

Let's Become Effective Da'ees

International Da'wah Training Programme – Part 8

Conceived, Developed and Conducted by Dr Zakir Naik

Introduction of IDTP VIII

Introduction of the IDTP

(Day 2 Session 4)

LESSON 1 – INTRODUCTION OF THE INTERNATIONAL DA'WAH TRAINING PROGRAMME (PART 1)

Dr Zakir Naik: *Alhamdulillah. Was Salaatu Was Salaamu 'Alaa Rasoolillah Wa 'Alaa Aalihee Wa Ashaabihee Ajma'een, Amma ba'd.*

أَعُوذُ بِاللَّهِ مِنَ الشَّيْطَانِ الرَّجِيمِ

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

وَمَنْ أَحْسَنُ قَوْلًا مِّمَّنْ دَعَا إِلَى اللَّهِ وَعَمِلَ صَالِحًا وَقَالَ إِنَّنِي مِنَ الْمُسْلِمِينَ

رَبِّ اشْرَحْ لِي صَدْرِي، وَيَسِّرْ لِي أَمْرِي، وَأَحْلِلْ غُدَّتِي مِنْ لِسَانِي، يَفْقَهُوا قَوْلِي

My dear participants, I welcome all of you with the Islamic greetings, Assalaamu Alaikum Warahmatullahi Wabarakatuh.

Participants: Waalaykum Salaam Warahmatullahi Wabarakatuh.

Dr Zakir: In Shaa Allah for the next 45 minutes, or as time permits us, I'll be speaking on the subject which we missed, and we could not complete yesterday on "Introduction to the Da'wah training programme." After that In Shaa Allah, we'll continue with the techniques of giving references, and then have a break or if time permits, we'll have the revision of the 25 Surahs, names, and meanings. If time doesn't permit, we'll have it after the Maghrib Salah, and then after that, we'll have the revision of the Quranic verse In Shaa Allah.

Because tomorrow is a holiday, not a resting holiday, a training holiday, more of homework and revision In Shaa Allah, we can afford to extend today without causing loss tomorrow, In Shaa Allah. How did this training programme come to my mind? As many of you may be aware, that I was inspired to become a Da'ee by none other

than late Sheikh Ahmed Deedat Rahimahul Laah. When I met him the first time in 1987, he was passing from Bombay and hardly had a stay of a day.

My brother and I said that, "We'll hold a talk of yours." He said, "In less than 24 hours? How can you arrange it?" We met him late in the night and said, "Tomorrow evening, you'll have it." He said, "Impossible, without publicity." I said, "At least give us a try." Alhamdulillah, he agreed, and in less than 24 hours, without any publicity of giving ads, et cetera, which we could not, only on phone calls, Maa Shaa Allah, we could gather more than 1000 people, at that time that was so crème de la crème of Bombay, in one of the auditoriums. Sheikh Deedat was impressed that in less than 24 hours without publicity, 1000 people are coming.

Alhamdulillah, he agreed to come again on an official trip. That was unofficial, he was going to his village in Tadkeshwar. He came back in 1988, and we organised a tour in which, Maa Shaa Allah, he gave about 18 lectures, it was for a week in Bombay. He went for a couple of days to Bangalore. During this time, he also gave a pamphlet that he was having international Da'wah training programme for two months in the year 1988.

He said, "Though the list is finalized we selected--" I don't remember the exact number of what he said, about 20 or 25 participants were selected, everything paid for, et cetera. That time was just the beginning. We did not know anything about Da'wah, met Sheikh Deedat, inspired by him. That was the beginning. I was in the medical college. He said, "Though the list is final but if you want, you can come." It was just at the time the medical college exams and all of that. I said, "Maybe In Shaa Allah, Allah will give another time." That time, it was just the beginning as I said.

We were inspired by Sheikh Deedat but didn't think of becoming a Da'ee. As time went on, and being inspired by Sheikh Ahmed Deedat, I saw most of his videos, not only from the official lot, even from the unofficial lot. Unofficial that means officially he had the CDs of one to-- it was 60 then went to 70, went to 80. Then he had an unofficial lot, which I had a habit of collecting all videotapes of speakers. We had a collection of, Maa Shaa Allah, about more than 300 videos of Sheikh Deedat, officially at 60 that time.

No less than 60, it was 50 then it kept on increasing. In 1980s, it was less. Most of his tapes, someone, some twice, some thrice, some four times, and five times. He was my mentor through the video. I met him a few times but through the video and we started repeating. When I started speaking about Islam in the medical college, majority non-Muslims, hardly 3, 4% were Muslims.

When I spoke about Islam, most of them ran away thinking now we'll be attacked now. Let's not stay with Zakir, he's doing Da'wah, we'll get a hammering. Most of the Muslims when they used to hear me speaking about Islam or doing Da'wah to my non-Muslim friends in the medical college, they used to run away thinking that he will get hammered. Alhamdulillah, if Allah is with you, nothing can overcome you, if Allah forsakes you then none can help you? That's how my Da'wah started and I started speaking very softly with all the knowledge I got from Deedat. I started speaking softly and humbly and I got no results.

I said, "What is this?" "Same method of Deedat I'm speaking, why I'm not getting results?" Then I thought, "Okay, let's be like Deedat." I remember in 1988 when Sheikh Deedat came again for the second time in Bombay, I was a chauffeur. I was his driver. That time I was about 23 years old, less than 22 years old. I asked him, "Uncle, why are you so aggressive on the stage?" He could have put me down saying, "You, shut up." But he said, "Son, there are two ways of fighting the devil. One is with holy water, the other is fire. I chose the fire." He replied to me calmly, that one way is to fight the devil with holy water, the other is fire. "I chose the fire. I'm not aggressive, I'm militant."

He said, "I'm coming from the Pathan race and I'm a Mujahid." That was the answer he gave. When I realised that I'm not getting the results, I changed my style. There was a time I was more aggressive or more militant than Sheikh Deedat also. If you see some of my old recordings, you don't want to circulate now. You could see me, the fiery Zakir Naik. Thin, few hair here. Then Alhamdulillah as time passed with experience, I remember we started the organisation, the Islamic Research Foundation in 1991 mainly to give a platform for Da'ees. I was a stammerer.

Those who know about my background, if you ask me what was my name, I would've said my name is Zazazazazakir, that was it. In my dream, a person in his dream can dream anything, that is what psychologists tell me. In a dream, you can dream anything, you can dream things which are not possible. Because I was a stammerer, in my dream I could have dreamt of becoming the best doctor in the world, the best heart specialist in the world, but never ever could I have dreamt of speaking even in front of 25 people.

The passion increased, then I told my parents I was about to pass my medical studies, but I decided that I should spend more time for Da'wah. That is in the '90s. In 1990, just before passing my third-year MBBS. After passing my third-year MBBS, I passed in 1991, there's internship. Internship means you have to serve in a government hospital for one year, that time we are more relaxed. That time, we started the Islamic Research Foundation. Because I wanted to do my post-graduation I told my parents I want to do Da'wah at least two hours a week because when you're doing post-graduation you have to stay in the hospital 24 hours.

Maybe once a week, you can come for half a day one day, depending on which hospital you are in or what's your posting. I said, "When I come home, that time I'll do two hours Da'wah." We started the organisation, Islamic Research Foundation thinking I'll give two hours a week. My parents said, "No problem." Then when we started the foundation, I requested two hours is too less. I had plans of doing surgery. Then I said, "Surgery and I hardly get half a day in a week, and that two hours. I have to change. Let's do radiology." Radiology means we can come home every day, you don't have to stay overnight. Maybe I can give more time for Da'wah.

Then I told my parents, "I want to give two hours every day." They said, "No problem." All my plans of postgraduation changed from surgery to radiology. While doing the internship, we started the foundation, Islamic Research Foundation. Then I realised that two hours a day is too less, then I told my parents that I think I should give half time for Da'wah. My father happens to be a doctor, a psychiatrist. My elder brother happens to be a doctor. We are a family of doctors. We have a business, it is

very lucrative, Alhamdulillah. It was a desire of my mother that I should be a heart specialist, somewhat like Dr Chris Barnard.

If you're aware, Dr Chris Barnard, his full name is Dr Christiaan Barnard, he hails from South Africa, the same country as Sheikh Deedat. He was the first surgeon who did the first heart transplantation in the human being. At that time, it was new. My mother said, "I want, you son, to become like Dr Chris Barnard." When I asked, "Okay now I'll do 50% Da'wah, 50 % medicine," and I asked her that, "Would you like me to become like Dr Chris Barnard or like Sheikh Ahmed Deedat?" My mother being intelligent, she said, "I want you to become both." So I said, "As Allah wills."

Then I was involved in the field of Da'wah. I requested my parents that I would give halftime for Da'wah, halftime for medicine because we had clinics and consultation past my MBBS, dropped my plans of doing PG, post-graduation, Da'wah is important. But as time went on, hardly a few months, I met Dr Israr Ahmed. Dr Israr Ahmed also is a person who has been an inspiration to me. If those of you who do not know Dr Israr Ahmed, may Allah grant him Jannah, he hails from Lahore, Pakistan, and was a medical doctor.

As my passion was meeting scholars and Du'ats from different parts of world, going, interacting. When I reached Pakistan, in Lahore, he said, *Beta*, son, "What is the purpose of yours to come to Pakistan?" I said, "I've come to visit Islamic organisations." He said, "You will find many Islamic organisations in Pakistan, but you will not find Islam."

He told me that, "What is your intention? I said, "I will do 50-50. 50% Da'ee, 50% Medicine, 1991. He told me, "Son, I'm a medical doctor, MBBS. For seven years, I practiced, and I tried to do both. I had to choose between one. If you have to specialise, you have to specialise in one."

At that moment I decided that and realising from Shaikh Ahmed Deedat, the verse of the Quran I have started my talk with, Surah Fussilat 41:33, where Allah says,

وَمَنْ أَحْسَنُ قَوْلًا مِّمَّنْ دَعَا إِلَى اللَّهِ وَعَمِلَ صَالِحًا وَقَالَ إِنِّي مِنَ الْمُسْلِمِينَ

"Who is better in speech than one who invites to the way of their lord, works righteously and says that I am Muslim."

I chose to become a doctor, not because my father was a doctor, but because I thought at that time that doctor is the best profession in the world. Serving humanity, serving the Ummah at large. Yes, it's also a lucrative profession, in terms of worldly things, and in terms of society, it gives you the maximum social status. At that time, it was high.

Being inspired by Sheikh Ahmed Deedat and getting advice from Dr Israr Ahmed, I decide I had to choose between the two if I have to specialise. I chose to be a full-time Da'ee. I told my parents that I want to leave this profession, and I wanted to be a full-time Da'ee. My parents said, "Ahlan Wasahlan," no problem.

Alhamdulillah, that I'm involved in the field of Da'wah, and Allah's help was there. When we started the Islamic Research Foundation-- Before that, when Sheikh

Deedat came in 1988 to Bombay, he gave us a full set of his videos. So we've made copies and give it to a video cassette library, that give it for free distribution, for free hire and get it back. Free hire, the word is contradicting. Hire is something which you pay for. Free hire means, free lending, it should have been, but free hire.

May Allah give Jazaakala Khair to the Muslim, he tried his best but didn't do a good job. Not because he didn't do a good job, may Allah reward him for that. He tried. We thought, if you're not doing a good job, let us start an organisation, and we named it Islamic Research Foundation. Main purpose was lending video cassettes free with a deposit.

Then we thought of, "Let's have a question-answer session." One of my friends, who was quite good also in the field of Da'wah, I told him, "Fine, you're good in Da'wah. Why not you take sessions? The organisation will support you." First time we went in front of about 25 engineering students in our organisation. When he went to reply, he got cold feet. When he got cold feet, what to do? Then Allah sent me, me being a stammerer, I went in front of the audience and started replying. By Allah's mercy, grace and help, while replying, I did not stammer. I was shocked. I stammer.

I realised that when I was asked to speak to the Christian missionaries, there was no stammering, otherwise, when I spoke to the Muslims, I used to stammer a lot. It was like a miracle while speaking to Muslims, I am stammering. While doing Da'wah, I'm not stammering.

Coming back to when I was in college, even while giving the viva voce in school, in public speaking when I was giving speeches, I used to get PF. PF means pass-fail. Pass-Fail means, actually fail, but because they had mercy, *Bichara*, Poor Man, stammerer, let's not fail him, so I used to get PF. I was in St. Peter's school, IGSC school, the examiner should take place from London. PF, out of pity. Not mercy, pity. "Poor man, stammerer, let's not fail him, PF."

When I used to do Da'wah, when I started after meeting Sheikh Ahmed Deedat in the medical college, my friend used to say, "You're doing Da'wah with your teachers." And in medical college, 50% marks our viva voce, orals. In theory, if you fail, you can recheck your paper and pass. But if a teacher fails you in orals, there's no rechecking of orals. 50% of the marks in Medical College, for most of the subjects, they were viva voce, orals, which, if they fail, you can do nothing about it.

My friend used to say, "You're doing Da'wah with your teachers, you're crazy, they'll fail you." I used to think, "If they fail me, maybe I'll get one more year to Da'wah with them." If my teacher fails me, Alhamdulillah, Allah is giving me one more year to do Da'wah with them. With this bent of mind, with this optimistic view that if they fail me, Alhamdulillah, I get one more year to do Da'wah.

I entered into the field of Da'wah and Alhamdulillah, Summa Alhamdulillah. As I told you, I changed my style, from that soft to fiery and I got results. I saw people liked it and Alhamdulillah, the first time when I went on the stage in a small gathering, it was not by choice, it was by compulsion. Organisation, "No, he got cold feet, what to do?" I went. I realised that it clicked. Once a week we had the session, my friend told me you did good, you only go. I said, "Baba, you are supposed to go, not me. I'm supposed to support you."

But, Alhamdulillah, it went on. I remember the first lecture I gave a prepared speech in my life, was an organisation, a small room of only 25 square meters, but had about more than 100 people. How they sat? Don't ask me. One on top of the other. I did not know what is a lecture or what is not a lecture, no experience. Okay, lecture should be 45 minutes. I memorised, and I give it.

It went on for more than three hours, the longest lecture I ever given in my life. The first lecture in my life was the longest lecture of my life. No experience, whatsoever. Three hours without notes, Is the Quran God's word? More than two and a half hours, then the question-answer session was another 30 minutes, so it was totally about three, three and a half hours. 2 hours 50 minutes lecture.

Imagine, first lecture of my life, ever speaking, a prepared speech, thinking it would be 45 minutes, went on for about 2 hours 45 minutes and, Alhamdulillah, without notes 2 hours 45 minutes, first lecture, Alhamdulillah. From that time, Allah's help and mercy was there before, was there that time, and it continues to 'til day. And I pray to Allah Subhanahu Wata'ala may it continue to lend of my life, In Sha Allah. Then I asked my mother, "Would you like me to become like Shakh Deedat or Dr Chris Barnard?" She said, "I can sacrifice a thousand Dr Chris Barnard for one Sheikh Deedat."

We'll discuss more about it, about setting up an organisation, but this is the introduction that how did we come into this training programme. The first two times I met Sheikh Deedat was in Bombay, in India. First time, he came for a visit of one day, we hosted him. Second time, he came, he spent about more than 10 days and we were the host and we were with him always day and night. Before he got up, we were there ready for him, 'til the time he slept, we were with him. Then every few months, I met him either in South Africa or Saudi Arabia and Alhamdulillah, I met him several times. Sometimes I stayed in his house, many a time, for few days, for a week, met outside and he was an inspiration though I have not been formally trained by Sheikh Deedat.

I have not attended any of his Da'wah training per se. The first lecture I gave was 1992. Is the Quran God's word? That is the lecture I sent to Sheikh Deedat and he was very happy. That was the same lecture. Then I thought that now I have thought of becoming a Da'ee, Khalas. There was a time when I had a feeling that-- Alhamdulillah Allah have given that power, I was very well-known for debating. That Zakir is good in debating, but I should debate on things which are not beneficial. Any topic you give, I could debate.

The skills that Allah had given me I started using for the cause of Islam for the spread and we found a success Alhamdulillah. There was a time when I thought, "Alhamdulillah Allah has given me the skill," so I was not really bothered about the life partner. Life partner whatever she is. Maximum two months I can convince anyone. That was my thinking which is totally wrong. Anyone, no problem.

Allah has given that skill, so to convince anyone is easy. That was my thinking. That's fine, I want a life partner but whatever she is, I will get on the track. Alhamdulillah, when the time of marriage came, Allah gave me wisdom and that is the time we thought no, "I have to get a Da'eeyah as a life partner if I want to become a successful Da'ee." The life partner is called as the better half, not only in

English, in most of the languages. In Hindi we say [Hindi language] Means half my body.

Most of the languages if you convert, the idiom for the wife is better half or half. Alhamdulillah, I could not find anyone in Bombay, not that I interviewed anyone. It was my sister who did the interview, so she only passed one. In interview only no one passed, so there's no question of me meeting anyone. Only one she passed. That was also not Bombay from Pune. Alhamdulillah, Allah has blessed me that the family support was very important. First of the parents, then of my brother. I'll come to it later on in some other session. Then of the wife we shall discuss later on.

Let's Become Effective Da'ees

International Da'wah Training Programme – Part 8

Conceived, Developed and Conducted by Dr Zakir Naik

Introduction of IDTP VIII

Introduction of the IDTP

(Day 2 Session 4)

LESSON 2 – INTRODUCTION OF THE INTERNATIONAL DA'WAH TRAINING PROGRAMME (PART 2)

Dr Zakir Naik: Going ahead with the thought of doing a Da'wah training programme, when we went through notes of various Da'wah training programmes, I thought more it was of written work. "Read this thing, read this verse here." That's it. I met many Du'ats who had done training programmes, but interacting with them, I didn't really feel that they're specialised in the way. Alhamdulillah after that when I met Sheikh Deedat, he was very disappointed. He told me, "I have a different view regarding Da'ees." He said, "What uncle?" I used to call him uncle and he used to calling me son. I remember when he called me for the second time when I went.

First time I went was in 1988 to South Africa. Second time I went was in 1994 and Fariq my son was two and a half months. Two and a half months he was there took a photograph with Sheikh Deedat. Alhamdulillah. At that time, the first lecture I gave abroad outside India was in front of Sheikh Deedat and that was the time to encourage me he gave me the title Deedat plus. I didn't agree with it. To his kindness and his humbleness that he called me Deedat plus.

From that, it went on and I remember the first talk after South Africa was in Saudi Arabia in 1996. Sheikh Deedat told me, "Son, when you go to Saudi don't expect the crowd you get in Bombay." I remember Bombay the first time we did a public lecture, this was in an organisation. The first time we did a public talk was in 1994. I got married in 1993 and 1994, before that, I had the first debate of my life. While doing this debate-- We will do it in the debating session, In Shaa Allah. Let's not spend time here. First lecture I gave we were expecting about maybe 200 people to come and we had Indian merchants. Maa Shaa Allah 400 people turned up.

The next lecture 1,000, then 2,000. Kept on increasing. In 1995, at that time it was 4,000 Maa Shaa Allah. 4,000 people coming. Great Alhamdulillah. The first trip I made abroad after South Africa, an official trip only for lectures. In Saudi Arabia, Sheikh Deedat told me that, "Son, Saudi Arabia is a different country. You can't give

lectures openly. You may give in hospitals, in education. You don't expect the crowd in Bombay. You may get 4 people, 10 people, 20 people. Don't worry." I was mentally prepared that 20, 25 people I'm going to address in Saudi Arabia.

The first talk I gave in Jeddah, Alhamdulillah, more than 1,000 people turned up. I'm wondering how did 1,000 people turn up there. Then I realised one of my fans circulated that cassette, *Is the Quran God's word?* That's how people came. That's how the journey started. When I discussed with Sheikh Deedat in the early '90s, he told me, "Son, these Da'wah training programmes are useless." I said, "Why uncle?" He said that, "Son, who trained you? Did I train you?" I said, "No." "Allah chose you. Who trained me? Allah chose me. Da'ees are chosen by Allah. What you train it's waste of time." He was right in many ways. I agree with him.

"It's you who trained me." Being so direct, he believed in attacking direct. "Son did I train you?" I said no uncle." "It's your passion. It's Allah who chose you." I said, "Yes." "It's a waste of time." I was taken aback. "Why is he saying this?" He said, "I spent two months' time in the Da'wah training programme, 1988. Spent phenomenal amount of money. What's the use?" He had a bad experience, and I don't blame him. He believed in creating Du'ats and letting no stone unturned. Two months training programme. Everything free including ticket and everything, two months stay.

Then I saw the video. He condenses his two months training programme into nine videos of one hour each. Nine videos of one hour each means nine hours. Two months programme, I don't remember whether five days a week or six days a week. Whatever it was, two months. Either three days or five days or six days. He edited it and got nine hours. Whenever I got new tapes, I used to watch it. I watched the nine hours. After watching the nine hours, I agreed with Sheikh Deedat. "Uncle what you say is right. If this is the product after the training programme, I agree with you uncle."

I won't give you the details, I don't want to demotivate anyone, but this was in 1988. Later on, Sheikh Deedat, he changed his style. If you have seen his tapes, he started doing a two-hour training programme called a *Combat Kit*. In Shaa Allah we'll be doing the two hours here also. He said, "Now I've changed. I go to a city, two hours, full effort; whether they get inspired or not, I train 20 people, 30 people, 50 people. Even if 2 get, no problem. Anyone who has a passion picks up and learns. Why waste two months?"

A person who wants to excel should always learn. As I told you earlier on the first day yesterday, that intelligent person learns from other people's mistakes. Sheikh Deedat may Allah In Shaa Allah grant him Jannah. May Allah give him Jazaa-e-Kheir for all that he has done. He has inspired thousands of youngsters throughout the world including myself and the icon of the Islamic world in the field of Da'wah saying this it was really very demotivating, but I agreed with him.

When the time came maybe 10 years after that in 1998 after he had the stroke in 1996, I thought of, "Let's do a one-day training programme." It was in 1997 or 1998. 1997, I believe. The first time we did a one-day Da'wah training programme. Before doing that, we checked up with the other organisations. I have a passion of visiting different countries, USA, I went to UK, South Africa, Malaysia, Australia, Singapore, variety.

"Which is the best organisation?" Okay, this. "Which is the best in Singapore?" "It is Darul Arqam. Okay, go there." Okay, met with Ridwan Hoo, met Arif Sultan. "In Malaysia which is the-- Okay, this organisation." "In Saudi Arabia, okay, Da'wah Centre." Went to ICNA, went to ISNA and various organisations. May Allah give Jazaa-e-Kheir to all these organisations for whatever good work they have done for the cause of Islam and for the Muslim Ummah. Alhamdulillah. Then we thought, "Okay, let's be something different." When we had the one-day Da'wah training programme, it was planned for 8 hours, it went an extended for as usual to 9, 10 hours. Then we found that it was quite successful, then we decided to have a longer version of 15 days that was in 1998 or '97. First time we had the first phase and we involved most of the core group members who we felt were Du'ats from Bombay. We took the interview, but I said, "Okay, fine. Before doing the course, I believe that entry should not be easy."

I had my own policy. If someone gets something easily, the value is less. If someone gets something with difficulty, so then we had interviews, and in the interviews, we grill the people. Those who survive the grilling or pass the grilling, in grilling only they come to know what is-- your grilling wasn't done by me, it was done by Brother Kaleem. Allah, Masha Allah, saved you all.

Previously, I used to take the grilling myself. Then the main thing is the interview. Even in the school, we'll come to it later on, that if you are able to judge in the interview well, then half your task is done. Selection is very important. If the person who's selecting selects the wrong people with all my effort, what happens? Selection of the right people is very important. Because of that, we had many criteria, many requirements to do the test, this and that and I kept on adding criteria, which wasn't much for you, you had only five types. We had the first training programme, and Alhamdulillah, we found the results.

Then I thought, "Let's have a second phase." First phase, there was mission objectives. That first phase consisted mainly about techniques, structure and content, knowledge of Islam, Da'wah to Christians for two days, then Da'wah to Hindus for one day, Da'wah to other religions in one day, and 15 day's stretch. Okay, now what? Let us excel them in handling question-answer sessions.

While speaking, I realised that my knowledge was very shallow and is yet shallow. That time it was shallow, now it is more shallow. Then we realised, that the unique point was the question-answer session. Then we thought, "Okay, let's train the people on how to quote the references." Then one day, you will come to know when we do the session. We won't discuss that now.

The second session was more of technique-based and less of information, of knowledge, and more of practise. Second phase was for approximately 11 days, or it was for, I think, 13 days. Then we thought, whoever does the first phase, out of that, we select the best who do the second phase. The first phase, there were about 25 people. Second phase, only 13, 14 we selected. Then we got request for having international Da'wah training.

In 1999, we planned to have our International Da'wah training programme for the first time and we thought that people can't come twice so let's merge the first and the second phase together. When we merged, it turned out to be of 25 days, and we

advertised we want to have this training programme maybe about eight months back.

We finalised the list six months before the programme, well advanced. We did the programme and we selected about 23 people. We wanted 20, finally 20 landed. Two or three had some personal problems, they could not get leave, whatever it is. We realised that whatever we choose, some may not turn up for various reasons. 20 turned up, like was a policy as I mentioned, it has been a track record for me that whenever I do the training programme, one is at least kicked out if not more than one.

In that programme, one Malaysian was sent back on the second day out of, I think, there were five Malaysians that time, or four Malaysians. One was sent back and three or four were remaining. That time we had from 14 different countries, Alhamdulillah. From Seychelles, from Bahrain, from Saudi Arabia, and as I told you, all these people, all graduates and Islamic university post-graduates, and we found that this training programme, the impact it had was phenomenal, Alhamdulillah.

As was our target, Maa Shaa Allah, 50% yet are in the field of Da'wah giving talks in different parts of the world. Some have joined organisations, some have started organisations. Some are inspiring others, Alhamdulillah. What we are in touch, you can say about 50% are yet. Others, Allahu A'lam, not in touch. We wanted this to be secured. At that time, we did the recording with two cameras on Betacam. Now Betacam recording at that time was top. Very few people had Betacam cameras.

When I went to USA, the Muslim organisation said, "Are you crazy? Buying Betacam cameras, Israf." We bought the best camera of that time. Two-camera job, it was in an auditorium of 360 square feet. It was about 12 feet by 5 feet. 60 square feet was the stage. 60 square feet. What is the desk space that you have was our stage. We recorded on the best camera that time, two also was very difficult for us. We have two cameras for 25 days recording with all the materials the cost was-- we had to think a 100 times whether to do it or not to do it.

We did it, and we got, Maa Shaa Allah, Allah blessed us with results. Before that, I took the training programmes notes of various different organisations and I thought I would make the best organisation as my base. I personally did not agree with all so I left the notes no reference. Then to get the experience, I went to a public speaking course, which was for about, I think, seven days or eight days, I don't remember exactly.

I said, "Let's learn from these non-Muslims, how do they train the public?" I went to the best public speaking course in Mumbai run by a Christian and it was very famous. The rules, he told me, of public speaking, number one, when you give a speech, the speech should not be more than 20 minutes. With question-answer session, not more than half an hour. If you give a speech of more than 20 minutes, either you are fooling the audience or the audience is fooling you. Either you are fooling the audience or the audience is fooling you. This course I did in 1997 when I had given a few talks to a few thousand people.

When they heard the expert speaking, I realised that we are breaking most of the rules of public speaking. Not all, but many. When I asked my trainer, when the class

ends, it was a short course, only two hours. 2 hours for 10 days, it was not like ours. 2 hours, Khalaas. When I told him that what you said sir, you know what he says "Four hours? Are you crazy? No one will sit for four hours." He told me even if the best public speaking skilled person gives a talk-- I'd given the talk on Women's Rights in Islam, with the question-answer session, went for somewhere close to four hours. What he's saying is right. He's not wrong.

See, many a time we have to realise that what the experts say is right, but there's always an exception to the rule. What he's saying is right for a normal human being. For a normal public speaker, when he gives, he cannot hold the audience for more than 20 minutes. He's right. There are exceptions to the rule. We have Sheikh Deedat, Maa Shaa Allah, speaking in front of many people. The largest gathering here in Bombay was 2000, the largest gathering he addressed in the world was in Birmingham for the debate where 12,000 people came.

We learnt certain technical words. Then we realised, "Okay, what these people are talking about, we're already doing it. Even Sheikh Deedat is doing, even I'm doing." We did not know it was called as XYZ, which we'll discuss tomorrow. "Oh, this is XYZ. Ah, this is it, but I'm doing it." Who taught us? Sometimes experience teaches you. Many a time it is the help of Allah. Not many a time, most of the time, and we realised that many things of what we are doing are already there in the training with a word put to it.

Personally, I did not learn much, except for the terminologies. I learnt many things that what they said is not possible, we did it and we made it possible. Only with Allah's help. Surah Al-Imran 3:160, "If Allah helps you, none can overcome you. If Allah forsakes you, who is there that can help you? So let the believers put their trust in Allah." Even now, just before this course two weeks back, I search for the organisation, I told Brother Kaleem, "I'm busy, search for the notes of the best public speaking organisation in the world."

Even there--- I didn't- he said, what we do, if you compare, it's not even 10%. I give him names for some of the top organization, these-- they're world famous. We'll speak about them later when we come. They're world-famous. They are the world's number 1 speaker, this and that, we'll discuss later on when time comes. I said, "Let's give something new."

These notes are 100% only from my experience, majority. Maybe a small percentage, 1% I may have picked up from their terminologies. "Ah, this is what they call Extemporaneous Oh, this is what they call gestures. Ah, this is eye-to-eye contact." Fine, it did help me to formulate, but then I started observing Sheikh Deedat's lecture, pros and cons. Started observing my lecture. What are the positive points, what are the negative points?

The best who can improve your speech is you, yourself. If you know the techniques, if you know the methodology, if you know the technique and methodology, you are the best who can improve your own speech, but you should know the technique. If you don't know the technique, you'll think, "Khalaas, I'm king." If you have that aura of being, I'm the best speaker, Khalaas, that's your downfall.

There's an art of taking out mistakes, there's an art. If you excel in the art of taking out mistakes, you have reached a very high level. Taking on general mistakes is very easy, but taking on mistakes with reason, logic, and technical aspects. Why are people coming more for that person's talk? Why? What are the pros? What are the cons? We started observing non-Muslim speakers, Jimmy Swaggart. Wow, in technique, Alhamdulillah, he's one of the best speakers. Jimmy Swaggart is the person who debated with Sheikh Deedat, and we'll discuss about him also.

Who has seen the video cassette of Sheikh Deedat and Jimmy Swaggart? Maa Shaa Allah, almost all of you. Irrespective, whether he's your enemy. You have to appreciate the good points of your enemy, and even Quran agrees with that. Quran says,

فَسْأَلُوا أَهْلَ الذِّكْرِ إِنْ كُنْتُمْ لَا تَعْلَمُونَ

"Ask the person who's knowledgeable," it doesn't say ask the person who's a Muslim. Yes, if you have a knowledgeable person who's a Muslim, then that's the best, but if the most knowledgeable person in that field is a non-Muslim, no problem.

Keeping that in mind, we had the second phase, and with whatever knowledge we could acquire, we went ahead with the second phase, and Alhamdulillah. The unfortunate part is that whenever I gave a speech before it goes out in the public, I check it. When I finish the Da'wah programme, it was very well planned, much better planned than now. One year in advance, gave the ad about nine months before, it took three months for interview. We appointed separate people in Malaysia, had interviews in a three-star hotel, or five-star, I don't remember.

Then in Saudi Arabia, we appointed people here, we appointed there, we appointed, took the interviews one-to-one basis, and then selected the crème de la crème. Then we started getting invitations from different parts of the world, "Why don't you do the programme?" The person who came out first was from Saudi Arabia, Brother Faisal Kamli. Then he went to States to do his bachelor's. He learnt Hebrew, Aramaic, was very good in English and Arabic. He went to UK. When he started giving talks, people said, "Ah, he do it similar to Sheikh Zakir Naik." "How did you know?" "No, you have the same style."

Not that you have to be a photocopy, but, and yet he is in the field of Da'wah. May Allah give him Jazaa Kheir. We realised that Alhamdulillah, we ventured into a thing which was warned by one of the greatest Da'ees of the last century, Sheikh Deedat. That doesn't mean he was wrong, he was correct. I remember my father, we'll discuss that, In Shaa Allah, in the organisation part, later on. That many a time what people say, if you do the opposite and get success, that doesn't mean they're wrong.

When I started the organisation, my father told me, "Son, when you start an Islamic organisation, they will pull your leg, [Hindi language] Be careful." Alhamdulillah, we started, we were successful, but my father wasn't wrong, he was right. Well, Sheikh Deedat, said that Allah Subhaanahu Wa Ta'ala who creates Da'ee, he's right. I do agree that to spend your time, money, energy, and trying and choosing the people, and they don't happen to be right people, it's a loss. It's a loss to the Ummah. The money can be achieved, what about the time? Sheikh Deedat's, two months is more expensive than what he spent for the course.

That time it was phenomenal, and he's right. I agree with him, I don't disagree with him. Alhamdulillah, Allah gave us success and Sheikh Deedat had many training programmes. It was unfortunate that Allah had his will, that he trained many people, but none really shone out. Many Da'ees were there became local, even now they have training programmes, but none of them reached anywhere close to him or even a small percentage of what he did. He was sure that it's Allah who creates, and he's right. Allah chooses. Then we thought that if Allah wants to choose, why can't we be instrumental in making Allah's plan come true?

My thinking was Allah is going to choose. He's going to create. He can do Kun Fayakun, be and it is. He can do it through IRF Da'wah training programme, that was my thinking. Sheikh Deedat was right. Maybe Allah wants to train only one from these 20 people, fine. Why don't we be that Zari'ah? We be that path and get easy Thawab, easy shortcut. Allah who does the job, make hay while the sun is shining. With that intention in mind, not that we are the one who created that. That is the reason in this Da'wah training programme I emphasis always this training programme will be useless. It is useless, will be useless, will not benefit you, unless Allah helps you.

That's the reason, the emphasis of the training programme was number one in getting Allah's help. Which, believe me, I've gone through tens of Da'wah training programmes. This point was never emphasised. Yes, it said Allah is there, Allah knows, but not that hammering. Everyone says In Shaa Allah, Allah is Wasi', Haadhaa min fadhli Rabbi-- who doesn't say that? Most of Da'ee say, but not that hammering. That this is your master key. This is your ace, this is your key to success. Allah, and Allah alone and no one else.

When we devised this programme, besides looking at the technical aspects and the drawbacks of the other training programmes. They gave notes and writing notes and this, blah, blah, blah. Coming, speaking for two hours, writing notes, going home. Go home, and none of them could really speak. When you see the last day of the training programme of Sheikh Ahmed Deedat, which we'll show you on the last day of this training programme. You can compare, these Da'ees have been trained for two months. That is also a reference for us.

Spending so much money, so much time of a person who could do wonders otherwise and see the result. I agree with Sheikh Deedat 100% without any iota of doubt, that what he says is right. It is Allah who chooses. What we do, we take his advise. We create a Da'wah training programme, we refer to the best of skills, as Allah says, go to an expert and incorporate in it. While teaching the skill, hammer the point in it very well, it is Allah and Allah alone and no one else who can make you an effective Da'ee.

Dr Zakir Naik is not the person. It is Allah, Allah alone. Allah can make Dr Zakir Naik, a Zari'ah. He can make him instrumental if he pleases, Haadhaa min fadhli Rabbi. Allah says in the Quran, it is only Allah who gives Hidaayah. When Allah reveals the verse, the verse of Surah Ghaashiyah 88, Fazakkir innama anta Muzakkir. Your job is to deliver the message. Changing hearts in the hands of Allah Subhaanahu Wa Ta'ala.

Allah is telling Muhammad Sallallaahu Alaihi Wasallam, the best human being that lived on the face of the earth, "It is only Allah who can change the heart, not you." When this verse was revealed, Hazrat Bilal, he laughed, may Allah be pleased with him. When the other people asked, "Why are you laughing?" He said, "Alhamdulillah, good. It is in the hands of Allah to whom He is giving Hidaayah, otherwise, me, a black slave would have come last in the queue. Imagine the time in which there was so much of apartheidism, black and white, the colour consciousness, at that age when Arabs looked down on others. Imagine that black person, the Sahaba, Bilal Radhiyal Laahu Anhu, giving the Adhan and then people coming. When the kings of the other countries came and saw, "What kind of upside-down religion is this? If you're not standing straight in the queue, the black man is touching me. Stand correctly. What kind of a Deen is this? The black man calling me for prayers, waking up the people."

Allah gave these kings Hidaayah. If you read the Seerah of the Prophet, you'll find out that when people said, "Find out about this man Muhammad Sallallaahu Alaihi Wasallam." They said, "We have visited kings of Khosrow of Persia, in the world, we have never seen a man who has been followed so sincerely and so passionately by his followers." Talking about the Sahabas. "At his word they're ready to leave the things they like the best in their lives."

People follow the king because they fear they may not be given the things or may be punished, but here people die for him. It's Allah and Allah alone who can give Hidaayah, and I do agree. It's Allah and Allah alone, who can give you success to be an effective Da'ee. Incorporating both of these things, following 3:160, is one part of it, the most important. The second is striving. Let's see who's willing to sacrifice.

Let's Become Effective Da'ees

International Da'wah Training Programme – Part 8

Conceived, Developed and Conducted by Dr Zakir Naik

Introduction of IDTP VIII

Introduction of the IDTP

(Day 2 Session 4)

LESSON 3 – INTRODUCTION OF THE INTERNATIONAL DA'WAH TRAINING PROGRAMME (PART 3)

Last time when we had the Da'wah training programme, we had it during holidays, most of the gulf countries, the holidays in July and August, so we chose holidays, asked people to come for about 35 days for a 25-days training programme. After that, never ever did I get time because of my busy schedule. Allah has His own reasons. Never did I ever have a training programme after that.

We had many training programmes which were emulation done by my colleagues, done by my students, different parts. I've been called to Madinah, Jamiatul Imam, different universities, even Islamic university of Malaysia, and different places. Why don't you conduct the da'wah training programme? If not for 25 days, for 10 days, many princes have called me, many Sheikhs have called, and I said, "I'm too busy involved in the field of Da'wah."

Then when we started doing workshops, you'll be shocked to know that we have called several speakers, only English speakers, we have called more than 50 different speakers from several different countries to come to Mumbai and shoot. Do you know, I have not recorded a single TV talk of myself in Mumbai? Do you know that? 'Til today, we have recorded thousands of episodes of speakers in English, Chinese, Mandarin, Bangla, but I have not recorded a single episode of mine of TV talk. Why? Because I'm busy. I'm wasting days to record people from China, from Bangladesh, in Urdu, in English, so I'm coming out of the world.

Most of my talks, most of them are lectures. Lectures have a bigger impact. I say, "While I'm giving lectures record me, what you can get, get. I don't have time." I've recorded for other channels, many. For many, I go there, one shot, 15 episodes. "You want for Ramadhan?" Okay, two days. Half days. Half day I'm doing my work, next half day I'm giving talks. Sleeping for two hours, the next day doing my work, going to the studio, in one shot, 15 episodes.

Khalaas, 30 days is over. What is the quality? Not the quality of Peace TV. We'll discuss on the seventh day. You'll be shocked to know I have not recorded a single episode of TV Talk. Yes, I have recorded interview once only in my life in 2006. It's a series called *Ramadhān – A Date With Dr Zakir*. This was the only series I had which was exclusively planned. About 64 episodes of half an hour or 32 episodes of one hour where we did in the next studio, the smaller floor. There have been times when the floor has been made, we have spent money for the stage.

Okay, why not I have a session where some of the students come and question-answer, on marriage, on career guidance. That is just on the way. We did have a workshop where the stage is made for other speakers. Okay, why not utilise it? The money has been spent half one more day doesn't cost more to increase one day of the studio. The stage has been done. It's ready. Okay, I'm ready, Come on, come there. Full day. Have some students career guidance, marriage preparatory course, that's it, and interviews.

This is the first time in the span of 25 years that we are organising a specialised shooting programme. The reason is that many people asked, why don't we have this course? One of the person was Sheikh Assim Al Hakeem who is very knowledgeable, Maa Shaa Allah. He's a scholar. He comes on Peace TV and a dear friend of mine. He had come to Bombay twice to record a series of *Umdatul Ahkaam*. One of the best books of Hadith to learn about Ahkaam. He came twice for several days for maybe two, three weeks and recorded 87 episodes.

Then again, he came for a month and recorded another 80 episodes, total series is more than 160 episodes, twice he came here for a span of two, three weeks, or four weeks. He had told me the first time when he met me in 2007 for the conference that, I envy you. The way you quote scriptures, he's a very good knowledgeable person, Maa Shaa Allah in the Deen Shari'a.

He said, I would love to quote from the Bible and do a course with you, and many of the speakers said that out of humility, humbleness. Then recently, last year he insisted that you do so many workshops. You have done a workshop for me *Umdatul Ahkaam* where millions are benefiting. According to me, if you do a workshop on Da'awah training programme, it will benefit multiple times the Ummah more than my show. He coaxed me. I said, "In Shaa Allah, when Allah gives time." It happened so, that in the month of October, I already planned for the shoot. I plan in advance.

If you fail to plan, you plan to fail. If you fail to plan, you plan to fail. I had planned my complete schedule of this year, and then I thought, okay if I have to do training programme, I'm already busy. Only time slot we could find is from mid-January to the end of February. I said, "Okay, it's now or never." We decided towards the end of October, let's do this programme and let's record it in such a way-- Before that, I thought, "Why not I edit my old programme?" What we have done in '99.

I told my staff, "Okay, edit, I want to see." To edit takes more time than shooting. When I saw that programme, I said, "Material is there, fine." It's so old technology. Betacam at that time was number 1. Now it is 16 years old. It can go on satellite but will not survive for more than a couple of years. For me to edit those episodes will take several years. My time is more important than the money.

I'm going to invest in the editing so much time, which is more time-consuming than doing the programme. I decided let's have a new programme. To have a new programme, minimum, as at that time, we had about one year's time to plan. I said, "At least I require one month's time." The only time I could find was when I came to India from the trip of Japan, and Korea. I was in Japan the first week of November, then in Korea the second week, then I was in UAE, then Saudi Arabia. I landed on the 18th of December. I said, "18th of December, one-month planning I'll do for the course." I told Brother Kaleem, "I'm flying now. Give the ad."

We hardly had the ad for less than 20 days. The previous ad we had for months, but Alhamdulillah Thumma Alhamdulillah, despite of this short time without asking, except with a couple of people we phoned in an informal way. We got a response, Maa Shaa Allah. Several hundreds of people applied. We are having at that time, which is not a holiday time. Anyone who's coming here is sure that he wants to be a Da'ee, not-- In holiday time, many people would come if it's off-season. Not a season for holiday. It's more difficult.

More difficult mean more passionate. More passionate means chances of getting people who are not passionate is less. We kept it at a time, which is not very easy for anyone to come unless a person is dedicated. When we decided, "Let's have the session," I thought, "Okay, let's have the third phase. Okay, let's increase the 33 days and we booked it." We gave the ad, the selection was done, then I sat down. Okay, what to put in these eight days now? Oh, I already committed eight days. What, I'm going to speak for eight days? Eight hours a day, 64 hours. I was wondering whether I did the right thing or not.

When we sat, we realised we did a mistake. Eight days is too less. What to put what not to put, what to add what not to add, doing after 16 years. Then there was juggling what to include what not to include, what to add what not to add, what to cut down. Imagine just two days before the training programme, we shortlisted the schedule, schedule only. I'm not so much bothered about the matter. Matter, Alhamdulillah, Allah has given a lot of experience, Alhamdulillah.

Yes, the only point is in the new programme, there will not be formalised notes like as we normally give. Therefore, we mentioned 80%. Normally, more than 95% the notes are given. I reduced it to 80% thinking that the new thing, which I'll be speaking, I would consider on the matter rather than the notes because notes take too much time. Keeping this training in mind, when I prepared a lecture, I said, "Okay, I've prepared a lecture. I'm giving it successful. What about others?" When I prepared, I started finalising my notes. That was in the mid-'90s. I made the notes. I told my wife, "Write down," so that it can be a sample for the others to copy. Which you'll get that In Shaa Allah in the course of time.

All my stuff, all the work I do for the cause of Islam, it is Fii Sabeelillah, no copyrights, you can use it, don't distort it, Bas. Use it, whether you benefit, whether you make money, we have no problem. My video also... So you can make, you can sell. If you can get the customer and charge 10 times, I have no problem but don't distort it, no problem. If someone uses my book and sells it, I've got no problem. Somebody giving free Alhamdulillah, someone is selling, Thumma Alhamdulillah. Each one has a different customer, the other people are selling Haraam books, he's

at least selling book, which is Halaal and Mustahabb, so I've got no problem. Don't deceive the people, don't concoct it, don't change it.

Similarly, with this Da'wah training programme, I'm aware that many organisations today are using the matter but they change here and there. The problem is, I'll tell you, In Shaa Allah, when you want to copy, copy 100%. What the idea is of normally people, "I'll copy it, but I'll improve it." What I'll do, I'll copy it 100% and this 10% I will change. Instead of having a continuous 25 days, I'll have one day a week. We change it, everything notes are the same. One day a week will not get that impact.

They think no one has time to come forward, we'll make it easy for the Ummah. Once a week in six months, course is done. We haven't changed anything. "Baba, you have changed the pillar only. How will he learn to do Jihad?" So many of them copy and they change 10%, 5% but they chop off the base only. When you chop off the base, imagine you want to make a full building of 30 storeys and you say, "Okay, I will not make first storey so we'll start from second floor." They don't know what is the base. That's why I'm telling you if you want to copy, copy exactly 100%. As long as it doesn't have copyright. Just copy it and then forget it.

If someone says it doesn't have copyright, copy 100% and come to that level first. Once you reach a level, then you change what you want to change. First, at least get that level. If not 100%, 80%. To get that level, you should know how to copy ditto. Don't change even 1%. Once you get the results, and you achieve the results, then you can say, "Okay, I want to delete this, I want to delete that," no problem. First, achieved that result.

Most of the people take the notes and they delete this and they change. They take the answer and they say this is not right, that is wrong and you have a mixture and a big mess. Therefore, you don't get the convincing results. I know many of my students and many people have had many training programmes, Alhamdulillah yet there are Du'ats coming out. If they had kept the training programme as it is and reached a level and then changed it, no problem. I'm not saying this is the best. I don't claim that there are no mistakes in it. There may be 10% mistakes. When you change that 10%, maybe the thing you have changed is not the mistake but it is the pillar, it is the foundation.

When we decided to have this programme, we thought, "Okay, let's do something which would be in the market for a longer time." We decided, "Okay, let's go ahead. Done, these are the dates," Then I came back, I was so busy. I was in Japan, was in Korea, Dubai, Riyadh, Makkah, Jeddah back here. Now what? Okay, maybe three, four days of planning, balance for weeks, I'll do repetition of the notes. When we started planning, we thought, "Why not have a good thing?" While achieving the best, we kept on improvising, improvising. For example, the stage. The stage that you have is LED technology, which has just recently developed in the past couple of years, wasn't there before.

We realised Oscar uses this. What does the Oscars use? Okay, this. What does Grammy-- When you're doing for Islam, do it what is the best. Why second best when you're doing for Allah? We went out of the way to find the best technology, the best cameras. We'll discuss that on the seventh day In Shaa Allah. Yes, no, yes, no, then we came on this. You may not be aware yesterday-- sorry, day before

yesterday, 15th, the biggest show in Bollywood was there on 15th of January called as the Filmfare Award. People who know may not be seeing but may know. Correct? Many a time you know things which is bad, not that you like it.

The biggest Bollywood event where most of the film stars come is called as the Filmfare Award. When we did our first conference, the peace conference, we had a stage which was bigger than the Filmfare Award. We had the same directors et cetera. This time, the Filmfare kept a ticket because we're spending, I don't know the budget what they're spending, I'm told about maybe \$500,000. I don't know exactly what they're spending, more than that maybe. To recover the money, they charged a ticket. For that five-hours show, they charged it.

Previously it was complimentary. Only the selected few people. When Grammys, you can't buy the ticket. It is only few, maybe a few hundred people allowed or a thousand people are allowed. They were all complimentary. This time, they had a very big stadium, which is very close to where we are in Worli. The NSCI and has a capacity of more than 35,000 people, Indoor Stadium. It's very expensive per day, hiring is about 45 lakhs. That's somewhere close to about \$80,000 a day.

They have to have for many days, they had the style. For your information, the person who did the stage of the Filmfare, the same art director hired for this stage. The person who did the lighting, the same person did here. The person who did the graphics, the same person is doing here. The person who's the DOP, DOP means director of photography, he is the main key, same person. The differences they are doing for one day. That means we have to spend for about three, four days, with trial. We are doing for 45 days. With the trial period more than 50 days.

Their stage is bigger, but our stage, I don't know how many LEDs they have put. This is the latest technology. It's very expensive. You have to pay through your noses, done by Hollywood. Now it's been done by Bollywood. Why don't we use the best technology? I remember, I don't want to reveal, yesterday there was a participant saying, "Oh, what is this the stage? My eyes are blinking. I'm getting a headache." I told him that, "Please don't create a Fitnah, what your problem is, tell me." Do you think that people are fooling Hollywood?

How can-- you may have some problem and today when I was sitting, I realised what was the problem. The problem he was getting is not because of the LED, it is because of these lights. The problem is when you see blood you say, "Oh doctor is killing my relative." He's not killing, he's saving. You should know where the problem is. The director of photography tries to see that because you're all speakers, he wants each face to come correctly. So maybe he's put a little bit more light. Normally, the actor tells, "Okay, there's more light on my face, please reduce it." The matter is done. He doesn't keep on screaming.

If he comes and say, "I've got a heart attack. No, I've got a pain in the chest." A pain in the chest doesn't mean heart attack. The person tries to be a doctor. "I have a heart attack." "Why you have a heart attack?" "No, I have a pain in the chest." Pain in the chest doesn't mean heart attack, it can be many things. The right patient tells his problems, doesn't diagnose himself. He said, "I'm sitting and I'm getting a headache. I don't know why." Accept it, but telling, "The screen is not right. It is-- oh, headache, I'm getting it." You're creating a big fuss, creating a Fitnah.

I told him, "If you have a problem, tell me," but telling others, people think-- when some of them said no, fine. Some of them, "Yes, yes, yes, even I'm getting because of the lights." These are high quality. Then I realised, okay, the problem is the moment I sat, because I'm in the field, I will tell the DOP to make it less, I had no problem.

When you go to a doctor don't diagnose what you have. Tell your symptom. The doctor will realise what is your problem. "Give me injection." Why? No, no, I have a pain here. Doctor gives injection. That's placebo. It's called placebo. Placebo means you give a glucose injection, the patient wants the injection, give it to him, let him go. Doctor gets the money but it's a cure. That's called a placebo.

When you treat a psychiatric patient or a patient who has a mental problem, you give him what he wants, the job is done, but that what he gave is useless, no benefit, no loss, glucose injection. We are taught in the medical field injection they are [Hindi language]. Only if you give me injection, I'll be cured. We give the patient the injection knowing very well injection will not cure him, but he gets cured, placebo.

When we decided when we're doing the training programme, why not have a training programme which will be in the market for a longer time. We plan in such a way that, In Shaa Allah, In Shaa Allah, minimum, it will be for the next 50 years, In Shaa Allah. That's how we came up with this. We want to have the best. We didn't know until a few days that we are going to have this stage. Even I'm speaking on such a stage for the first time in my life, no Muslim that I know of in the world has done such a stage. Yes, there may have LED screens, small ones, old technology. Even we had LEDs before but the different technology, P1, P2, P3, let's not go into the detail, we'll talk about it if time permits on day seven.

That is the reason I say that when you speak to an expert, take the best knowledge, don't try and be a hero that you know, "This is right. That's not right. This is correct. That's not correct." If you have a problem, tell your problem politely. Don't diagnose yourself. You're not a doctor. That means we are fools, right? If we are fools, why did you come here? That means your research is wrong.

If you do research, Khalaas. Once you have done, you have come, accept it as long as it doesn't go against Quran and Sunnah, it may go against your logic no problem. He's an expert, follow him. If someone says something which is against Quran and Sunnah, that's the time you put your foot down because then you will not get the master key. You will not get the help of Allah which is the most important. Even if you find out, don't say, "Oh this Haraam." Are you an expert? Are you a scholar? Even if you think it's against Quran and Sunnah, it should be in a question form, that, "Is it so allowed?" Not, "Haraam."

I know last time, "Oh Sheikh what you're doing is Haraam. Which verse of the Quran says that? Which Hadith says that? "No, no so and so person said." Just because so and so person said, does it become Haraam? There is an etiquette and manners in how to address people, especially when I come to training course. One more thing, I'll end this session with an example that when you take consultation from the top people-- Who's in the consultancy field here? Maa Shaa Allah, have you heard the name of McKinsey? Heard the name McKinsey? Here, Brother Atiq.

Atiq: Yes, Zakir bhai. The McKinsey's Netherlands headquarters is next to my home.

Dr Zakir: McKinsey is?

Atiq: The headquarter for the Netherlands is next to my home.

Dr Zakir: Oh, for Netherland, because McKinsey's headquarters, not in Netherlands, but McKinsey has branches in many countries including Netherlands and including Bombay. But what's about McKinsey? What is it?

Atiq: They provide consultancy services. People come with different problems and they have a team who does research and they provide solution to them.

Dr Zakir: McKinsey, for your information is considered as one of the best consultancy agencies. If you want to hire McKinsey, you have to pay through your noses. Then you have PricewaterhouseCoopers if you going to accountancy, it's KPMG. We'll come into management field when we do that. The rule is that when you take consultation from them all are in million dollars or nothing less than that. I had opportunity to meet many of these consultants, paid for the consultancy. Not that I paid \$1 million.

There are my friends who paid for them. I consulted and they pay. There are fans who are willing to pay for me Maa Shaa Allah and the charges are very high. What I realise at the end of the day what consultancy they give is not what they're charging for. One of my friends who's my fan says, "Oh, we want to hire them." I said, "We hire them." Then we have a consultation after some time. We also consulted with Parthenon. Parthenon is one of the best for school agencies. There are different fields.

Parthenon is known as one of the best. It's a US-based firm having a branch even in Bombay, Parthenon. When we do consultancy, we talk and we ask questions. Then we realised that many a time when I consult with them, they'd say that never in our life have you got a client like you.

The higher consultant you hire, you only benefit if you can utilise them. Otherwise, it's a waste of money. You have to pay through your noses. If you don't know how to utilise them, it is nothing but Israf. If you know how to utilise them, it is worth it. Many people hire these top firms only for the name and image. Fine, you have the money you pay you get a stamp by McKinsey, by Parthenon, by KPMG by PricewaterhouseCoopers, all the top firms.

Then we realise that if you can really utilise them, the fees is there, it is fixed, you should know to utilise it. Then it's worth it. Otherwise it's a waste of time or only a label. The higher consultant you go to, it depends upon the client whether you can utilise that consultant or not. They have the baggage to carry with if they charge anything and that baggage is very big.

Allah has blessed me Maa Shaa Allah meeting different types of people from a popper to a king, to a small businessman to a billionaire, to a small consultant to people like McKinsey and all these top firms, sitting with them, argue with them,

discussing. If you know how to utilise the consultant, the fees is worth the money. Otherwise it's only a label. Many of the businessmen use them only for label. I got a sanction from McKinsey, that's it. When you want the label, they say, we give the label. Why should we waste our time? Fees is the same, correct? Fees is the same. You want the label, take the label, we'll do a superficial research, Khalaas.

Hire the consultant. It depends upon the client how to utilise. We came up with this training programme, not having a particular budget for it, but went ahead with it knowing that the time is at stake and very important. You know the procedure we had we call the people and we advertised. Then we came Alhamdulillah. The main purpose of this as was mentioned in the objectives, that besides training, the participants who come here will In Shaa Allah be future Da'ees for the Muslim Ummah, will be future trainers In Shaa Allah. Also be a part of the training session, which should go on satellite and plus be a tool. If you use this after it's edited, I don't know how long will it take, irrespective what happened, whether you forget or not, this will be a good precious tool and that will only-- you will come to know after it is released. Was it worth or was it not worth it? Believe me, 'til yesterday, I wasn't sure whether it was worth the money we spent for the stage or not, until yesterday night and today morning, Alhamdulillah. There was a time when we thought not to have the stage. I did Istikhaara, the best to answer is Allah, and went ahead Alhamdulillah, and today after seeing the results Alhamdulillah Thumma Alhamdulillah. It was Allah's help that we took the right decision.

I had my own argument why it should be done, why it should not be done, the technical aspects with the rest of DOPs and the directors. Alhamdulillah, I realised that the decision with Allah's help Alhamdulillah, we have taken the right decision In Shaa Allah hoping that it would be a tool for the ummah. As we go on, then we doubt whether there will be another training programme. How long will I live? I don't know whether time will permit or not. Editing takes time. Like how I realised 33 days is too less.

If it was longer, it would have been better. In Shaa Allah we pray to Allah Subhaanahu Wa Ta'ala to make us, In Shaa Allah instrumental in helping the Ummah become better and effective Da'ees. May Allah Subhaanahu Wa Ta'ala make us possible to deliver the message. As I mentioned earlier, Allah doesn't require us to deliver this message. Allah alone is sufficient. Allah is giving us an opportunity to make hay while the sun is shining. Before I end this session, just a last advice.

See to it that if you want to derive the maximum benefit from this training programme, see to it you make the most valuable of your time. I realised in these two days before this is ending, some of the students have a habit of trying to act extra smart. I will not reveal it. There are at least three that I've noticed have a habit of being extra smart.

My request to you is, it's good to be smart. It's not good to be extra smart. There's difference between being smart and being extra smart. My advice to you is that keep your nature locked up for these 45 days to benefit the most. If you don't, we may have to unlock, and I'm doing this training programme after 16 years, I don't want to do what I did in the past because if I realise that there's a bad apple here, which will cause a loss to this project, for the sake of Allah, you will not have to continue here.

To an intelligent man, a hint is sufficient. A hint is sufficient. This project is a very important project we are doing for the sake of Allah. See to it that you do this training programme for the sake of Allah alone.

Brother Kaleem rightly said, that if it is for the sake of Allah alone, you will realise that you will benefit it the maximum. If you do it for any other purpose-- In most of the training programmes, there has to be at least two or three people. Some of them I meet and tell them politely, most of them agree and they realise, sometimes I have to say in public. Saying it in public is very insulting. My humble request is that you see to it that you benefit maximum. Allah has given you an opportunity to acquire the skills, and Allah has given opportunity to make you an effective Da'ee. It's only possible with Allah's help. Allah tests you, gives you an opportunity, many a time you neglect it, it goes away from you.

Allah gives you another chance. Again, sometimes the first time is sufficient, and you realise, "Okay, now I would better be a good student rather than try to be a hero." Some people think, "No, yet I'm a hero." Allah knows how to make a hero a zero. What you can acquire, acquire, this is the opportunity. My request to you is, that acquire the best of what you can. If you have a question, ask without any hesitation, but don't be extra smart. Once or twice, I will even teach you down the line while handling question-answer session, we come to know.

I went to Malaysia. There's a person who asks me a question and I take him left and right. The host comes and asks me, "How did you know from the question that he was a problem? You don't know him. We know him. He's always a problem. You put him in his place." I said, "From Allah." He asked a question, but the way he asked the question, you come to know, he is a problematic person. I never met him. From one question, but now because there's a training programme, I can realise even from two, or three statements, when people come and give an introduction, when people come and give comments. I can come to know these people, two or three are of that category.

In the past, I expose them in public. I hope this time it doesn't happen. This is the first time that the number has increased from 19, it has become 20. It may become 21. What I have done, this time I've got a backup ready. There is another 15 students waiting there, all wanting to come here. My backup plan is also ready. I want all of you In Shaa Allah to continue. That doesn't mean we cannot make a mistake, but there are ways, there's a Sunnah how a mistake has to be rectified.

Most of the time when you think it's a mistake, it will not be a mistake. Even if it is-- Let me give you an example. When the two grandsons of Muhammad Sallallahu Alaihi Wasallam, Husein and Hasan, may Allah be pleased with them both, when they saw a man doing Wudhu, he wasn't doing Wudhu properly. What did they do? They told him, that, "Uncle, see which of us does Wudhu properly." They did the Wudhu. The man realised that his Wudhu was wrong. See the Hikmah? They didn't tell, "Old man, you don't know your Deen, you're so old, you're a Muslim, don't know how to do Wudhu, bla bla."

In Shaa Allah, we pray to Allah Subhaanahu Wa Ta'ala that may He fulfil the right reason that we have come here for and the right reason we as organisers are organising this International Da'wah Training Programme and we pray to Allah

Subhaanahu Wa Ta'ala to make this International Da'wah Training Programme of which you are a part to be instrumental in creating Da'ees, if not in all, at least one, in most of the Muslim homes In Shaa Allah.

With this, I the end session.

Wa aakhira da'waana alhamdulillaahi rabbil 'aalameen.

We have a break. There wasn't a question-and-answer session. First, we have a Salah break for 15 minutes, Maghrib Salah. Half an hour tea break, we assemble again In Shaa Allah at 7:30 we'll have the last session, which will take approximately two hours, and then we can break, tomorrow is a holiday In Shaa Allah, may Allah accept our efforts for what we have done in the last two days.

Wa aakhira da'waana alhamdulillaahi rabbil 'aalameen.