we need.”5Then Satan took him to Jerusalem to the roof of the Temple. 6“Jump off,” he said, “and prove you are the Son of God; for the Scriptures declare, ‘God will send his angels to keep you from harm,’ . . . they will prevent you from smashing on the rocks below.”7Jesus retorted, “It also says not to put the Lord your God to a foolish test!”8Next Satan took him to the peak of a very high mountain and showed him the nations of the world and all their glory. 9“I’ll give it all to you,” he said, “if you will only kneel and worship me.”10“Get out of here, Satan,” Jesus told him. “The Scriptures say, ‘Worship only the Lord God. Obey only him.’”11Then Satan went away, and angels came and cared for Jesus.***

The Psalmist wrote, "Thy Word have I hid in my heart that I might not sin against thee" (Ps. 119:11).   
  
**# 6. Our Lives Are Made Fruitful by Bible Study.**

The man who delights in the law of the Lord and meditates thereon day and night is like an evergreen tree, planted by a water stream that bears fruit and prospers

***(Ps. 1:1-3). Oh, the joys of those who do not follow evil men’s advice, who do not hang around with sinners, scoffing at the things of God. 2But they delight in doing everything God wants them to, and day and night are always meditating on his laws and thinking about ways to follow him more closely.3They are like trees along a riverbank bearing luscious fruit each season without fail. Their leaves shall never wither, and all they do shall prosper.***

God promised Joshua that meditation upon God's Word and obedience thereto would bring him prosperity and success ..I consider this a tremendous benefit!!!!

***(Jos. 1:8-9). Constantly remind the people about these laws, and you yourself must think about them every day and every night so that you will be sure to obey all of them. For only then will you succeed. 9Yes, be bold and strong! Banish fear and doubt! For remember, the Lord your God is with you wherever you go.”***  
**# 7. It Provides Us Power in Prayer.**

Jesus promised, "If ye abide in me, and my words abide in you, ye shall ask what ye will, and it shall be done unto you" (John 15:7).   
Surely no more profitable pursuit is available to man, with benefits so immediate and accruing even into eternity. Search the Scriptures in them you will find …all the Facts you need, all the Advantages to help you succeed, and all the BENFITS that God will Supply!!! F>A>B>