

BULLETIN

MARCH 1, 1928

WHAT WE DO

"Whatsoever ye do, do all to the glory of God." (1 Corinthians 10:31) "Whatsoever ye do, do it heartily, as to the Lord."—Colossians 3:23.

WE FEEL sure that quite a number of the consecrated have an incorrect idea as to what was meant by the apostle when he wrote the two statements quoted.

Recently a brother gave us the above statement from Colossians to sustain him in his position of spending practically all of his time at the barber trade. Both he and his wife are young, reasonably able-bodied, live in a nicely furnished flat, have an automobile, and no children. He said he was doing all his barber work "heartily, as to the Lord". Of course he's mistaken in his thinking that Jehovah is at all glorified in the hearts and minds of people by shaving their faces and cutting their hair; or that the Lord would accept such as hearty service unto himself. The apostle was writing about the conduct of Christian slaves toward their owners and this has no application whatever to these two young folks who could just as well spend all their time in the pioneer colporteur work, witnessing that Jehovah is God.

In the first above-quoted scripture, Paul is outlining the proper attitude in matters of eating food offered to idols, drinking wine, or any other conduct when some Christian

fellow guest is present whose faith is weak. In the verses following he writes that in the things he was doing, he was not aiming at his own profit, but at that of the many in the hope that they might be saved. That would be glorifying the Lord.

Really Glorifying the Lord

There is no foundation in the Bible to uphold those who think they can drive along at almost any kind of work, and that so long as they attend class meetings and give a few hours a month to the witness service, the Lord will count all they do as unto him. Of course there are those who must work at some outside business to provide for their families, where there are minor children, or other Scriptural obligations. Nor is 'providing for one's own' nearly as broad an obligation as some interpret it, who include uncles, aunts, mothers-in-law, parents, nieces, brothers, etc.

What a wonderful year 1928 would be in glorifying the Lord if every one of the fully consecrated would make 'witnessing that Jehovah is God' his very own business for the year, giving to the service as many weeks, or days each week, as could possibly be squeezed in. Let us, dear brethren, treat the service really as our own, which it is.

METHODS OF WORK

A WIDE response has been received to the request for suggestions regarding IBSA Week, and, in accordance with the recommendations from the field, two weeks have been set aside as IBSA Weeks during 1928, the first being May 13 to 20, inclusive, and the second August 26 to September 3, inclusive.

The purpose of IBSA Week is to give a world-wide witness to the work that the International Bible Students Association is doing; and that work is witnessing that Jehovah is God, that his kingdom is to be established upon the face of the earth, and that his King is present.

Witness to Be Wide-Spread

In order that the witnessing during IBSA Week might be scattered as widely as possible, our recommendation is that the work be carried on in as many towns in the territory as it is possible to reach. Canvassing parties of two individuals each would enable most of the classes to reach the majority, if not all, of the different towns assigned to them. We do not recommend that any one town be worked completely; but what work is done should be carefully noted so that work later on in the year will not cover the same territory, in order that the unworked portion of the town may then first be canvassed. Rather than concentrate all efforts in one city and work that city quite thoroughly, the plan is to witness in as many localities as possible and select in each town the portions that will gain the most attention.

We recommend that particularly the business sections of the towns be canvassed, and, in instances where there are factories, that workers canvass the men during the noon hour, and that the afternoon work be in the more thickly populated sections of the towns, where the greatest number of calls can be made in the time devoted to the service.

IBSA Week will be carried on in every country on the face of the earth in which there are witnesses for Jehovah and in all the languages in which the message of the truth is to be had.

Effective Combinations

Book canvassing is the principal work for IBSA Week. We urge that all workers canvass for a combination that contains at least one bound volume. We especially request that no worker confine his canvassing to booklet combinations. The book combinations that workers should offer are:

Combination of nine volumes, consisting of *Creation, Deliverance, and Studies in the Scriptures*, at \$3.00;

Combination of three volumes, consisting of *Creation, Deliverance and The Harp of God*, at \$1.18;

Combination of two volumes, consisting of *Creation and Deliverance*, at 78c.

Workers are at liberty to add whatever booklets they wish to the combinations above recommended, particularly trying to include in whatever offer is made the two new booklets, *Prosperity Sure* and *The Last Days*. Of course there are occasions and circumstances which govern the canvassing with any of the combinations above recommended.

Combination for Back Calls

During the first IBSA Week we believe it would be better to confine work with the \$3.00 combination to back calls, or especially offer it to people who you know already have *The Harp* or *Deliverance*. Some territory has been thoroughly worked with *The Harp of God*. In such territory confine the canvass to the 78c combination.

Our records indicate that about one-half the territory was covered last year with *Deliverance*. In such instances it would be well to offer *Creation* and a number of booklets.

Advantage in Knowing Territory

Workers should report to the director the names of the different towns in which they have canvassed during the last year. Workers, no doubt, can recall in what homes they sold books; and much time will be saved if workers will canvass the same territory and offer to such people the books that the worker knows they do not have. In this canvass make no mention of the book or books that they already have, as this often reminds them

that they have something that they have not read, at least not completely, and to think that it is not necessary to purchase anything additional. We have asked the directors to cooperate by furnishing the names and addresses of the homes in which books have been placed. We trust that the workers will cooperate in the work in the way suggested.

For those workers who can not engage in the work during the daytime, during IBSA Week, we recommend that they particularly undertake to make back calls with sets of *Studies in the Scriptures* in the evenings, and that they go to various towns in the territory rather than concentrate their efforts in one or two of the larger cities.

In order that the best results may be obtained from the time and effort put into the work during IBSA Week, preparation will be necessary. Therefore, during the coming months endeavor to get into the field service each week. Get well acquainted with what the people are interested in, what issues occupy their minds, how they can best be reached and what most effectively interests them in the books.

Prepare Yourself

When you come together in workers' meetings, note particularly the points that are bringing the best results; then try these points the next time you go into the field, not necessarily following a verbatim canvass but using the points that a successful worker makes mention of and, of course, using them in your own way. Thus, by IBSA Week in May you will be able to take the field with a canvass well in mind that is short, pithy and to the point, and that wastes no time; for IBSA Week is to reach the greatest number of homes possible in the time put into the service. At such homes where you call, when the talk lengthens itself to a discussion of texts or opinions, endeavor to withdraw by making an appointment for a later call. There will be ample time throughout the summer to allow for talks with the more interested. IBSA Week is to bring to the attention of the greatest number of people the message of the kingdom.

The Purpose of IBSA Week

Hence, in your work, keep in mind the purpose of IBSA Week, which is to call at the most homes possible and to witness to as many people as possible in as many different towns as it is possible to work in. If business sections are very small and are quickly worked, complete them in the morning and give attention to some of the other sections of the city, and then proceed to the nearby towns for work in the afternoon. Where business sections are large, cover the business section in the morning, the mill or factory workers during their noon hour, and the more thickly populated parts of the city in the afternoon. In this way you will have witnessed to all sectors of your territory during IBSA Week.

The work of the International Bible Students Association will be under discussion not only in one community but in practically every small community in the class assignment. This is the sort of witnessing that IBSA Week is to do.

Foundation for Summer's Work

We trust that IBSA Week during May will do much toward opening the work for the summer months and that your efforts during IBSA Week will be entered into with such study and forethought as is necessary in laying plans for greater activity throughout the summer. Especially keep in mind that greater results will be had during the summer if people know something about your work. If the books you place or the message you leave with those whom you canvass impresses them favorably, they are going to make mention of the message to their friends; and their friends will be anticipating your visit and will be in all the more favorable and receptive mood to hear when you do call. Lay the foundations for your summer work during IBSA Week.

The Lord Can Use Each One

As the weather is getting more fair the friends are all eager to spread forth the message. One of our sisters is deaf and dumb. Sister Poggensee and this sister worked one

street in the business district. The deaf sister sold 107 booklets in five hours.

J. F. POGGENSEE.—*Bremerton, Wash.*

Present the Sets

My experience in this county has surely been unusual. This is practically virgin territory. Very few have our books.

Looking back, I can now see that in many cases I could have as easily placed sets of nine volumes as combinations of two. Yesterday an old lady, after drinking in my message with evident appreciation and buying what I offered, asked me what success I was meeting with here. When I told her of the favorable attitude of the people, she replied, "Well, I would think so, for we are feeling a need of just what you have."

In my work in this county, I have seldom referred to the unfaithfulness of the clergy, for the necessity has not arisen for it. My failures in placing volumes have been due to cares of this world or love of pleasure rather than love of souls. On all sides are evidences of readiness to accept evident Bible truths. Hundreds in this county have sent me on my way with sincere wishes for the success of this work. I could have placed three or four times as many books as I did, had I been able to carry them.

OTIS BOWMAN.—*Colp.*

People Appreciate the Truth

Glad to report that many tell me: "This is the only sensible thing. I don't belong to anything, but am nearer a Bible Student than anything else." This sentiment was met in six places we called on in the outlying store district and we sold all a combination including *Creation*. All in two hours. Was out today (Sunday) and found three parties who had taken recourse to their stores for quiet to read. One was in an artificial leg and arm company, another a garage man and another a youth who was working to get an education. Sold them all. The first one said: "This isn't Ingersoll or Evolution? I just won't read that kind any more." When told it was pure truth without a string to it, he took the books at once.

JOSEPH GRIEG.—*Colp.*

Mention the Radio

In a recent letter to you I lamented my inability to sell sets of seven volumes. However, I knew they could be sold, and I applied myself earnestly to fitting myself for success with them, by diligently reviewing their contents and continually asking the Lord's assistance. I did not feel that I was yet qualified, but finding I was almost out of books (my order not received yet), I had a case of sets shipped from home. To my great joy, I find that I *can sell sets!* And over and over again I have been told, "You must sell many of these, for I should think everybody would want them." The joy of being used thus of the Lord is just inexpressible!

OTIS BOWMAN.—*Colp.*

Last week I canvassed the banker at Blanche. He said he was not the least bit interested in any kind of Bible helps, that he had more of that stuff at home than he could ever read. As a last resort I tried to sell him the *Hell* booklet. When he saw that it was printed in Brooklyn, he said: "I heard a lecture from there once." I asked him if it was Judge Rutherford. He said: "That's the man, and I heard him from Toronto, too." He said he liked it fine, and bought *Deliverance, Harp, Creation, Hell, Where are the Dead, Our Lord's Return and Freedom*. This is the first time the radio has helped me in placing books and I was very much encouraged. I get tired asking the people here if they get any of our programs.

ISOBEL FOSTER.—*Fayetteville, Tenn.*

May this united effort be a witness to the people of your territory of the message of the kingdom, and may it be a testimony of your love and devotion to Jehovah God.

You are assured that your efforts will be remembered by all who will engage in the work during the week; and from this we trust that your confidence and boldness will be great as you go forth representing the message of the kingdom.

With Christian greetings, we are

WATCH TOWER BIBLE & TRACT SOCIETY