

Bulletin

SEPTEMBER 1, 1923

BE WISE

"The King's favor is toward a wise servant."—Proverbs 14:35.

PEOPLE of the world love the favor of their king. They are willing to make any sacrifice to obtain that favor. But when obtained, the favor of an earthly king is but as a fading flower. It is hollow and meaningless. He who obtains the favor of the King of kings and Lord of lords has gained a priceless jewel. His favor cannot be obtained by the use of anything this world can produce. He who obtains the favor of the great King must be wise.

To be wise in God's sight means to apply knowledge according to his holy will. His will is expressed in his Word; hence we must find from his Word what he would have us do and then do it joyfully. God is love. The King Christ Jesus is the express image of the Father. He is the fairest of ten thousand and altogether lovely. What, then, is the will of God concerning those who have made a covenant to be his servants? The answer is, "This is the will of God concerning you, even your sanctification." This means a complete setting aside of oneself and a devotion to the Lord and his cause. The motive inducing one to take this course must be love for Jehovah and the Lord Jesus out of a pure heart.

As one increases in appreciation of the Lord and the privilege of being his representative, he grows in love. A wise servant, therefore, is one who loves the Lord with a pure heart and is thoroughly devoted to his cause. Now who shall have the King's favor? "He that loveth with a pure heart and hath grace upon his lips

shall have the King for his friend." (Proverbs 22:11, *Leeser*) Otherwise stated, it means that we must love the Lord and his cause, and that this love will induce us to speak gracious words concerning him and his cause, words of favor to mankind. Hence such a servant will be looking diligently for opportunities to glorify the Lord by telling others of his gracious provision for their salvation and blessing. He will possess that zeal peculiar to the Lord's house. Zeal is really love in action. It is like a fire of glowing coals, and this in one's bones impels him to glorify the Lord by making known his gracious provisions for the relief of mankind. The poor world needs this sweet and comforting message now.

The wise servant, therefore, is he who grasps the opportunities to tell others that the King is present; that his kingly authority is being exercised, and that the only solution for the ills of mankind is his kingdom. This message is contained in the Bible as explained in the *STUDIES IN THE SCRIPTURES* and the "*HARP OF GOD*" and other of our publications. Let us be wise, therefore, and put the message of the Lord into the hands of the people now. Those who are doing this understandingly have entered into the joy of the Lord. Let us be wise and we shall be joyful; and if joyful, we shall be pleasing to our Lord and King.

Those who are serving the King now with a joyful heart are laying up treasures in heaven—treasures which never can be destroyed by the molding canker, and which thieves cannot break in and steal, but a treasure that is ever enduring. These have much joy now in performing the duties of an ambassador of the King; and he who wisely performs the duties of that office will have the everlasting favor of Jehovah and the King of kings. He shall have an abundant entrance into his kingdom and with him participate in undoing all the evil that Satan has done, and witness and participate in bringing a generation to health, happiness, joy and peace. In the ages to come he will enjoy the exceeding riches of the grace of God. What a privilege now to represent the Lord, and the King! What a glorious prospect set before those who in wisdom perform the duties laid upon them! Every wise servant will now seek to put forth his best efforts to advertise the King and his kingdom. Let every follower of Jesus ask himself: Am I a wise servant according to the divine standard?

METHODS OF WORK

The knowledge that each one possesses of the truth has been gleaned from the seven volumes of **STUDIES IN THE SCRIPTURES**. The newly interested are pointed to the **STUDIES IN THE SCRIPTURES** as the best helps for Bible students. The ultimate object of all canvassing during the past years has been to interest the people sufficiently to get them to read the **STUDIES IN THE SCRIPTURES**. Hence every effort that has been put forth was aimed to place the complete set of **STUDIES** in the homes. The launching of a campaign that would circulate complete sets was hindered first by the persecution of 1918, and later by the high cost of material. The past few years have overcome prejudice, and the interest manifested in the work has been such as to warrant the manufacturing of complete sets in sufficient quantities to procure a price that would be within the reach of the people. The **STUDIES** provide a complete reading matter and a full explanation of Bible themes. The **HARP BIBLE STUDY COURSE** has laid out an orderly course of reading; but the **STUDIES IN THE SCRIPTURES** must be depended upon to give a complete, detailed explanation of Bible themes. It is a distinct advantage to the people to have such a complete library in their homes during these troublesome times, indexed as it is, topically and Scripturally, so as to permit the answering of their queries from the Bible viewpoint.

A direct inquiry to colporteurs who were not canvassing for the sets of **STUDIES IN THE SCRIPTURES** brought forth various replies. Examining these we believe that they are well summed up by the resumé of the following colporteur:

"There is a quasi or pseudo conscientiousness with which some of us have been afflicted, and which is of the adversary, that makes us tend toward reticent agreement with the people lest we infract the Golden Rule; whereas we should be filled with a sure-enough conscientious and dogged persistence, fearing lest we should fail to place this boon within the reach of some honest and hungry souls."—Roy D. Goodrich, *Miss.*

Others have had the difficulty mentioned by the sister writing us as follows:

"All the sets which I had sold previously I sold on first call; but I see now how I have been too timid in presenting same, being cowed down by cries of poverty raised by some. The Lord has made it plain to us what he wants us to do, and what the seasonable work is."—Mrs. B. Abbott, *Conn.*

Still others who felt that they would at least try the work out have obtained the results as the following letter discloses:

"I started out in earnest with the sets. Last week I sold and delivered one set. Saturday I took orders for three sets and delivered them all. It is Wednesday night, and I have sold seven sets this week, and we are out of sets. I did not think that I could sell them so well, but now I am enthusiastic about it. I have sent for ten sets; and now I am going to send for twenty more sets. I think I did not have faith enough, or I should have had more books here now. I am snrely glad that you urged us to try out the sets."—Emma Martin, *Cal.*

In all, attacking the selling of sets in the spirit of the colporteur who writes us as follows is bound to obtain results:

"I have used the advice from the Bible House since 1905, and I heard that wise and faithful servant advise the colporteur brethren to canvass

everybody, in order that we may get the right one. At all times I try to appear before the public as neat as possible. I keep my shoes shined, and my clothes neatly pressed, clean collar and black tie, always well shaved, and keep my teeth clean. We hold before our minds at all times that we are God's ambassadors, and that we have the authority, and that he expects to use us to his name's honor and glory. I started out in 1905 with the determination to make my calling and election sure and to advertise the King and the kingdom, whether the people hear or whether they forbear; and I try to keep before my mind at all times that I am not my own."—R. G. Crawford, *Texas*.

When you approach the people with the STUDIES IN THE SCRIPTURES, it is well to have in mind the proper points; and this is manifest in a consideration shown those you are canvassing.

to the door, and should not talk Bible or man of sin. I sold four Combinations to four Catholics straight in four homes."—Joseph Perkins, *Pa*.

"I went to a doctor's home here, and had to go to the back door, as they were working on the front. The lady told me that she did not have time to talk to me, and that if I had something to sell she could not buy; for she had just bought a \$50.00 set of books on the Bible, and she had heard money until she was tired of it: that they had gone through such strenuous times, paying for their new church and piano; and that their preacher had a loose screen on his window, and asked the church to send someone down to tack the screen back. Then I told her that I would take up only a few moments of her time, that I had some good news, advertising our new King and his kingdom. That attracted her attention. She asked, 'Who is the King?' I told her: 'It is our dear Redeemer.' Then she asked many questions and bought the HARP. She apologized for treating me so impolitely and invited me back, saying that if I had something to sell so cheap which told so many good things, she wanted it."—E. B. Poe, *Afa*.

Remarks that are aimed to obtain immediate interest not merely should be those of the spectacular, sort but should also seek to hold the interest created. In the examples afforded in the letters herewith, one colporteur emphasizes the fact that he has a message to give. The other gives a method that often overcomes the antagonism manifested when an agent disturbs people in their work.

which has developed into interest. Our newspaper office manager after discussing our theme and methods concluded with. If what these people preach is half as true as it sounds, they should charge \$5.00 for admission to their meetings instead of admitting the public free."—Louis Gleekman, *N.J.*

"A woman, when she sees the books in my hand, says: 'I don't want to buy any books'; and she almost has shut the door before I can utter a word. But quick I must be to say: 'No, Madam; I don't want to sell you a book; I want to bring you a message.'"—Herman Franck, *Pa*.

"We have found here that keeping the message constantly before the people, in other words repeatedly hammering away the same old thing 'Millions Now Living Will Never Die,' has awakened both interest and curiosity

"The section in which we are working is a cotton belt, and at this time of the year money is scarcer than at any other time. The following is a record of the number of complete sets of 8 volumes which I have left on each of the days I have thus far canvassed for the \$2.85 offer:

"First day 4½ sets, Second day 4 sets, Third day 3 sets, Fourth day 4 sets, Fifth day 2 sets, Sixth day 2 sets, Seventh day 3 sets, Eighth day 4 sets, Ninth day 3 sets, Tenth day 2 sets, Eleventh day 5 sets, Twelfth day 3½ sets, Thirteenth day 5 sets, Fourteenth day 3 sets, (half day) Fifteenth 3½ sets, (half day).

"This section has been canvassed to death by book agents. Therefore as I approach the prospective buyer, realizing that he thinks, 'There comes another agent.' I generally try to pass some remark that puts him in good humor and

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on a more confidential footing. If the party is on the porch or in the field and sees me approaching, as I come up my remark is often: 'I suppose you think there comes another agent, and most agents are after your money, but I know you haven't any, so I could not be after that.' I try to feel and act as free and easy with each one I canvass as I would if I were talking to my relatives. If the prospect hesitates but gives evidence of being ready to buy, I simply pass a few remarks about the price of the books and try to close the sale. If the party does not show interest, I then point out some other features of the volume, showing how beautiful the style of reading is by reading 'Close your eyes . . . ' on page 191, Volume A."—F. H. Dougherty, *Tenn.*

"In approaching the people I first attract their attention to the state of unrest and trouble upon the earth at the present time."—Miss A. Billings, *N. J.*

"My methods of procedure vary with the individual addressed. If indifference or curiosity is shown, I wake them to attention by saying, 'Do you know that the time is at hand for millions now living to live always on the earth and not die?' They show the extent of their interest by a quickening nod, a look, a smile of ridicule or of interest, or disdain; but more often with, 'How do you know?' This is what I wait for."—Anna E. Myers, *Pa.*

In order that your remarks may appeal to the people, they should apply to things that exist today, and should demonstrate that what you have for the people applies to today's problems and today's life.

"The only class I find opposed consists of those bound in Babylon; so I try to prevent this by explaining that the churches do not preach these things because founded long before the kingdom was at hand; that Daniel, who prophesied of these days, was told he could not understand them till the 'time of the end'. If they persist that they are Methodists or Baptists, etc., and do not wish to change, I ask them if they would do the rest of their thinking or always brings a smile and 'No'."—Mrs. Wood Toulson, *Ind.*

"I find that the people are much less prejudiced than I had expected to find them, and are much more willing to investigate the truth. It seems that the people in general think we are living in the time of the end, and I find it very appropriate to tell them how the prophecies in the 24th chapter of Matthew have been fulfilled."—Mrs P. F. Arthur, *Ga.*

"I start in with the HARP, show them the ten strings, the questions, and the scriptures all through the book, showing that the answers are all scriptural. Then I show the set of seven and call their attention to Volume 1, and especially to the 15th chapter 'The Day of Jehovah' and tell them it was written in 1886."—E. A. Kennedy, *Ind.*

Next, your mission should be pointedly stated or disclosed. It is no advantage to keep the people in suspense long; for if there is an intimation that you are not certain about what you are speaking, they will seek to present questions that will lead you from your canvass, or else draw your call to a very abrupt close. Since you have called, you have taken the offensive; and the people are depending upon you to make your call not only interesting but also profitable.

The sister told her that she was not a book agent but a messenger of the Lord sent out to proclaim the glad tidings. The lady said: 'I believe you are', and in a few moments had purchased the HARP and the Combination."—Mrs. C. W. Elrod, *Ia.*

"There are two ways in which a sale of books takes place: (1) After I have made the plan as clear as I possibly can, the majority of the people seem interested. I present the set first, telling them where to find the different parts of the plan they seem most interested in. I also stress the reasonableness of the price, telling of an incident where some one connected with the printing of books remarked upon the reasonableness. Thinking that by taking a set is the only way to hear more of the truth, those who are very interested take a set. (2) If while talking I find the person to whom I am talking is not interested, but that any relative living at the same address might be, I make an appointment to call on a Sunday morning; and thus far have not failed to place a set by this plan. Also I find that I am able to spend more time witnessing by the latter plan than I otherwise would; so I use it at every opportunity."—Avelyn Sainthill, *N. J.*

"Many people, as I approach them, state that there is no use spending any time with them as they do not want any books. I pay no attention to these remarks but proceeds to canvass, with the result that their minds soon change and they want the set. Those who will not give me a hearing, I canvass briefly for the HARP, not opening the case, but using an extra one carried for that purpose."—F. H. Dougherty, *Tenn.*

I find it very important to find out if possible what line or point one is particularly interested in and to talk on that point. Feeling around to see what attitude is held towards the churches, I sometimes say: 'You know there is so little time at Sunday School to get anything.' One lady said in answer to this: 'Yes we just get interested in studying one of the Bible character when we have to quit.' I found out as I further talked with her that she was growing tired of the way the churches were doing."—Nellie Severance, *Mich.*

Proceeding with the argument, you should have reason after reason why people should purchase the set of STUDIES IN THE SCRIPTURES. As one colporteur recently remarked: "If a prospect gives any reason why he should not have the books that I cannot answer, then I grant that they have the best of the interview, and that their reasons for not purchasing are good ones. But for the most part, I feel I am obligated to answer the reasons and excuses that do not justify them in not purchasing."

a door that something could be said to induce the person to buy, and if some colporteurs were there they could surely take an order. I am beginning to use new points in the recent letters and *Bulletins* sent us. I think they are all good and shall work them in."—Nellie Severance, *Mich.*

"The HARP is a wonderful book to sell, and easy; but one must study it so as to be able to turn to the page and show the people the point about which one has been speaking."—Herman Franck, *Pa.*

"I also meet some people that say they want nothing to do with Russell's books or Russellism. If they have none of the books I offer to lend either the 'Millions' booklet or the HARP, telling them that the book will point them the Scriptures that prove the statement that millions now living will never die; and very often they will buy one or the other of the books. I have five books out now that I lent and have sold several sets to people after allowing them to read one of the books. One lady had the full set of seven, but had not read them, because she had found out that Pastor Russell was the author. I succeeded in selling her husband the HARP. I laid out the whole eight volumes for one man to view, telling him what they were; and he guessed the price at \$25.00. He would like to have the books, but could not spare so much money just now. But when he learned he could get them for \$2.85, he soon produced the price."—Chas. J. Galbreath, *Pa.*

In proceeding your remarks should keep pace with the person's thoughts. First, "Do I need it?" Second, "Will it serve my purpose?" Third, "Is it the best?" Fourth, "Is it authoritative?" "I find that the STUDIES IN THE SCRIPTURES are filling a long-felt want: for many mothers express themselves as being unable to answer their children's questions on the Bible or their Sunday School lessons. I urge home Bible Study to each mother in order that she might be a Sunday School teacher to her children as well as a mother; in fact, that it is a duty long neglected by them. This took well with all mothers I canvassed; and some would remark that they could learn from books as well as could children. I find it a little chilly getting into homes; but many realize afterwards that my visit was really a desire to bless them and theirs, apologize for being cool and uninterested in the beginning. The price of the books astonishes them and causes them to think 'nigger in the kindling'; until I explain more fully our purpose and the giving of all our time, talent (such as we have) and influence that the message might go free to all before the dark night of trouble in which no man can work. I have placed 151 books; and many took my home address to write to me when they saw that they could pay for them."—Blanche Anderson, *Wash.*

"If the interest is shown by asking questions, I answer one or two that can be explained very briefly, but refer them to the books for a clearer, better answer than what I could say; and besides, they would have the Bible references to use."—Anna F. Myers, *Pa.*

You may ask some personal questions that will make manifest the prospect's attitude; some points that will bring out their objections. Next, emphasize how easy it is to possess the books; why the books are being sold so cheaply. Arrangements to deliver on the installment plan will often close the sale.

Next is to insure delivery; and a demonstration of the advantages of the books, how to use them, their binding, quality of paper, etc., will leave them looking for delivery day.

Some have bought the books who were prejudiced, but hid their prejudice when they found that they were not being antagonized."—Geo. F. Jacobs, *W. Va.*

"I usually put a few direct questions or remarks to the person, as: 'No doubt you yourself or some one very dear to you was affected by the Spanish Influenza epidemic and so you realize what a terrible pestilence it was', or 'You yourself can see by reading the daily papers that conditions are getting worse. Have you noticed that nations are looking for a leader like Lincoln but they admit they can find none?' Questions like this usually bring a spark of interest to the face of the listener, and then, after completing as briefly as possible, I try to picture conditions as they will be shortly after for those who are carried over and through the time of trouble. Then I present the set. I carry only the Seventh Volume and the HARP. I say nothing about the sale of single books at all, unless I see that the person cannot possibly buy the set."—Miss A. Billings, *N. J.*

"If they say they do not need them, I show how they can be used: First, by reading for the interest which holds one; second, by reading with the Bible in hand, ready to prove every statement made; and third, by using them for future reference in case they are reading a certain portion of the Bible which is not clear to them, in which case they look in the back of the volumes for the reference, turn to the page, and read the explanation given."—Anna E. Myers, *Pa.*

"I often find that a desire for the books can be made by showing the list of Scripture citations in the back of the books, telling them every important Scripture text is considered in these books, and they can look up those certain texts or their Sunday School lesson by means of this index, the right book being found by means of the general subject of the book. The question feature is another good point. I also show them the contents of the books under the general headings in the front of the book, and speak of the books as really a complete Bible Encyclopedia in that way, so as to be able to find any subject or text desired. People nowadays are so busy that they despair at the thought of wading through volumes to find an explanation of a text; and if it is made simple to find, they want it."—Mary J. Withers, *Idaho.*

The getting of the books into the hands of the people will depend much upon the ingenuity and personal initiative of each worker. Ways and means, adjusted to the methods that each employ, will require the thought of each one. Thus we believe that much is to be accomplished in placing the sets in the people's hands as compared with placing a single volume.

"I have made 52 calls since receiving the 'World Distress—Why? The Remedy' booklets and sold 45 with 11 HARPs and 3 full sets of Seven Volumes. I wish also to express my gratitude for the valuable suggestions in the *Bulletin*. I have accepted them as coming from our King through the members of his body, and have been blessed by timely assistance. I was tempted to stop canvassing for the full sets because I sold so few, when a *Bulletin* caused me to watch my work more closely; and I discerned that, expecting to sell only the HARP, I was unconsciously making the set secondary. I changed my canvass, making the set of primary importance, and the HARP a means more readily to obtain the fundamental teachings of the Scriptures, on which more light was now shining as promised by our Creator as we came to the time of Christ's reign for the blessing of all the families of the earth."—Mrs. C. S. Abbe, *Conn.*

"We have been canvassing for the STUDIES in the rural districts and dropping to the HARP and 'Hell' in towns. We have found that the STUDIES at their present price are not hard to place."—F. H. Dougherty, *Tenn.*

"We have found it gets tiresome carrying the eight volumes with some extras. So when we get very tired we store our cases at a store or some convenient place and carry only the G. A.'s HARPs, and booklets, but take orders for the set just as readily as with the set along."—Minnie Wilson, *Ill.*