

# Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

NOVEMBER 1, 1926

## LABORING TO SUPPORT THE WEAK

*"I have showed you all things, how that so laboring ye ought to support the weak, and to remember the words of the Lord Jesus, how he said, It is more blessed to give than to receive."—Acts 20: 35.*

**N**O DOUBT the so-called practical application of this text has its place in the Christian life. One who would see a fellow Christian weak and unable to support himself would not be showing the spirit of Christ if he withheld necessary aid.

But there are people who have found that the easiest way to get through life is to put themselves into such a position that they are financially weak, and then make a strong representation to others more industrious and more prudent that they ought to devote their energies to ministering to their physical wants. This is a misuse of this text.

There are things that people need more than they need financial support. Such support might be the ruin of one, and this has often been the case. It is a positive advantage to the reasonably robust that they make their own way in the world. We see this illustrated all around us in the material world. Those that have

been most cared for are least able to care for themselves. Those who have never depended upon any other person than themselves to make a living are best able to make one, most independent and happy.

But in the Christian world things are a little different. The world is filled with thousands of theories, some wholly false, vast numbers a little true but largely false, a less number true in any considerable measure, while the truth itself is hard to find and easy to lose. The Lord himself so declares. "Strait is the gate, and narrow is the way, which leads to life; and few there be that find it."—Matthew 7: 14.

In the Christian world there are those weak in the faith that need our help. We have just what they need. What they need is the good news of the kingdom, the good news which has been entrusted to us, and which we have in superabundant measure.

ADVERTISE THE KING AND THE KINGDOM

Why is this truth given us? Is it for our own enjoyment merely? The answer is plain. It is given to us to be used to the Lord's glory, and the best way that most of us can do it is to get the books which contain this message in practical and attractive form into the hands of the weak ones that need it.

And if we do this we shall find it true just as the Lord said, "It is more blessed to give than to receive." It is indeed more blessed to give the truth to somebody than it is to receive it. It is blessed both ways, but there is a joy in hearing testimonies to the truth given by the newly interested which none on earth can enjoy so much as those who helped them to get into the light. The books contain the message that will do this.

### ***"What Shall I Give?"***

November brings close to hand the holiday season and the holiday festivities. The season's influence will be seen in the homes that are to be visited, and timely suggestions will probably place a number of books in the homes to be used as gifts.

The STUDIES IN THE SCRIPTURES and the DELIVERANCE book at \$2.78 is a gift that most people will appreciate. Gifts of wearing apparel often are wasted, because the giver did not consider the taste of the one to whom the gift is sent. Books can be used throughout the year and are not confined entirely to seasonal influence, as are many of the gifts exchanged at Christmas time. Then, too, there are the cheaper-priced gifts that people like to give to the grocery boy, mailman, school teachers, and others who serve the interests of the family. The DELIVERANCE book and lecture series, or THE HARP OF GOD and the Bible Study Course is an inexpensive gift that could be suggested to the people for such use.

We urge the workers to make free use of this suggestion and to pass it on to the people they canvass as a suggestion for Christmas buying. Resourcefulness, then, will likely place a great number of the books in the hands of the people that they might pass

them to others; and the seizing of opportunities that present themselves, even though they seem unfavorable, will likely find the message of the truth in a greater number of homes. The following letter is one that indicates just how a partly open door can furnish an opportunity for a sale:

One woman came to the door after I had rapped a great many times. I knew some one was at home, because I heard a low commotion inside, and I kept up the rap until I got an answer. The woman came to the door, opened it a little, and said, "I am too busy to talk to you. I don't want what you have any way. I am going to entertain the club tomorrow and I'm bathing my dog right now." I said, Oh, I never saw a dog get a bath; may I see it? She said, "You surely may come right in; he is the best little doggie." I went in and as she bathed the dog I told her about the wonderful Bible books I had for sale. After a minute or two she stopped bathing the dog and with a bright smile said, "Say, that's interesting." Then for two more minutes I had all of her attention. She took DELIVERANCE and HARP BIBLE STUDY Course, and said, "I will want all those books if it's as good as that." She followed me to the door and thanked me for stopping.

One other woman was getting ready to go camping. When I went in she was wiping dishes. I took the tea towel and wiped, while I explained about the books. She ordered DELIVERANCE and she also wants the set later. She followed me to the door and with tears in her eyes thanked me for stopping. I wouldn't have offered to wipe the dishes, but I could see that she had much to do and I could tell her about the books just as well working as not; but she quit her work and listened spellbound. Oh, but it is blessed to be privileged to tell the truth to one as hungry as she was! Her husband, who is an infidel, came in as I was talking to her. I noticed an impatient look on his face, but when he saw I was helping his wife his expression changed. The husband see-

ing an agent helping with the work while she talked was a new stunt for him.

News items or little items of information about conditions in a community such as a worker or colporteur finds are of interest to the people. It helps them to establish a sort of relation between your work, themselves and the rest of the community; and above all it helps them to see that you have called and presented your works and that others have appreciated your efforts.

### ***Books Within Reach of All***

During the Christmas season there will be quite a bit of money spent for baubles of one sort or another, which indicates that the people will have money to spend for the books if the matter is placed before them. The following excerpts from a letter are timely observations along this line:

No one is so poor but that he can get our books if he wants them; for every one has money to spend, and can get at least a booklet (or a GA sample as a gift), and there find the address and send later and get the books. I often tell them, "We don't want you to pay us a cent for the good things in these books. They are free. Jesus never commissioned anybody to sell the gospel. He said, 'Freely have ye received, freely give.' All you pay for is merely the cost of materials and handling—just the eight *paper sacks* to carry home the spiritual food."

Another point which helps to decide the issue in the prospect's mind, as between physical necessities and our books, is: "This is something that is left out in the schools. The devil's printing presses are running night and day, turning out stuff by the ton, that is not fit for any one, to say nothing of children, to read. If they are ever to have opportunity of learning serious things of real importance they will have to get it in the home; for the schools, papers and novels of today do not have them and they will not learn them going up and down in society and autos today." The parental instinct is still a strong one;

and a proper appeal to it often turns the tide of thought to the side of truth, and a sale.

### ***A Colporteur's Method***

Free use of the volumes, by pointing to interesting paragraphs, is also a successful means of interesting people; and especially in helping them to decide that the book will interest a friend for whom they do want something to serve as a Christmas gift.

The following is a method a colporteur uses; and no doubt his frequent reference to the different paragraphs in the volumes is contributing much to his success. The **DELIVERANCE** book lends itself well to this method. It can be opened to almost any page and some interesting and pertinent paragraph selected.

In regard to my method of canvassing the business districts, I make up a prospectus of my own by cutting out the following pages from the various volumes and pasting them in **THE HARP OF GOD**.

Page 334 (Volume 5), which shows that the word "soul" in the Old Testament is translated from the Hebrew word "nephesh," and this Hebrew word besides being translated by the English word soul is also translated in 35 other ways in the Old Testament.

Page 69 (Volume 1), which gives the Scriptural meaning of the symbolic words "heavens" and "earth", and refers to the three worlds.

Pages 11, 259, and 260 (Volume 7), which call attention (a) to the Sinaitic Manuscript of the New Testament, and the faithful use made of it in interpreting the Book of Revelation to get at the pure Scriptural truth: (b) the mysterious "eighth king" which is the real world issue of the hour; and (c) the reign of the ten kings one hour with the beast and the effect of this reign on the world.

Page 10 (Volume 7), showing the valuable works of widely known authorities which were consulted and quoted in compiling the material of the Seventh Volume.

Page 109 (Volume 3), referring to the cleansing of God's true church or sanctuary and the work of the Luther Reformation.

Then I mark my HARP with paper clips to enable me to locate quickly what I want to refer to in the book; I also take Volume 2 with my prospectus in a Boston bag.

I go into all the business places if they are not all busy. I generally ask the first person I come to that looks as if he or she might have authority, who are interested in the Scriptures there. Then I give my canvass to those that have an ear to hear. A few times it occurs that it is necessary to ask the "boss" for permission to do this.

I aim to show in my canvass the difference between the old manuscripts of the Bible and the accepted authorized version of the Scriptures. Then I emphasize how the seven volumes of the STUDIES and the other bound volumes base their interpretation of Scripture upon the accurate readings of these ancient and authentic manuscripts.

If any one asks to see the books themselves, I go at once and get them, provided I do not think a preacher is following me up in order to stop my sales. Likewise, when I take an order, I deliver it at once, if possible, unless, as before stated, a preacher is trying to stop my other sales. In this latter case I wait until my orders are all taken, and then I deliver them. I endeavor to prove all my statements from the STUDIES IN THE SCRIPTURES.

### ***People's Interest Growing***

From the number of repeat orders we are receiving at headquarters it is apparent that the DELIVERANCE book is being well received by the people. We have not suggested a canvass for the DELIVERANCE book, leaving it mainly to the workers to evolve their own canvass, and we are receiving many letters like the following:

The DELIVERANCE books go fine. In five weeks have sold one-half as many (save two) as I did HARPS in as many months.

This but indicates what can be accomplished by frequent and free reference to the volumes.

In urging the people to consider favorably the purchase of the books, it might be well to keep in mind the report of the following letter from Cuba. It really indicates that we who appreciate the truth should not hesitate to put forth our best efforts in presenting the truth to the people; and when we realize that much depends upon our presenting the message, as to whether it is going to find its way into the home or not, we should then all the more put forth a studied effort to get the message into the homes.

We heard the people say, "When we could buy these books we did not; and these books are the only books that tell us the truth."

### ***"Ye Are My Witnesses"***

The following letter is another which places emphasis upon the fact that we cannot mention too directly the message of the truth. We can hardly be too positive that we represent the truth and the message due the world at this time rather than representing some sectarian body.

One sister canvassing in a rural section called at two homes, where in each instance she was told that if our books had anything to do with the church systems they would not look at them. On being assured that our message was from the Lord and that all God's faithful witnesses had come out from these systems, they readily listened and both homes bought the set of volumes.

We shall be glad to hear from workers, especially of their success in placing the DELIVERANCE book, the obstacles they are meeting, and particularly outlining the method of canvass.

With Christian greetings, we are

*Watch Tower Bible & Tract Society*