

ELLEN G. WHITE ESTATE

THE COLPORTEUR EVANGELIST

A close-up photograph of a hand holding a stack of three books. The hand is positioned on the left side of the frame, with the thumb and index finger visible, gripping the books. The books are stacked vertically, with the top book having a dark cover and the two books below it having lighter, possibly white or cream-colored, covers. The background is a soft, out-of-focus green, suggesting an outdoor setting with foliage. The lighting is natural, highlighting the texture of the hand and the edges of the books.

ELLEN G. WHITE

The Colporteur Evangelist

Ellen G. White

1920

**Copyright © 2018
Ellen G. White Estate, Inc.**

Information about this Book

Overview

This eBook is provided by the [Ellen G. White Estate](#). It is included in the larger free [Online Books](#) collection on the Ellen G. White Estate Web site.

About the Author

Ellen G. White (1827-1915) is considered the most widely translated American author, her works having been published in more than 160 languages. She wrote more than 100,000 pages on a wide variety of spiritual and practical topics. Guided by the Holy Spirit, she exalted Jesus and pointed to the Scriptures as the basis of one's faith.

Further Links

[A Brief Biography of Ellen G. White](#)
[About the Ellen G. White Estate](#)

End User License Agreement

The viewing, printing or downloading of this book grants you only a limited, nonexclusive and nontransferable license for use solely by you for your own personal use. This license does not permit republication, distribution, assignment, sublicense, sale, preparation of derivative works, or other use. Any unauthorized use of this book terminates the license granted hereby. (See [EGW Writings End User License Agreement](#).)

Further Information

For more information about the author, publishers, or how you can support this service, please contact the Ellen G. White Estate

at mail@whiteestate.org. We are thankful for your interest and feedback and wish you God's blessing as you read.

Contents

Information about this Book	i
Introduction	viii
Chapter 1—Importance of the Work	9
Ordained of God	9
Books Taken from Shelves	9
Praying with People	10
Angels Give Words	10
The Work of God	10
One Hundred Where There is One	11
Seeing Souls Converted	11
Watchmen and Messengers	11
Cooperate with Minister	11
Chapter 2—Qualifications of the Canvasser	13
Why Many Have Failed	13
Speak the Words God Gives	13
To Those Attending School	14
Right Principles	14
Instructed by Angels	15
Angels Give Success	15
Deeper Experience	16
Assurance of Success	16
Chapter 3—The Canvasser A Gospel Worker	17
Opportunity for True Ministry	18
Be Not Diverted	18
Part of Medical Work, Part of Ministry	19
Simple Treatments	19
Speak Christ’s Love	20
Hold Bible-Readings	20
Avoid Controverted Points	20
Ready to Give Answer	21
Holy Spirit Gives Words	21
Important Books to Be Sold	21
Chapter 4—Revival of the Work	23
To Be Channels of Light	23

To Be Educated and Trained	23
Experienced with Inexperienced	24
Instruction Necessary	24
No Higher Work	25
Responsible for Work We Might Have Done	25
Called Back to the Work	26
Chapter 5—Influence of Our Publications	28
In Other Lands	28
Searching with Prayer and Tears	28
They Tell It to Others	29
Chapter 6—A Call for Canvassers	30
Canvassing Campaigns	30
To Hunt and Fish	31
In Highways and Byways	31
Canvassing Soul-Saving Work	32
Power of Persuasion	32
One with Christ and the Father	33
Chapter 7—A Call for Recruits	34
Larger Books to Be Sold	34
Books Silent Witnesses	35
Sell Books That Give Light	35
To Business Men and Ministers	36
Spirit Gives Earnestness	37
Joy and Courage	37
Christ Will Teach What to Say	37
Angels Accompany and Prepare Way	38
Entire Surrender to God	38
Help the Intemperate	38
The Lord Calls for Many	39
Men and Women	39
Chapter 8—Needs of the Canvassing Work	40
Thorough Preparation	40
Not to Practice Deception	40
Purity of Life	41
Not to Tamper with Sin	41
Avoid Evil Associates	42
Periodical Subscriptions	43
Short Subscriptions a Mistake	43

Economy and Self-Denial	44
Be Bible Students	45
Not to Rely on Premiums	45
Canvass to Diffuse Light	46
Honesty and Integrity of Character	46
Discretion in Selecting Workers	47
No Bounds to Improvement	47
Not to Offer Special Inducements	48
Need of Energy and Enthusiasm	48
Cultivate Active Virtues	48
Dangerous to Do Careless Work	49
The Work High and Elevating	49
Care in Selecting Workers	50
True as Needle to Pole	50
Enemies Will Respect	50
Chapter 9—The Canvasser and Bible Work	52
Not to Dwell upon Doctrinal Subjects	52
Need of Divine Guidance	53
Less Controversy, More of Christ	53
The Names of Jesus in Tenderness	53
Speak of Christ’s Love	54
When They Behold Christ	54
The Difficulty Most Dreaded	54
Soul Brought to Jesus in Safe Keeping	55
Draw Men to the Redeemer	55
Be Faithful Students	55
Means of Quickly Giving the Message	55
Chapter 10—Finance	57
Door Closed and Barred	57
Canvassers Expect to Be Helped	58
Not to Incur Debt	58
Chapter 11—The Power of the Truth to Convict and Convert	
Souls	59
Christ the Only Successful Antagonist	59
Sinners Converted	59
Sinners Become Workers	60
Written for Canvassers	60
Principles of Strictest Integrity	60

Must Gain Deeper Experience	60
The World Will Be Changed	61
Chapter 12—Unity of Effort	62
Health Books to Be Sold	62
Equally Important	62
Not to Be Treated with Indifference	63
To Be an Entering Wedge	63
Not to Take the Place of the Message	63
Chapter 13—Frivolous and Exciting Literature	65
Chapter 14—Prices of Our Publications	67
Chapter 15—Our Books to Be Sold and Read	69
Hundreds of Men Needed	69
Not from the Floating Element	69
Most Important Work	70
Not Every One Fitted	70
Dress and Manners	70
Circulation Increases Demand	70
Exalt the Value of the Books	71
Chapter 16—Fragments	72
Selection of Canvassers	72
A Preparation for the Ministry	72
Enduring Hardness	73
A Precious Experience	73
Reporting	74
Example in Health Reform	74
Gift of Speech	74
A Knowledge of Their Book	75
Tracts and Pamphlets	75
Diligence	75
Doubles Power of Usefulness	75
Faithful Students	76
Manners	76
Willing to Be Taught	76
The Work Elevating	76
Two and Two	77
The Very Work	77
Instruction Must Be Given	77
Sixth of Isaiah	77

Those Whose Hearts Are Humble	78
Speak Clearly	78
Indispensable Qualification	78
Canvassers Should Remember	78
Tell Them with Simplicity	79
Humble Prayer	79
Soul Uplifted	79
Canvassing a Preparation for the Ministry	79
Prayer With Families	80
Induced by Financial Prospects	80
Worldly Stamp of Character	80
Not All to Work for One Book	80
Wrong Principles	81
Papers, Tracts, and Pamphlets	81
Be Helpful	82
Worked by the Holy Spirit	82
Our Work	82
Those Whom God Can Use	83
Angels' Companionship	83
By Prayer and Song	83
From City to City	83
Circulate the Publications	84
Forces of Evil Gathering Strength	84
As Long as Probation Lasts	84
Books and Periodicals	85
Books That Deal with Bible Subjects	85
Preach by Books and Periodicals	85
Publications to Go Everywhere	86
Danger of Commercialism	86
Speak of a Saviour's Love	86
Young Men Who Volunteer	87
Continual Reliance upon God	87

Introduction

This volume has been prepared under the direction of the General Conference Publishing Department, in response to numerous requests for something more complete to take the place of *Manual for Canvassers*, which was prepared many years ago. Later other matter on the colporteur work was written by the same author, and this we have endeavored to incorporate in this edition. Credits have been given to the bound volumes of the *Testimonies* and other writings as far as the matter has been located. The portions credited to *Manual for Canvassers* have not been located elsewhere. The side headings have been added by the compilers, as an aid in quickly locating desired information, an effort having been made to base them on the text. While the old manual has been a great blessing to the work of the evangelistic colporteur, undoubtedly, with the added matter and improvements offered in *The Colporteur Evangelist*, this little volume will prove of even greater service to those who are devoting their lives to this high calling.

—*The Publishers*

Chapter 1—Importance of the Work

[5]

The canvassing work, properly conducted, is missionary work of the highest order, and it is as good and successful a method as can be employed for placing before the people the important truths for this time. The importance of the work of the ministry is unmistakable; but many who are hungry for the bread of life have not the privilege of hearing the word from God's delegated preachers. For this reason it is essential that our publications be widely circulated. Thus the message will go where the living preacher cannot go, and the attention of many will be called to the important events connected with the closing scenes of this world's history.

Ordained of God

God has ordained the canvassing work as a means of presenting before the people the light contained in our books, and canvassers should be impressed with the importance of bringing before the world as fast as possible the books necessary for their spiritual education and enlightenment. This is the very work the Lord would have His people do at this time. All who consecrate themselves to God to work as canvassers are assisting to give the last message of warning to the world. We cannot too highly estimate this work; for were it not for the efforts of the canvasser, many would never hear the warning.

Books Taken from Shelves

[6]

It is true that some who buy the books will lay them on the shelf or place them on the parlor table and seldom look at them. Still God has a care for His truth, and the time will come when these books will be sought for and read. Sickness or misfortune may enter the home, and through the truth contained in the books God sends to troubled hearts peace and hope and rest. His love is revealed to them,

and they understand the preciousness of the forgiveness of their sins. Thus the Lord co-operates with His self-denying workers.

Praying with People

There are many, who, because of prejudice, will never know the truth unless it is brought to their homes. The canvasser may find these souls and minister to them. There is a line of work in house-to-house labor which he can accomplish more successfully than others. He can become acquainted with the people and understand their true necessities; he can pray with them and can point them to the Lamb of God that taketh away the sin of the world. Thus the way will be opened for the special message for this time to find access to their hearts.

Angels Give Words

Much responsibility rests upon the canvasser. He should go to his work prepared to explain the Scriptures. If he puts his trust in the Lord as he travels from place to place, angels of God will be round about him, giving him words to speak that will bring light and hope and courage to many souls.

[7]

The Work of God

Let the canvasser remember that he has an opportunity to sow beside all waters. Let him remember, as he sells the books which give a knowledge of the truth, that he is doing the work of God and that every talent is to be used to the glory of His name. God will be with everyone who seeks to understand the truth that he may set it before others in clear lines. God has spoken plainly and clearly. "The Spirit and the bride say, Come. And let him that heareth say, Come." [Revelation 22:17](#). We are to make no delay in giving instruction to those who need it, that they may be brought to a knowledge of the truth as it is in Jesus.

One Hundred Where There is One

The lost sheep of God's fold are scattered in every place, and the work that should be done for them is being neglected. From the light given me I know that where there is one canvasser in the field, there should be one hundred. Canvassers should be encouraged to take hold of this work, not to canvass for storybooks, but to bring before the world the books containing truth essential for this time.

Seeing Souls Converted

Let canvassers go forth with the word of the Lord, remembering that those who obey the commandments and teach others to obey them will be rewarded by seeing souls converted, and one soul truly converted will bring others to Christ. Thus the work will advance into new territory.

Watchmen and Messengers

[8]

The time has come when a large work should be done by the canvassers. The world is asleep, and as watchmen they are to ring the warning bell to awake the sleepers to their danger. The churches know not the time of their visitation. Often they can best learn the truth through the efforts of the canvasser. Those who go forth in the name of the Lord are His messengers to give to the multitudes who are in darkness and error the glad tidings of salvation through Christ in obeying the law of God

Cooperate with Minister

I have been instructed that even where the people hear the message from the living preacher, the canvasser should carry on his work in co-operation with the minister; for though the minister may faithfully present the message, the people are not able to retain it all. The printed page is therefore essential, not only in awakening them to the importance of the truth for this time, but in rooting and grounding them in the truth and establishing them against deceptive error. Papers and books are the Lord's means of keeping the message for this time continually before the people. In enlightening and confirming

[9] souls in the truth the publications will do a far greater work than can be accomplished by the ministry of the word alone. The silent messengers that are placed in the homes of the people through the work of the canvasser will strengthen the gospel ministry in every way; for the Holy Spirit will impress minds as they read the books, just as He impresses the minds of those who listen to the preaching of the word. The same ministry of angels attends the books that contain the truth as attends the work of the minister.—[Testimonies for the Church 6:313-316](#).

As God blesses the minister and the evangelist in their earnest efforts to place the truth before the people, so He will bless the faithful canvasser.

The humble, efficient worker who obediently responds to the call of God may be sure of receiving divine assistance. To feel so great and holy a responsibility is of itself elevating to the character. It calls into action the highest mental qualities, and their continued exercise strengthens and purifies mind and heart. The influence upon one's own life, as well as upon the life of others, is incalculable.

Careless spectators may not appreciate your work or see its importance. They may think it a losing business, a life of thankless labor and self-sacrifice. But the servant of Jesus sees it in the light shining from the cross. His sacrifices appear small in comparison with those of the blessed Master, and he is glad to follow in His steps. The success of his labor affords him the purest joy and is the richest recompense for a life of patient toil.—[Testimonies for the Church 6:340](#).

Chapter 2—Qualifications of the Canvasser

[10]

Since canvassing for our literature is a missionary work, it should be conducted from a missionary standpoint. Those selected as canvassers should be men and women who feel the burden of service, whose object is not to get gain, but to give light to the people. All our service is to be done to the glory of God, to give the light of truth to those who are in darkness. Selfish principles, love of gain, dignity, or position, should not be once named among us.

Why Many Have Failed

Canvassers need to be daily converted to God, that their words and deeds may be a savor of life unto life, that they may exert a saving influence. The reason why many have failed in the canvassing work is that they were not genuine Christians; they did not know the spirit of conversion. They had a theory as to how the work should be done, but they did not feel their dependence upon God.

Speak the Words God Gives

Canvassers, remember that in the books you handle you are presenting, not the cup containing the wine of Babylon, doctrines of error dealt to the kings of the earth, but the cup full of the preciousness of the truths of redemption. Will you yourselves drink of it? Your minds can be brought into captivity to the will of Christ, and He can put upon you His own superscription. By beholding, you will become changed from glory to glory, from character to character. God wants you to come to the front, speaking the words He will give you. He wants you to show that you place a high estimate upon humanity, humanity that has been purchased by the precious blood of the Saviour. When you fall upon the Rock and are broken, you will experience the power of Christ, and others will recognize the power of the truth upon your hearts.

[11]

To Those Attending School

To those who are attending school that they may learn how to do the work of God more perfectly, I would say: Remember that it is only by a daily consecration to God that you can become soul winners. There have been those who were unable to go to school because they were too poor to pay their way. But when they became sons and daughters of God they took hold of the work where they were, laboring for those around them. Though destitute of the knowledge obtained in school, they consecrated themselves to God, and God worked through them. Like the disciples when called from their nets to follow Christ, they learned precious lessons from the Saviour. They linked themselves with the Great Teacher, and the knowledge they gained from the Scriptures qualified them to speak to others of Christ. Thus they became truly wise, because they were not too wise in their own estimation to receive instruction from above. The renewing power of the Holy Spirit gave them practical, saving energy.

[12] The knowledge of the most learned man, if he has not learned in Christ's school, is foolishness so far as leading souls to Christ is concerned. God can work with those only who will accept the invitation: "Come unto Me, all ye that labor and are heavy-laden, and I will give you rest. Take My yoke upon you, and learn of Me; for I am meek and lowly in heart: and ye shall find rest unto your souls. For My yoke is easy, and My burden is light." [Matthew 11:28-30](#).

Right Principles

By many of our canvassers there has been a departure from right principles. Through a desire to reap worldly advantage their minds have been drawn away from the real purpose and spirit of the work. Let none think that display will make a right impression upon the people. This will not secure the best or most permanent results. Our work is to direct minds to the solemn truths for this time. It is only when our own hearts are imbued with the spirit of the truths contained in the book we are selling, and when in humility we call the attention of the people to these truths, that real success will attend

our efforts; for it is only then that the Holy Spirit, who convinces of sin, of righteousness, and of judgment, will be present to impress hearts.

Our books should be handled by consecrated workers whom the Holy Spirit can use as His instrumentalities. Christ is our sufficiency, and we are to present the truth in humble simplicity, letting it bear its own savor of life unto life.

Humble, fervent prayer would do more in behalf of the circulation of our books than all the expensive embellishments in the world. If the workers will turn their attention to that which is true and living and real; if they will pray for, believe for, and trust in the Holy Spirit, His power will be poured upon them in strong, heavenly currents, and right and lasting impressions will be made upon the human heart. Then pray and work, and work and pray, and the Lord will work with you. [13]

Instructed by Angels

Every canvasser has positive and constant need of the angelic ministration; for he has an important work to do, a work that he cannot do in his own strength. Those who are born again, who are willing to be guided by the Holy Spirit, doing in Christ's way that which they can do, those who will work as if they could see the heavenly universe watching them, will be accompanied and instructed by holy angels, who will go before them to the dwellings of the people, preparing the way for them. Such help is far above all the advantages which expensive embellishments are supposed to give.

Angels Give Success

When men realize the times in which we are living, they will work as in the sight of heaven. The canvasser will handle those books that bring light and strength to the soul. He will drink in the spirit of those books and will put his whole soul into the work of presenting them to the people. His strength, his courage, his success, will depend on how fully the truth presented in the books is woven into his own experience and developed in his character. When his

own life is thus molded, he can go forward, representing to others the sacred truth he is handling. Imbued with the Spirit of God he will gain a deep, rich experience, and heavenly angels will give him success in the work.

[14]

Deeper Experience

To our canvassers, to all whom God has entrusted with talents that they may co-operate with Him, I would say: Pray, oh, pray for a deeper experience. Go forth with your hearts softened and subdued by a study of the precious truths that God has given us for this time. Drink deeply of the water of salvation, that it may be in your hearts as a living spring, flowing forth to refresh souls ready to perish. God will then give wisdom to enable you to impart aright. He will make you channels for communicating His blessings. He will help you to reveal His attributes by imparting to others the wisdom and understanding that He has imparted to you.

I pray the Lord that you may understand this subject in its length and breadth and depth, and that you may feel your responsibility to represent the character of Christ by patience, by courage, and by steadfast integrity. “And the peace of God, which passeth all understanding, shall guard your hearts and your thoughts in Christ Jesus.” [Philippians 4:7](#), R. V.—[Testimonies for the Church 6:317-320](#).

Assurance of Success

A great and good work may be done by evangelistic canvassing. The Lord has given men tact and capabilities. Those who use these entrusted talents to His glory, weaving Bible principles into the web, will be given success. We are to work and pray, putting our trust in Him who will never fail.—[Testimonies for the Church 6:340](#).

Chapter 3—The Canvasser A Gospel Worker

[15]

The intelligent, God-fearing, truth-loving canvasser should be respected; for he occupies a position equal to that of the gospel minister. Many of our young ministers and those who are fitting for the ministry would, if truly converted, do much good by working in the canvassing field. And by meeting the people and presenting to them our publications they would gain an experience which they cannot gain by simply preaching. As they went from house to house they could converse with the people, carrying with them the fragrance of Christ's life. In thus endeavoring to bless others they would themselves be blessed; they would obtain an experience in faith; their knowledge of the Scriptures would greatly increase; and they would be constantly learning how to win souls for Christ.

All our ministers should feel free to carry with them books to dispose of wherever they go. Wherever a minister goes, he can leave a book in the family where he stays, either selling it or giving it to them. Much of this work was done in the early history of the message. Ministers acted as colporteurs, using the means obtained from the sale of the books to help in the advancement of the work in places where help was needed. These can speak intelligently in regard to this method of work; for they have had an experience in this line.

Let none think that it belittles a minister of the gospel to engage in canvassing as a means of carrying truth to the people. In doing this work he is laboring in the same manner as did the apostle Paul, who says: "Ye know, from the first day that I came into Asia, after what manner I have been with you at all seasons, serving the Lord with all humility of mind, and with many tears, and temptations, which befell me by the lying in wait of the Jews: and how I kept back nothing that was profitable unto you, but have showed you, and have taught you publicly, and from house to house, testifying both to the Jews, and also to the Greeks, repentance toward God, and faith toward our Lord Jesus Christ." [Acts 20:18-21](#). The eloquent Paul, to

[16]

whom God manifested Himself in a wonderful manner, went from house to house in all humility of mind, and with many tears and temptations.

Opportunity for True Ministry

[17] All who desire an opportunity for true ministry, and who will give themselves unreservedly to God, will find in the canvassing work opportunities to speak upon many things pertaining to the future, immortal life. The experience thus gained will be of the greatest value to those who are fitting themselves for the ministry. It is the accompaniment of the Holy Spirit of God that prepares workers, both men and women, to become pastors to the flock of God. As they cherish the thought that Christ is their Companion, a holy awe, a sacred joy, will be felt by them amid all their trying experiences and all their tests. They will learn how to pray as they work. They will be educated in patience, kindness, affability, and helpfulness. They will practice true Christian courtesy, bearing in mind that Christ, their Companion, cannot approve of harsh, unkind words or feelings. Their words will be purified. The power of speech will be regarded as a precious talent, lent them to do a high and holy work. The human agent will learn how to represent the divine Companion with whom he is associated. To that unseen Holy One he will show respect and reverence because he is wearing His yoke and is learning His pure, holy ways. Those who have faith in this divine Attendant will develop. They will be gifted with power to clothe the message of truth with a sacred beauty.

Be Not Diverted

There are some who are adapted to the work of the colporteur and who can accomplish more in this line than by preaching. If the Spirit of Christ dwells in their hearts, they will find opportunity to present His word to others and to direct minds to the special truths for this time. Men suited to this work undertake it; but some injudicious minister flatters them that their gifts should be employed in preaching instead of in the work of the colporteur. Thus they are influenced to get a license to preach, and the very ones who

might have been trained to make good missionaries to visit families at their homes, to talk and pray with them, are turned away from a work for which they are fitted, to make poor ministers, and the field where so much labor is needed and where so much good might be accomplished is neglected.

Part of Medical Work, Part of Ministry

The preaching of the word is a means by which the Lord has ordained that His warning message shall be given to the world. In the Scriptures the faithful teacher is represented as a shepherd of the flock of God. He is to be respected and his work appreciated. [18] Genuine medical missionary work is bound up with the ministry, and the canvassing work is to be a part both of the medical missionary work and of the ministry. To those who are engaged in this work I would say: As you visit the people, tell them that you are a gospel worker and that you love the Lord. Do not seek a home in a hotel, but stay at a private house and become acquainted with the family. Christ was sowing the seeds of truth wherever He was, and as His followers you can witness for the Master, doing a most precious work in fireside labor. In thus coming close to the people you will often find those who are sick and discouraged. If you are pressing close to the side of Christ, wearing His yoke, you will daily learn of Him how to carry messages of peace and comfort to the sorrowing and disappointed, the sad and broken-hearted. You can point the discouraged ones to the word of God and take the sick to the Lord in prayer. As you pray, speak to Christ as you would to a trusted, much-loved friend. Maintain a sweet, free, pleasant dignity, as a child of God. This will be recognized.

Simple Treatments

Canvassers should be able to give instruction in regard to the treatment of the sick. They should learn the simple methods of hygienic treatment. Thus they may work as medical missionaries, ministering to the souls and the bodies of the suffering. This work should now be going forward in all parts of the world. Thus mul- [19]

titudes might be blessed by the prayers and instruction of God's servants.

Speak Christ's Love

We need to realize the importance of the canvassing work as one great means of finding out those who are in peril and bringing them to Christ. Canvassers should never be prohibited from speaking of the love of Christ, from telling their experience in their service for the Master. They should be free to speak or to pray with those who are awakened. The simple story of Christ's love for man will open doors for them, even to the homes of unbelievers.

Hold Bible-Readings

As the canvasser visits the people at their homes, he will often have opportunity to read to them from the Bible or from books that teach the truth. When he discovers those who are searching for truth he can hold Bible readings with them. These Bible readings are just what the people need. God will use in His service those who thus show a deep interest in perishing souls. Through them He will impart light to those who are ready to receive instruction.

Avoid Controverted Points

Some who labor in the canvassing field have a zeal that is not according to knowledge. Because of their lack of wisdom, because they have been so much inclined to act the minister and theologian, it has been almost a necessity to place restrictions upon our canvassers. [20] When the Lord's voice calls, "Whom shall I send, and who will go for Us?" the Divine Spirit puts it into hearts to respond: "Here am I; send me." [Isaiah 6:8](#). But bear in mind that the live coal from the altar must first touch your lips. Then the words you speak will be wise and holy words. Then you will have wisdom to know what to say and what to leave unsaid. You will not try to reveal your smartness as theologians. You will be careful not to arouse a combative spirit or excite prejudice by introducing controverted points of doctrine. You will find enough to talk about that will not excite opposition,

but that will open the heart to desire a deeper knowledge of God's word.

Ready to Give Answer

The Lord desires you to be soul winners; therefore, while you should not force doctrinal points upon the people, you should "be ready always to give an answer to every man that asketh you a reason of the hope that is in you with meekness and fear." [1 Peter 3:15](#). Why fear? Fear lest your words should savor of self-importance, lest unadvised words be spoken, lest the words and manner should not be after Christ's likeness. Connect firmly with Christ, and present the truth as it is in Him.

Holy Spirit Gives Words

Hearts cannot fail to be touched by the story of the atonement. As you learn the meekness and lowliness of Christ, you will know what you should say to the people; for the Holy Spirit will tell you what words to speak. Those who realize the necessity of keeping the heart under the control of the Holy Spirit will be enabled to sow seed that will spring up unto eternal life. This is the work of the evangelistic canvasser.—[Testimonies for the Church 6:321-325](#).

[21]

Important Books to Be Sold

The light given was that *Thoughts on Daniel and the Revelation*, *The Great Controversy*, and *Patriarchs and Prophets*, would make their way. They contain the very message the people must have, the special light God had given His people. The angels of God would prepare the way for these books in the hearts of the people.

Special Instruction Regarding Royalties

Instruction has been given me that the important books containing the light that God has given regarding Satan's apostasy in heaven should be given a wide circulation just now; for through them the truth will reach many minds. *Patriarchs and Prophets*, *Daniel and the Revelation*, and *The Great Controversy* are needed now as never before. They should be widely circulated because the truths they emphasize will open many blind eyes.... Many of our people have been

blind to the importance of the very books that were most needed. Had tact and skill then been shown in the sale of these books, the Sunday-law movement would not be where it is today.—[The Review and Herald, February 16, 1905.](#)

Chapter 4—Revival of the Work

[22]

The importance of the canvassing work is kept ever before me. This work has not of late had the life infused into it which was once given by the agents who made it their specialty. Canvassers have been called from their evangelistic work to engage in other labor. This is not as it should be. Many of our canvassers, if truly converted and consecrated, can accomplish more in this line than in any other in bringing the truth for this time before the people.

To Be Channels of Light

We have the word of God to show that the end is near. The world is to be warned, and as never before we are to be laborers with Christ. The work of warning has been entrusted to us. We are to be channels of light to the world, imparting to others the light we receive from the great Light Bearer. The words and works of all men are to be tried. Let us not be backward now. That which is to be done in warning the world must be done without delay. Let not the canvassing work be left to languish. Let the books containing the light on present truth be placed before as many as possible.

To Be Educated and Trained

The presidents of our conferences and others in responsible positions have a duty to do in this matter, that the different branches of our work may receive equal attention. Canvassers are to be educated and trained to do the work required in selling the books upon present truth which the people need. There is need of men of deep Christian experience, men of well-balanced minds, strong, well-educated men, to engage in this work. The Lord desires those to take hold of the canvassing work who are capable of educating others, who can awaken in promising young men and women an interest in this line, leading them to take up the bookwork and handle it successfully. Some have the talent, education, and experience which would enable

[23]

them to educate the youth for the canvassing work in such a way that much more would be accomplished than is now being done.

Experienced with Inexperienced

Those who have gained an experience in this work have a special duty to perform in teaching others. Educate, educate, educate young men and women to sell the books which the Lord by His Holy Spirit has stirred His servants to write. God desires us to be faithful in educating those who accept the truth, that they may believe to a purpose and work intelligently in the Lord's way. Let inexperienced persons be connected with experienced workers, that they may learn how to work. Let them seek God most earnestly. These may do a good work in canvassing if they will obey the words: "Take heed unto thyself, and unto the doctrine." [1 Timothy 4:16](#). Those who give evidence that they are truly converted, and who take up the canvassing work, will see that it is the best preparation for other lines of missionary labor.

[24] If those who know the truth would practice it, methods would be devised for meeting the people where they are. It was the providence of God which in the beginning of the Christian church scattered the saints abroad, sending them out of Jerusalem into many parts of the world. The disciples of Christ did not stay in Jerusalem or in the cities near by, but they went beyond the limits of their own country into the great thoroughfares of travel, seeking for the lost that they might bring them to God. Today the Lord desires to see His work carried forward in many places. We must not confine our labors to a few localities.

Instruction Necessary

We must not discourage our brethren, weakening their hands so that the work which God desires to accomplish through them shall not be done. Let not too much time be occupied in fitting up men to do missionary work. Instruction is necessary, but let all remember that Christ is the Great Teacher and the Source of all true wisdom. Let young and old consecrate themselves to God, take up the work, and go forward, laboring in humility under the control of the Holy

Spirit. Let those who have been in school go out into the field and put to a practical use the knowledge they have gained. If canvassers will do this, using the ability which God has given them, seeking counsel from Him, and combining the work of selling books with personal labor for the people, their talents will increase by exercise, and they will learn many practical lessons which they could not possibly learn in school. The education obtained in this practical way may properly be termed higher education.

No Higher Work

[25]

There is no higher work than evangelistic canvassing, for it involves the performance of the highest moral duties. Those who engage in this work need always to be under the control of the Spirit of God. There must be no exalting of self. What have any of us that we did not receive from Christ? We must love as brethren, revealing our love by helping one another. We must be pitiful and courteous. We must press together, drawing in even cords. Only those who live the prayer of Christ, working it out in practical life, will stand the test that is to come upon all the world. Those who exalt self place themselves in Satan's power, preparing to receive his deceptions. The word of the Lord to His people is that we lift the standard higher and still higher. If we obey His voice, He will work with us, and our efforts will be crowned with success. In our work we shall receive rich blessings from on high and shall lay up treasure beside the throne of God.

If we only knew what is before us we would not be so dilatory in the work of the Lord.

Responsible for Work We Might Have Done

We are in the shaking time, the time when everything that can be shaken will be shaken. The Lord will not excuse those who know the truth if they do not in word and deed obey His commands. If we make no effort to win souls to Christ we shall be held responsible for the work we might have done, but did not do because of our spiritual indolence. Those who belong to the Lord's kingdom must

[26]

work earnestly for the saving of souls. They must do their part to bind up the law and seal it among the disciples.

Called Back to the Work

The Lord designs that the light which He has given on the Scriptures shall shine forth in clear, bright rays; and it is the duty of our canvassers to put forth a strong, united effort that God's design may be accomplished. A great and important work is before us. The enemy of souls realizes this, and he is using every means in his power to lead the canvasser to take up some other line of work. This order of things should be changed. God calls the canvassers back to their work. He calls for volunteers who will put all their energies and enlightenment into the work, helping wherever there is opportunity. The Master calls for everyone to do the part given him according to his ability. Who will respond to the call? Who will go forth to labor in wisdom and grace and the love of Christ for those nigh and afar off? Who will sacrifice ease and pleasure, and enter the places of error, superstition, and darkness, working earnestly and perseveringly, speaking the truth in simplicity, praying in faith, doing house-to-house labor? Who at this time will go forth without the camp, imbued with the power of the Holy Spirit, bearing reproach for Christ's sake, opening the Scriptures to the people, and calling them to repentance?

[27] God has His workmen in every age. The call of the hour is answered by the coming of the man. Thus when the divine Voice cries, "Whom shall I send, and who will go for Us?" the response will come, "Here am I; send me." [Isaiah 6:8](#). Let all who labor effectually in the canvassing field feel in their hearts that they are doing the work of the Lord in ministering to souls who know not the truth for this time. They are sounding the note of warning in the highways and byways to prepare a people for the great day of the Lord, which is so soon to break upon the world. We have no time to lose. We must encourage this work. Who will go forth now with our publications? The Lord imparts a fitness for the work to every man and woman who will co-operate with divine power. All the requisite talent, courage, perseverance, faith, and tact will come as they put the armor on. A great work is to be done in our world, and human

agencies will surely respond to the demand. The world must hear the warning. When the call comes, “Whom shall I send, and who will go for Us?” send back the answer clear and distinct, “Here am I; send me.” [Testimonies for the Church 6:329-333](#).

Work as Paul worked. Wherever he was, whether before scowling Pharisee or Roman authority, rich or poor, learned or ignorant, the cripple at Lystra or the convicted sinners in the Macedonian dungeon, he lifted up Christ as the One who hates sin and loves the sinner, the One who bore our sins that He might impart to us His righteousness.—[Manual for Canvassers, 34](#).

Chapter 5—Influence of Our Publications

I have been shown that our publications should be printed in different languages and sent to every civilized country, at any cost. What is the value of money at this time, in comparison with the value of souls? ...

I have been shown that the press is powerful for good or evil. This agency can reach and influence the public mind as no other means can. The press, controlled by men who are sanctified to God, can be a power indeed for good in bringing men to the knowledge of the truth

In Other Lands

I have been shown that the publications already have been doing a work upon some minds in other countries, in breaking down the walls of prejudice and superstition. I was shown men and women studying with intense interest papers and a few pages of tracts upon present truth. They would read the evidences so wonderful and new to them, and would open their Bibles with a deep and new interest, as subjects of truth that had been dark to them were made plain, especially the light in regard to the Sabbath of the fourth commandment. As they searched the Scriptures to see if these things were so, a new light shone upon their understanding, for angels were hovering over them, and impressing their minds with the truths contained in the publications they had been reading.

Searching with Prayer and Tears

[29] I saw them holding papers and tracts in one hand, and the Bible in the other, while their cheeks were wet with tears; and bowing before God in earnest, humble prayer, to be guided into all truth—the very thing He was doing for them before they called upon Him. And when the truth was received in their hearts, and they saw the harmonious chain of truth, the Bible was to them a new book; they

hugged it to their hearts with grateful joy, while their countenances were all aglow with happiness and holy joy.

They Tell It to Others

These were not satisfied with merely enjoying the light themselves, and they began to work for others. Some made great sacrifices for the truth's sake and to help those of the brethren who were in darkness. The way is thus preparing to do a great work in the distribution of tracts and papers in other languages.—[Life Sketches, 214, 215.](#)

Chapter 6—A Call for Canvassers ¹

**Sanitarium, California,
May 15, 1903.**

The canvassing work should no longer be neglected. Many times I have been shown that there should be a more general interest in our canvassing work. The circulation of our literature is one very important means of placing before men and women the light that the Lord has committed to his church to be given to the world. The books sold by our canvassers open to many minds the unsearchable riches of Christ.

Canvassing Campaigns

In the service of God there is work of many kinds to be performed. In the service of the temple there were hewers of wood, as well as priests of various orders bearing different degrees of responsibility. Our church-members are to arise and shine because their light has come, and the glory of the Lord has risen upon them. Let those who know the truth arouse out of sleep, and make every effort to reach the people where they are. The work of the Lord must no longer be neglected by us, and made secondary to worldly interests. We have no time to be idle or discouraged. The gospel is to be proclaimed to all the world. The publications containing the light of present truth are to go forth to all places. Canvassing campaigns are to be organized for the sale of our literature, that the world may be enlightened as to what is just before us.

[31] Why are we not more wide awake? Each worker may now understand his special work, and receive strength to take hold of it anew. Distinct and peculiar developments of the boundless glory of God will bring tributary offerings of varied kinds to the feet of Jesus. Every new disclosure of the Saviour's love turns the balance for some

¹*Published in leaflet and widely circulated. [Also published in [The Review and Herald](#); June 2, 1903.]

soul in one direction or the other. The end of all things is at hand. The men of the world are rushing on to their ruin. Their schemes, their confederacies, are many. New devices will continually be brought in to make of no effect the counsel of God. Men are heaping up treasures of gold and silver to be consumed by the fires of the last days.

To Hunt and Fish

Canvasser evangelists are needed, to hunt and fish for souls. The canvassing work should now be earnestly and decidedly taken up. The canvasser whose heart is meek and lowly can accomplish much good. Going out two and two, canvassers can reach a class that cannot be reached by our camp meetings. From family to family they carry the message of truth. Thus they come into close touch with the people, and find many opportunities to speak of the Saviour. Let them sing and pray with those who become interested in the truths they have to give. Let them speak to families the words of Christ. They may expect success; for theirs is the promise, "Lo, I am with you always, even unto the end of the world." Canvassers who go forth in the spirit of the Master have the companionship of heavenly beings.

I beg those bearing responsibilities in God's cause to let no commercial enterprises interpose between them and the work of soul saving. Let no business be allowed to absorb the time and talents of workers who ought to be engaged in preparing a people for the coming of the Lord. The truth is to go forth as a lamp that burneth. Time is short; the enemy will make every effort to magnify in our minds matters of lesser consequence, and to lead us to regard lightly the very work that most needs to be done.

[32]

In Highways and Byways

The things of this world are soon to perish. This is not discerned by those who have not been divinely enlightened, who have not kept pace with the work of God. Consecrated men and women must go forth to sound the warning in the highways and the byways. I urge my brethren and sisters not to engage in work that will hinder them

from proclaiming the gospel of Christ. You are God's spokesmen. You are to speak the truth in love to perishing souls. "Go out into the highways and hedges, and compel them to come in, that my house may be filled." Christ says. Do not these words plainly outline the work of the canvasser? With Christ in his heart he is to go forth into the highways and byways of life, giving the invitation to the marriage supper. Men of wealth and influence will come, if they are invited. Some will refuse, but thank God, not all.

[33] O that thousands more of our people had a realization of the time in which we are living, and of the work to be done in field service, in house-to-house labor. There are many, many who know not the truth. They need to hear the call to come to Jesus. The sorrowing are to be cheered, the weak strengthened, the mourners comforted. The poor are to have the gospel preached to them.

The Master knows and watches over his workers, in whatever part of his vineyard they are working. He calls upon his church to arouse and become acquainted with the situation. He calls upon those in our institutions to awake and set in operation influences that will advance his kingdom. Let them send forth laborers into the field, and then see that the interest of these laborers does not flag for lack of sympathy and of opportunities for development.

Canvassing Soul-Saving Work

My brethren and sisters, remember that one day you will stand before the Lord of all the earth, to give an account of the deeds done in the body. Then your work will appear as it really is. The vineyard is large, and the Lord is calling for laborers. Do not allow anything to keep you from the work of soul-saving. The canvassing work is a most successful way of saving souls. Will you not try it?

Power of Persuasion

Those in the darkness of error are the purchase of the blood of Christ. They are the fruit of his suffering, and they are to be labored for. Let our canvassers know that it is for the advancement of Christ's kingdom that they are laboring. He will teach them as they go forth to their God-appointed work, to warn the world of a

soon-coming judgment. Accompanied by the power of persuasion, the power of prayer, the power of the love of God, the evangelist's work will not, can not, be without fruit. Think of the interest that the Father and the Son have in this work. As the Father loves the Son, so the Son loves those that are his—those who work as he worked to save perishing souls. None need feel that they are powerless: for Christ declares, "All power is given unto me in heaven and in earth." He has promised that he will give this power to his workers. His power is to become their power. They are to link their souls with God. Christ desires all to enjoy the wealth of his grace, which is beyond all computation. It is limitless, exhaustless. It is ours by eternal covenant, if we will be workers together with God. It is ours if we will unite with him to bring many sons and daughters to God.

[34]

One with Christ and the Father

Christ's interests are the first and the highest of all interests. He has a property in this world that he wishes secured, saved for his everlasting kingdom. It is for his Father's glory and for his own glory that his messengers shall go forth in his name; for they and he are one. They are to reveal him to the world. His interests are their interests. If they will be co-laborers with him, they will be made heirs of God and joint heirs with Christ to an immortal inheritance.

Ellen G. White.

Chapter 7—A Call for Recruits ²

“Elmshaven” St. Helena, California.

December 6, 1902.

Dear Brethren and Sisters,

The new year is just before us, and plans should be laid for earnest, persevering effort in the Master’s service. There is much to be done to advance the work of God. I have been instructed that the canvassing work is to be revived, and that it is to be carried forward with increasing success. It is the Lord’s work, and a blessing will attend those who engage in it with earnestness and diligence.

Larger Books to Be Sold

I thank my Heavenly Father for the interest that my brethren and sisters have taken in the circulation of *Christ’s Object Lessons*. By the sale of this book great good has been accomplished, and the work should be continued. But the efforts of our people should not be confined to this one book. The work of the Lord includes more than one line of service. *Christ’s Object Lessons* is to live and do its appointed work, but not all the thought and effort of God’s people are to be given to its circulation. The larger books, *Patriarchs and Prophets*, *Great Controversy*, and *Desire of Ages*, should be sold everywhere. These books contain truth for this time—truth that is to be proclaimed in all parts of the world. Nothing is to hinder their sale.

[36] The effort to circulate *Christ’s Object Lessons* has demonstrated what can be done in the canvassing field. This effort is a never-to-be-forgotten lesson on how to canvass in the prayerful, trustful way that brings success.

Many more of our larger books might have been sold if church members had been awake to the importance of the truths these books

²*Published in leaflet entitled, “Open Letter.” [Also published in [The Review and Herald](#), January 20 and 27, 1903.]

contain, and had realized their responsibility to circulate them. My brethren and sisters, will you not now make an effort to circulate these books? and will you not bring into this effort the enthusiasm that you brought into the effort to sell *Christ's Object Lessons*? In selling this book many have learned how to handle the larger books. They have obtained an experience that has prepared them to enter the canvassing field.

Books Silent Witnesses

Sister White is not the originator of these books. They contain the instruction that during her life-work God has been giving her. They contain the precious, comforting light that God has graciously given his servant to be given to the world. From their pages this light is to shine into the hearts of men and women, leading them to the Saviour. The Lord has declared that these books are to be scattered throughout the world. There is in them truth which to the receiver is a savor of life unto life. They are silent witnesses for God. In the past they have been the means in his hands of convicting and converting many souls. Many have read them with eager expectation, and, by reading them, have been led to see the efficacy of Christ's atonement, and to trust in its power. They have been led to commit the keeping of their souls to their Creator, waiting and hoping for the coming of the Saviour to take his loved ones to their eternal home. In the future, these books are to make the gospel plain to many others, revealing to them the way of salvation

[37]

Sell Books That Give Light

The Lord has sent his people much instruction, line upon line, precept upon precept, here a little, and there a little. Little heed is given to the Bible, and the Lord has given a lesser light to lead men and women to the greater light. O, how much good would be accomplished if the books containing this light were read with a determination to carry out the principles they contain! There would be a thousandfold greater vigilance, a thousandfold more self-denial and resolute effort. And many more would now be rejoicing in the light of present truth.

My brethren and sisters, work earnestly to circulate these books. Put your hearts into this work, and the blessing of God will be with you. Go forth in faith, praying that God will prepare hearts to receive the light. Be pleasant and courteous. Show by a consistent course that you are true Christians. Walk and work in the light of heaven, and your path will be as the path of the just, shining more and more unto the perfect day.

To Business Men and Ministers

[38] Take the books to business men, to teachers of the gospel, whose minds have not been called to the special truths for this time. The message is to be given “in the highways,”—to men who take an active part in the world’s work, to the teachers and leaders of the people. Thousands can be reached in the most simple, humble way. The most intellectual, those who are looked upon as the world’s most gifted men and women, are often refreshed by the simple words of one who loves God, and who can speak of that love as naturally as the worldling speaks of the things that interest him most deeply. Often the words well prepared and studied have but little influence. But the true, honest expression of a son or daughter of God, spoken in natural simplicity, has power to open the door to hearts that have long been closed against Christ and his love.

Let no one think that he is at liberty to fold his hands and do nothing. That any one can be saved in indolence and inactivity is an utter impossibility. Think of what Christ accomplished during his earthly ministry. How earnest, how untiring, were his efforts! He allowed nothing to turn him aside from the work given him. Are we following in his footsteps? He gave up all to carry out God’s plan of mercy for the fallen race. In the fulfillment of the purpose of heaven, he became obedient unto death, even the death of the cross. He had had no communion with sin, had known nothing of it; but he came to this world, and took upon his sinless soul the guilt of sinful man, that sinners might stand justified before God. He grappled with temptation, overcoming in our behalf. The Son of God, pure and unsullied, bore the penalty of transgression, and received the stroke of death that brought deliverance to the race.

Spirit Gives Earnestness

[39]

It was Christ's joy to help those in need of help, to seek the lost, to rescue the perishing, to lift up the bowed down, to heal the sick, to speak words of sympathy and consolation to the sorrowing and the distressed. The more fully we are imbued with his Spirit, the more earnestly we shall work for those around us; and the more we do for others, the greater will be our love for the work, and the greater our delight in following the Master. Our hearts will be filled with the love of God; and with earnestness and convincing power we shall speak of the crucified Saviour.

Joy and Courage

I ask those to whom the light of truth has come: What are you going to do during the year that is just opening? Will you stop to quarrel with one another, to weaken and destroy the faith of humanity in humanity? or will you devote your time to strengthening the things that remain, that are ready to die? As our people engage in earnest work for the Master, complaints will cease to be heard. Many will be roused from the despondency that is ruining them body and soul. As they work for others, they will have much that is helpful to speak of when they assemble to worship God. The testimonies they bear will not be dark and gloomy, but full of joy and courage. Instead of thinking and talking about the faults of their brethren and sisters, and about their own trials, they will think and talk of the love of Christ, and will strive earnestly to become more efficient workers for him.

Christ Will Teach What to Say

[40]

Many are sad and discouraged, weak in faith and trust. Let them do something to help some one more needy than themselves, and they will grow strong in God's strength. Let them engage in the good work of selling our books. Thus they will help others, and the experience gained will give them the assurance that they are God's helping hand. As they plead with the Lord to help them, he will guide them to those who are seeking for the light. Christ will be

close beside them, teaching them what to say and do. By comforting others, they themselves will be comforted.

Angels Accompany and Prepare Way

I ask you, dear Christian workers, to do what you can to circulate the books that the Lord has said should be sown broadcast throughout the world. Do your best to place them in the homes of as many people as possible. Think of how great a work can be done if a large number of believers will unite in an effort to place before the people, by the circulation of these books, the light that the Lord has said should be given them. Under divine guidance, go forward in the work, and look to the Lord for aid. The Holy Spirit will attend you. Angels of heaven will accompany you, preparing the way.

Entire Surrender to God

[41] If you have neglected the sowing time, if you have allowed God-given opportunities to pass unimproved, if you have given yourselves up to self-pleasing, will you not now repent, before it is forever too late, and strive to redeem the time? The obligation to use your talents in the Master's service rests heavily upon you. Come to the Lord, and make an entire surrender of all to him. You cannot afford to lose one day. Take up your neglected work. Put away your querulous unbelief, your envy and evil-thinking, and go to work, in humble faith, and with earnest prayer to the Lord to pardon you for your years of unconsecration. Ask the Lord for help. If you seek him earnestly, with the whole heart, you will find him, and he will strengthen and bless you.

Help the Intemperate

In your work you will meet with those who are fighting against appetite. Speak words that will strengthen and encourage them. Do not let Satan quench the last spark of hope in their hearts. Of the erring, trembling one, struggling with evil, Christ says, "Let him come to me;" and he places his hands underneath him, and lifts him up. The work that Christ did, you, as his evangelists, can do as you go from place to place. Labor in faith, expecting that souls will be

won to him who gave his life that men and women might stand on God's side. Draw with God to win the drunkard and the tobacco devotee from the habits which debase them till they are below the level of the beasts that perish

The Lord Calls for Many

The Lord calls for many more to engage in the canvassing work.... For Christ's sake, my brethren and sisters, make the most of the hours of the new year to place the precious light of present truth before the people. The Angel of the covenant is empowering his servants to carry the truth to all parts of the world. He has sent forth his angels with the message of mercy; but, as if they did not speed on their way fast enough to satisfy his heart of yearning love, he lays on every member of his church the responsibility of proclaiming this message. "Let him that heareth say, Come." Every member of the church is to show his loyalty by inviting the thirsty to drink of the water of life. A chain of living witnesses is to carry the invitation to the world. Will you act your part in this great work?

[42]

Men and Women

Jesus is calling for many missionaries, for men and women who will consecrate themselves to God, willing to spend and be spent in his service. O, can we not remember that there is a world to labor for? Shall we not move forward step by step, letting God use us as his helping hand? Shall we not place ourselves on the altar of service? Then the love of Christ will touch and transform us, making us willing for his sake to do and dare.

Ellen G. White.

Chapter 8—Needs of the Canvassing Work

Thorough Preparation

Very much more efficient work can be done in the canvassing field than has yet been done. The canvasser should not rest satisfied unless he is constantly improving. He should make thorough preparation, but should not be content with a set form of words; he should give the Lord a chance to work with his efforts and impress his mind. The love of Jesus abiding in his heart will enable him to devise means to gain access to individuals and families.

Canvassers need self-culture and polished manners, not the affected and artificial manners of the world, but the agreeable manners that are the natural result of kindness of heart and a desire to copy the example of Christ. They should cultivate thoughtful, care-taking habits,—habits of industry and discretion,—and should seek to honor God by making of themselves all that it is possible for them to become. Jesus made an infinite sacrifice to place them in right relations to God and to their fellow men, and divine aid combined with human effort will enable them to reach a high standard of excellence. The canvasser should be chaste like Joseph, meek like Moses, and temperate like Daniel; then a power will attend him wherever he goes.

Not to Practice Deception

[44] If the canvasser pursues a wrong course, if he utters falsehood or practices deception, he loses his own self-respect. He may not be conscious that God sees him and is acquainted with every business transaction, that holy angels are weighing his motives and listening to his words, and that his reward will be according to his works; but if it were possible to conceal his wrongdoing from human and divine inspection, the fact that he himself knows it, is degrading to his mind and character. One act does not determine the character, but it breaks down the barrier, and the next temptation is more readily

entertained, until finally a habit of prevarication and dishonesty in business is formed, and the man cannot be trusted.

Purity of Life

There are too many in families and in the church who make little account of glaring inconsistencies. There are young men who appear what they are not. They seem honest and true; but they are like whited sepulchers, fair without, but corrupt to the core. The heart is spotted, stained with sin; and thus the record stands in the heavenly courts. A process has been going on in the mind that has made them callous, past feeling. But if their characters, weighed in the balances of the sanctuary, are pronounced wanting in the great day of God, it will be a calamity that they do not now comprehend. Truth, precious, untarnished truth, is to be a part of the character.

Whatever way is chosen, the path of life is beset with perils. If the workers in any branch of the cause become careless and inattentive to their eternal interests, they are meeting with great loss. The tempter will find access to them. He will spread nets for their feet, and will lead them in uncertain paths. Those only are safe whose hearts are garrisoned with pure principles. Like David they will pray: "Hold up my goings in Thy paths, that my footsteps slip not." A constant battle must be kept up with the selfishness and corruption of the human heart. Often the wicked seem to be prospered in their way; but those who forget God, even for an hour or a moment, are in a dangerous path. They may not realize its perils; but ere they are aware, habit, like an iron band, holds them in subjection to the evil with which they have tampered. God despises their course, and His blessing will not attend them.

[45]

Not to Tamper with Sin

I have seen that young men undertake this work without connecting themselves with heaven. They place themselves in the way of temptation to show their bravery. They laugh at the folly of others. They know the right way; they know how to conduct themselves. How easily they can resist temptation! how vain to think of their falling! But they make not God their defense. Satan has an insidious

snare prepared for them, and they themselves become the sport of fools.

[46] Our great adversary has agents that are constantly hunting for an opportunity to destroy souls, as a lion hunts his prey. Shun them, young man; for, while they appear to be your friends, they will slyly introduce evil ways and practices. They flatter you with their lips, and offer to help and guide you; but their steps take hold on hell. If you listen to their counsel, it may be the turning point in your life. One safeguard removed from conscience, the indulgence of one evil habit, a single neglect of the high claims of duty, may be the beginning of a course of deception that will pass you into the ranks of those who are serving Satan, while you are all the time professing to love God and His cause. A moment of thoughtlessness, a single misstep, may turn the whole current of your lives in the wrong direction. And you may never know what caused your ruin until the sentence is pronounced: "Depart from Me, ye that work iniquity."

Avoid Evil Associates

Some young men know that what I have said fairly describes their course. Their ways are not hidden from the Lord, although they may be hidden from their best friends, even their fathers and mothers. I have little hope that some of these will ever change their course of hypocrisy and deception. Others who have erred are seeking to redeem themselves. May the dear Jesus help them to set their faces as a flint against all falsehoods and the flatteries of those who would weaken their purpose to do right or who would insinuate doubts or infidel sentiments to shake their faith in the truth. Young friends, do not spend an hour in the company of those who would unfit you for the pure and sacred work of God. Do nothing before strangers that you would not do before your father and mother, or that you would be ashamed of before Christ and the holy angels.

[47] Some may think these cautions are not needed by Sabbathkeepers, but those to whom they apply know what I mean. I tell you, young men, to beware; for you can do nothing that is not open to the eyes of angels and of God. You cannot do an evil work and others not be affected by it. While your course of action reveals

what kind of material is used in your own character building, it also has a powerful influence over others. Never lose sight of the fact that you belong to God, that He has bought you with a price, and you must render an account to Him for all His entrusted talents. No one should have any part in the work of the canvasser or colporteur whose hand is defiled with sin or whose heart is not right with God, for such persons will surely dishonor the cause of truth. Those who are workers in the missionary field need God to guide them. They should be careful to start right and then keep quietly and firmly on in the path of rectitude. They should be decided, for Satan is determined and persevering in his efforts to overthrow them.

Periodical Subscriptions

A mistake has been made in soliciting subscriptions for our periodicals for only a few weeks, when by a proper effort much longer subscriptions might have been obtained. One yearly subscription is of more value than many for a short time. When the paper is taken for only a few months, the interest often ends with the short subscription. Few renew their subscriptions for a longer period, and thus there is a large outlay of time that brings small returns, when, with a little more tact and perseverance, yearly subscriptions might have been obtained. You strike too low, brethren; you are too narrow in your plans. You do not put into your work all the tact and perseverance that it deserves. There are more difficulties in this work than in some other branches of business; but the lessons that will be learned, the tact and discipline that will be acquired, will fit you for other fields of usefulness, where you may minister to souls. Those who poorly learn their lesson, and are careless and abrupt in approaching persons, would show the same defects of manner, the same want of tact and skill in dealing with minds, should they enter the ministry.

[48]

Short Subscriptions a Mistake

While short subscriptions are accepted, some will not make the effort necessary to obtain them for a longer time. Canvassers should not go over the ground in a careless, unconcerned manner. They

should feel that they are God's workmen, and the love of souls should lead them to make every effort to enlighten men and women in regard to the truth. Providence and grace, means and ends, are closely connected. When His laborers do the very best they can, God does for them that which they cannot do themselves; but no one need expect to succeed independently and by his own exertions. There must be activity united with firm trust in God.

[49] Economy is needed in every department of the Lord's work. The natural turn of youth in this age is to neglect and despise economy, and to confound it with stinginess and narrowness. But economy is consistent with the most broad and liberal views and feelings; there can be no true generosity where it is not practiced. No one should think it beneath him to study economy and the best means of taking care of the fragments. Said Christ, after He had performed a notable miracle: "Gather up the fragments that remain, that nothing be lost."

Economy and Self-Denial

Quite a sum may be expended in hotel bills that are not at all necessary. The cause of God lay so near the heart of the pioneers in this message that they seldom took a meal at a hotel, even though the cost was but twenty-five cents each. But young men and women generally are not educated to economize, and waste follows waste everywhere. In some families there is a wicked waste of enough to support another family if reasonable economy were used. If, while traveling, our youth will keep an exact account of the money they expend, item by item, their eyes will be opened to see the leaks. While they may not be called upon to deprive themselves of warm meals, as the early workers did in their itinerant life, they may learn to supply their real wants with less expense than they now think necessary. There are persons who practice self-denial in order to give means to the cause of God; then let the workers in the cause also practice self-denial by limiting their expenses as far as possible. It would be well for all our workers to study the history of the Waldensian missionaries and to imitate their example of sacrifice and self-denial.

Be Bible Students

We have a grand work to do for the Master, to open the word of God to those who are in the darkness of error. Young friends, act [50] as though you had a sacred charge. You should be Bible students, ever ready to give to every man that asketh you a reason of the hope that is in you. By your true Christian dignity give evidence that you know you have a truth that it is for the interest of the people to hear. If this truth is inwrought in the soul, it will manifest itself in the countenance and demeanor, in a calm, noble self-possession and peace which the Christian alone can possess.

Not to Rely on Premiums

Those who have genuine humility, and whose minds have been expanded by the truths unfolded in the gospel, will have an influence that will be felt. They will make an impression upon minds and hearts, and they will be respected by the larger number, even of those who have no sympathy with their faith. With the truths of the Bible and our valuable papers they will have success, for the Lord will open the way before them. But to urge our papers upon the people by means of gifts and premiums does not have a permanent influence for good. If our workers would go forth relying upon the truths of the Bible, with the love of Christ and of souls in their hearts, they would accomplish more in obtaining permanent subscribers than by depending upon premiums or low prices. The prominence given to these inducements to take the paper gives the impression that it cannot possess real merit in itself. The results would be better if the paper were made prominent and the money spent for premiums were reserved to distribute a few copies free. When premiums are offered, [51] some may be induced to take the paper who otherwise would not, but others will refuse to subscribe because they think it a speculation. If the canvasser would present the merits of the paper itself, with his heart uplifted to God for success, and would depend less upon premiums, more would be accomplished.

Canvass to Diffuse Light

In this age the trivial is praised and magnified. There is a call for anything that will create a sensation and make sales. The country is flooded with utterly worthless publications, which were written for the sake of making money, while really valuable books are unsold and unread. Those who handle this sensational literature because by so doing they can make higher wages are missing a precious opportunity to do good. There are battles to be fought to arrest the attention of men and women, and interest them in really valuable books that have the Bible for their foundation; and it will be a still greater task to find conscientious, God-fearing workers who will enter the field to canvass for these books for the purpose of diffusing light.

Honesty and Integrity of Character

[52] The worker who has the cause of God at heart will not insist on receiving the highest wages. He will not plead, as some of our youth have done, that unless he can make a stylish and elegant appearance, and board at the best hotels, he will not be patronized. What the canvasser needs is not the faultless apparel, or the address of the dandy or the clown, but that honesty and integrity of character which is reflected in the countenance. Kindness and gentleness leave their impress upon the face, and the practiced eye sees no deception, detects no pomposity of manner.

A large number have entered the field as canvassers with whom premiums are the only means of success. They have no real merit as workers. They have no experience in practical religion; they have the same faults, the same tastes and self-indulgences, that characterized them before they claimed to be Christians. Of them it may be said that God is not in their thoughts; He has no abiding place in their hearts. There is a littleness, an earthliness, a debasement in their character and deportment, that testifies against them that they are walking in the way of their own hearts and in the sight of their own eyes. They will not practice self-denial, but are determined to enjoy life. The heavenly treasure has no attractions for them; all their tastes are downward, not upward. Friends and relatives cannot elevate such

persons, for they have not a mind to despise the evil and choose the good.

Discretion in Selecting Workers

The less we trust these persons, who are not few but many, the better will the work of present truth stand in the eyes of the world. Our brethren should show discretion in selecting canvassers and colporteurs, unless they have made up their minds to have the truth misapprehended and misrepresented. They should give all real workers good wages; but the sum should not be increased to buy canvassers, for this course hurts them. It makes them selfish and spendthrifts. Seek to impress them with the spirit of true missionary work and with the qualifications necessary to ensure success. The love of Jesus in the soul will lead the canvasser to feel it a privilege to labor to diffuse light. He will study, plan, and pray over the matter.

[53]

No Bounds to Improvement

Young men are wanted who are men in understanding, who appreciate the intellectual faculties that God has given them, and who cultivate them with the utmost care. Exercise enlarges these faculties, and if heart culture is not neglected, the character will be well balanced. The means of improvement are within the reach of all. Then let none disappoint the Master, when He comes seeking for fruit, by presenting nothing but leaves. A resolute purpose, sanctified by the grace of Christ, will do wonders. Jesus and holy angels will give success to the efforts of intelligent, God-fearing men who do all in their power to save souls. Quietly, modestly, with a heart overflowing with love, let them seek to win minds to investigate the truth, engaging in Bible readings when they can. By so doing they will be sowing the seed of truth beside all waters, showing forth the praises of Him who hath called them out of darkness into His marvelous light. Those who are doing this work from right motives are doing an important work of ministering. They will manifest no feeble, undecided character. Their minds are enlarging, their manners are becoming more refined. They should place no bounds to their improvement, but every day be better fitted to do good work.

[54]

Not to Offer Special Inducements

Many of the workers in the canvassing field are making no sacrifices. As a class they have less of the missionary spirit than the workers in any other denomination. When the way is all prepared for them, when they can command the highest wages, then they are willing to enter the field. Many inducements are presented to canvassers to handle popular books; large wages are offered them; and many refuse to work for less wages to circulate books treating on present truth. Therefore the inducements have been increased to correspond with those offered by other publishers, and as a consequence the expense of getting our publications before the people is large; many of the canvassers obtain their money easily and spend it freely.

Need of Energy and Enthusiasm

Among the people professing present truth there is not a missionary spirit corresponding with our faith. The ring of the true gold in character is wanting. Christian life is more than they take it to be. It does not consist in mere gentleness, patience, meekness, and kindness. These graces are essential; but there is need of courage, force, energy, and perseverance also. Many who engage in the work of canvassing are weak, nerveless, spiritless, easily discouraged. [55] They lack push. They have not those positive traits of character that give men power to do something,—the spirit and energy that kindle enthusiasm. The canvasser is engaged in an honorable business, and he should not act as though he were ashamed of it. If he would have success attend his efforts he must be courageous and hopeful.

Cultivate Active Virtues

The active virtues must be cultivated as well as the passive. The Christian, while he is ever ready to give the soft answer that turneth away wrath, must possess the courage of a hero to resist evil. With the charity that endureth all things, he must have the force of character which will make his influence a positive power for good. Faith must be wrought into his character. His principles must be firm; he must be noble-spirited, above all suspicion of meanness. The canvasser must not be self-inflated. As he associates with men he

must not make him self conspicuous, talking of himself in a boastful way; for by this course he would disgust intelligent, sensible people. He must not be selfish in his habits nor overbearing and domineering in his manners. Very many have settled it in their minds that they cannot find time to read one in ten thousand of the books that are published and put upon the market. And in many cases when the canvasser makes known his business, the door of the heart closes firmly; hence the great need of doing his work with tact and in a humble, prayerful spirit. He should be familiar with the word of God and have words at his command to unfold the precious truth and to show the great value of the pure reading matter he carries.

Dangerous to Do Careless Work

[56]

Well may everyone feel an individual responsibility in this work. Well may he consider how he may best arrest the attention, for his manner of presenting the truth may decide the destiny of a soul. If he makes a favorable impression, his influence may be to that soul a savor of life unto life; and that one person, enlightened in regard to the truth, may enlighten many others. Therefore it is dangerous to do careless work in dealing with minds.

The Work High and Elevating

The canvassing work is God's means of reaching many that would not otherwise be impressed with the truth. The work is a good one, the object high and elevating; and there should be a corresponding dignity of deportment. The canvasser will meet men of varied minds. He will meet those who are ignorant and debased and can appreciate nothing that does not bring them money. These will be abusive, but he should not heed them. His good nature should never fail; he should take a cheerful, hopeful view of every perplexity. He will meet those who are bereaved, disheartened, and sore and wounded in spirit. He will have many opportunities of speaking to these kind words and words of courage, hope, and faith. He may be a wellspring to refresh others if he will; but, in order to do this, he must himself draw from the Fountain of living truth.

Care in Selecting Workers

[57] The canvassing work is more important than many have regarded it, and as much care and wisdom must be used in selecting the workers as in selecting men for the ministry. Young men can be trained to do much better work than has been done and on much less pay than many have received. Lift up the standard, and let the self-denying and the self-sacrificing, the lovers of God and of humanity, join the army of workers. Let them come, not expecting ease, but to be brave and of good courage under rebuffs and hardships. Let those come who can give a good report of our publications because they themselves appreciate their value.

True as Needle to Pole

May the Lord help everyone to improve to the utmost the talents committed to his trust. Those who work in this cause do not study their Bibles as they should. If they did, its practical teachings would have a positive bearing upon their lives. Whatever your work may be, dear brethren and sisters, do it as for the Master, and do your best. Do not overlook present golden opportunities and let your life prove a failure while you sit idly dreaming of ease and success in a work for which God has never fitted you. Do the work that is nearest you. Do it, even though it may be amid perils and hardships in the missionary field; but do not, I beg of you, complain of hardships and self-sacrifices. Look at the Waldenses. See what plans they devised that the light of the gospel might shine into benighted minds. We should not labor with the expectation of receiving our reward in this life, but with our eyes fixed steadfastly upon the prize at the end of the race. Men and women are wanted now who are as true to duty as the needle to the pole, men and women who will work without having their way smoothed and every obstacle removed.

[58]

Enemies Will Respect

I have described what canvassers ought to be; and may the Lord open their minds to comprehend this subject in its length and breadth, and may they realize their duty to represent the character of Christ by their patience, courage, and steadfast integrity. Let them remember

that they can deny Him by a loose, lax, undecided character. Young men, if you take these principles with you into the canvassing field you will be respected; and many will believe the truth you advocate, because you live your faith, because your daily life is as a bright light set upon a candlestick, which giveth light to all that are in the house. Even your enemies, as much as they war against your doctrines, will respect you; and when you have gained this much, your simple words will have a power and will carry conviction to hearts.—[Testimonies for the Church 5:396-407](#).

[59]

Chapter 9—The Canvasser and Bible Work

Letters have been received by me, making inquiries in regard to the duties of the canvasser. Some have said that in visiting the people they have found favorable opportunities for presenting the truth for this time, and have almost been forced into giving Bible readings. These opportunities they could not conscientiously neglect. On the other hand, letters come saying that our canvassers are neglecting their work in order to give Bible readings upon doctrinal subjects, and that the prejudice aroused by these readings has made it difficult for the canvasser to deliver his books; and some are asking counsel in regard to these matters.

Not to Dwell upon Doctrinal Subjects

We think that there is truth in both the statements—that canvassers find favorable opportunities for leading the people to a better understanding of the Bible, and that, because of the way in which they meet these opportunities, prejudice is aroused, and the work hindered. When the canvasser enters upon his work, he should not allow himself to be diverted, but should intelligently keep to the point with all diligence. And yet while he is faithful in his canvassing, he should not neglect opportunities to help those who are seeking for light and who need the consolation of the Scriptures. If the canvasser walks with God, if he prays for heavenly wisdom that he may do good and only good in his labor, he will be quick to discern the needs of those with whom he comes in contact. He [60] will make the most of his opportunities to draw souls to Christ, not dwelling upon doctrinal subjects, but upon the love of God, upon His mercy and goodness in the plan of salvation. In the spirit of Christ he will be ready to speak a word in season to him that is weary.

The great need of the soul is to know God and Jesus Christ, whom He has sent. The Bible abounds in practical lessons, which the canvasser may safely present. If he can by this means impart a

knowledge of practical religion, he will be feeding the people, who need just such precious food.

Need of Divine Guidance

The claims of God are to be ever before us. We should never forget that we are to give an account for the deeds done in the body. Weighted with this thought, canvassers will watch for souls, and their prayer will go forth from unfeigned lips for wisdom to speak a word in season to those in need of help. Such workers will continually be elevating and purifying the soul through obedience to the truth. They will have a true sense of the value of the soul, and will make the most of every opportunity to make known the riches of the grace of Christ. Let the canvasser go forth with the prayer upon his lips, "Lord, what wilt Thou have me to do?" Let him labor as in the sight of God, and in the presence of heavenly angels; let him desire in all things to be approved by God; and his work will not be fruitless.

Less Controversy, More of Christ

We need far less controversy, and far more presentation of Christ. Our Redeemer is the center of all our faith and hope. Those who can present His matchless love, and inspire hearts to give Him their best and holiest affections, are doing work that is great and holy. By diligence in canvassing, by faithfully presenting to the people the cross of Calvary, the canvasser doubles his usefulness.

[61]

The Names of Jesus in Tenderness

But while we present these methods of work, we can not lay out an undeviating line for every one to follow. Circumstances alter cases. God will impress those who are longing for guidance. He will say to His human agent, "Speak to this one or that one of the love of Jesus." No sooner is the name of Jesus mentioned in love and tenderness than angels of God draw near, to soften and subdue the heart.

Speak of Christ's Love

Often doctrinal subjects are presented with no special effect; for men expect others to press upon them their doctrines; but when the matchless love of Christ is dwelt upon, His grace impresses the heart. There are many who are sincerely seeking for light, who know not what they must do to be saved. Oh, tell them of the love of God, of the sacrifice made on Calvary's cross to save the perishing! Tell them to place their will on the side of God's will; and "if any man will do His will, he shall know of the doctrine, whether it be of God." [John 7:17](#).

When They Behold Christ

[62] No one can be a successful soul winner till he himself has settled the question of surrender to God. We are individually to put on the Lord Jesus Christ. To each one of us He must become wisdom, righteousness, sanctification, and redemption. When our faith lays hold upon Christ as our personal Saviour, we shall place Him before others in a new light. And when the people behold Christ as He is, they will not wrangle over doctrines; they will flee to Him for pardon, purity, and eternal life.

The Difficulty Most Dreaded

The difficulty most to be dreaded is that the canvasser who meets these inquiring souls has not himself been converted; that he does not himself know by experience the love of Christ which passes knowledge. If he himself has not this knowledge, how can he tell others the precious old, old story? The people need to be taught the very essence of true faith, the way to accept Christ and to confide in Him as their personal Saviour. They need to know how they may follow His steps whithersoever He goes. Let the feet of the worker follow step by step the footprints of Jesus, and mark out no other way in which to proceed heavenward.

Soul Brought to Jesus in Safe Keeping

When a soul has been brought to Christ through this personal labor, leave the surrendered, humbled heart for God to work with; let God urge upon him just such service as He sees fit. God has promised that His grace shall be sufficient for everyone who will come unto Him. Those who surrender to Jesus, who open the door of the heart and invite Him in, will be in safekeeping. He says, “I am the way, the truth, and the life.” [John 14:6](#). Possessing Jesus, they will possess truth. They will be complete in Him. [63]

Draw Men to the Redeemer

Many professed Christians have broken away from Christ, the great center, and they make themselves a center; but if they would be successful in attracting others to the Saviour, they must themselves flee back to Him, and realize their utter dependence upon His grace. Satan has tried to the uttermost to sever the chain that unites men to God; he desires to bind their souls to his own car, and make them slaves in his service; but we are to work against him, and drawn men to the Redeemer.

Be Faithful Students

Let canvassers be faithful students, learning how to make their work successful; and while thus employed, let them keep their eyes and ears and understanding open to receive wisdom from God, that they may know how to help those who are perishing for lack of a knowledge of Christ. Let every worker concentrate his energies and use his powers for the highest of all service, to recover men from the snare of Satan and bind them to God, making the chain of dependence through Jesus Christ fast to the throne encircled with the rainbow of promise.—[Manual for Canvassers, 35-39](#).

Means of Quickly Giving the Message

The work of bookmaking is a grand and good work; but it has not always stood in the high and holy position that God designed it should occupy, because self has been interwoven with the work of [64]

some who have engaged in it. The book work should be the means of quickly giving the sacred light of present truth to the world. The publications that come forth from our presses today are to be of such a character as to strengthen every pin and pillar of the faith that was established by the word of God and by the revelations of His Spirit.

The truth that God has given for His people in these last days should keep them firm when there come into the church those who present false theories. The truth that has stood firm against the attacks of the enemy for more than half a century must still be the confidence and comfort of God's people.

Our evidence to nonprofessors that we have the truth of the word of God will be given in a life of strict self-denial. We must not make a mockery of our faith, but ever keep before us the example of Him who, though He was the Prince of heaven, stooped to a life of self-denial and sacrifice to vindicate the righteousness of His Father's word. Let us each resolve to do our best, that the light of our good works may shine forth to the world.—[Testimonies for the Church 9:69, 70](#).

Chapter 10—Finance

[65]

The work is halting because gospel principles are not obeyed by those who claim to be following Christ. The loose way in which some canvassers, both old and young, have performed their work shows that they have important lessons to learn. Much haphazard work has been presented before me. Some have trained themselves in deficient habits, and this deficiency has been brought into the work of God. The tract and missionary societies have been deeply involved in debt through the failure of canvassers to meet their indebtedness. Canvassers have felt that they were ill-treated if required to pay promptly for the books received from the publishing houses. Yet to require prompt remittal is the only way to carry on business.

Door Closed and Barred

Matters should be so arranged that canvassers shall have enough to live on without overdrawing. This door of temptation must be closed and barred. However honest a canvasser may be, circumstances will arise in his work which will be to him a sore temptation.

Laziness and indolence are not the fruit borne upon the Christian tree. No soul can practice prevarication or dishonesty in handling the Lord's goods and stand guiltless before God. All who do this are in action denying Christ. While they profess to keep and teach God's law, they fail to maintain its principles.

The Lord's goods should be handled with faithfulness. The Lord has entrusted men with life and health and reasoning powers, He has given them physical and mental strength to be exercised; and should not these gifts be faithfully and diligently employed to His name's glory? Have our brethren considered that they must give an account for all the talents placed in their possession? Have they traded wisely with their Lord's goods, or have they spent His substance recklessly, and are they written in heaven as unfaithful servants? Many are spending their Lord's money in riotous enjoyment, so called; they

[66]

are not gaining an experience in self-denial, but spending money on vanities, and are failing to bear the cross after Jesus. Many who were privileged with precious, God-given opportunities have wasted their lives and are now found in suffering and want.

God calls for decided improvement to be made in the various branches of the work. The business done in connection with the cause of God must be marked with greater precision and exactness. There has not been firm, decided effort to bring about essential reform.—[Testimonies for the Church, 6:337-338](#).

Canvassers Expect to Be Helped

[67] When they get into difficulty, some canvassers expect that money is to be drawn from the treasury to help them out, only to get into strait places again, and again to require help. Those who are stewards of the means in the treasury must keep a sharp lookout to see that the supply is not exhausted by these drafts. When men cannot by canvassing bring into the treasury every dollar that belongs to it rightly, let them stop just where they are. They should not engage in canvassing unless they can bring means into the treasury, instead of robbing it.

Not to Incur Debt

All must practice economy. No worker should manage his affairs in a way to incur debt. The practice of drawing money from the treasury before it is earned, is a snare. In this way the resources are limited, so that laborers cannot be supported in missionary work. When one voluntarily becomes involved in debt, he is entangling himself in one of Satan's nets which he sets for souls.—[Manual for Canvassers, 65](#).

Chapter 11—The Power of the Truth to Convict and Convert Souls [68]

It is through the transforming influence of divine grace on human hearts that the power of the word of truth is revealed. The message, proclaimed in regions where it has not yet been heard, makes an impression on hearts. It seems to have greater power in transforming character than when presented to those who are familiar with its office work. Truth has little power on the hearts of those who walk contrary to it for advantage to themselves—those who follow a course opposed to its principles. Such ones profess to believe the Word of God, but they give no evidence that they are sanctified by it.

The truth is to take possession of the will of those who have never before heard it. They will see the sinfulness of sin, and their repentance will be thorough and sincere. The Lord will work upon hearts that in the past have not been appealed to, hearts that heretofore have not seen the enormity of sin.

Christ the Only Successful Antagonist

Christ is the only successful antagonist that sin has ever encountered. Let the full light of his life stream into the souls of those who are in darkness. Under the direct power of the gospel thousands have been converted in a day.

Sinners Converted

When a sinner becomes sensible of the fact that only through Christ can he gain eternal life; when he realizes that obedience to God's Word is the condition of entrance into the kingdom of God; when he sees Christ as the propitiation for sin, he comes to the Saviour in humility and contrition, confessing his sins and seeking forgiveness. His soul is impressed with a sense of the majesty and glory of God. The blessedness of an eternal life of peace and joy and purity is felt so deeply that an entire surrender is made. [69]

Sinners Become Workers

I am instructed to say that some who outwardly appear the most fully given to sin will, when light flashes into the soul, make most successful workers in places where there are just such sinners as they themselves once were.

Written for Canvassers

I write this because those engaged in canvassing work and in house-to-house labor often meet men and women who are coarse and forbidding in outward appearance, but who, if won to the truth, will be among its most loyal and stanch adherents. The spirit of truth is indeed of value in any church. Those whom the Lord uses may not always have outward polish, but if they have integrity of character, the Lord accounts them precious.

Principles of Strictest Integrity

[70] As the end draws near, the work of God is to increase in full strength and purity and holiness. The workers are to be filled with love for God and for one another. They are to cherish principles of the strictest integrity. When the true keynote is struck, God will reveal himself as a God of mercy and love. Angels of heaven will draw near to the members of the church on earth to aid them in their necessity. Let us ever remember that we are laborers together with God. In this heavenly union we shall carry forward his work with completeness, with singing and rejoicing. In every soul will be kindled the fire of holy zeal. Company after company will leave the dark standard of the foe to come up to the help of the Lord, to the help of the Lord against the mighty.

Must Gain Deeper Experience

God's workers must gain a far deeper experience. If they will surrender all to him, he will work mightily for them. They will plant the standard of truth upon fortresses till then held by Satan, and with shouts of victory take possession of them. They bear the scars of

battle, but there comes to them the comforting message that the Lord will lead them on, conquering and to conquer.

The World Will Be Changed

When God's servants with consecrated zeal co-operate with divine instrumentalities, the state of things that exists in this world will be changed, and soon the earth will with joy receive her King. Then "they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars forever and ever." [Daniel 12:3.—Review and Herald, September 17, 1903.](#)

Chapter 12—Unity of Effort

Health Books to Be Sold

Perfect unity should exist among the workers who handle the books that are to flood the world with light. Wherever the canvassing work is presented among our people, let both the health books and the religious books be presented together as parts of a united work. The relation of the religious and the health books is presented to me as illustrated by the union of the warp and the woof to form a beautiful pattern and a perfect piece of work.

Equally Important

In the past the health books have not been handled with the interest which their importance demands. Though by a large class they have been highly appreciated, yet many have not thought it essential that they should go to the world. But what can be a better preparation for the coming of the Lord and for the reception of other truths essential to prepare a people for His coming than to arouse the people to see the evils of this age and to stir them to reformation from self-indulgent and unhealthful habits? Is not the world in need of being aroused on the subject of health reform? Are not the people in need of the truths presented in the health books? A different sentiment from that which has heretofore prevailed regarding the health works should be entertained by many of our canvassers in the field.

[72] Divisions and distinct parties should not be seen among our canvassers and general agents. All should be interested in the sale of the books treating upon the health question as well as in the sale of the distinctively religious works. The line is not to be drawn that certain books only are to occupy the attention of the canvassers. There must be perfect unity, a well-balanced, symmetrical development of the work in all its parts.

Not to Be Treated with Indifference

The indifference with which the health books have been treated by many is an offense to God. To separate the health work from the great body of the work is not in His order. Present truth lies in the work of health reform as verily as in other features of gospel work. No one branch when separated from others can be a perfect whole.

To Be an Entering Wedge

The gospel of health has able advocates, but their work has been made very hard because so many ministers, presidents of conferences, and others in positions of influence have failed to give the question of health reform its proper attention. They have not recognized it in its relation to the work of the message as the right arm of the body. While very little respect has been shown to this department by many of the people, and by some of the ministers, the Lord has shown His regard for it by giving it abundant prosperity. When properly conducted, the health work is an entering wedge, making a way for other truths to reach the heart. When the third angel's message is received in its fullness, health reform will be given its place in the councils of the conference, in the work of the church, in the home, at the table, and in all the household arrangements. Then the right arm will serve and protect the body. [73]

Not to Take the Place of the Message

But while the health work has its place in the promulgation of the third angel's message, its advocates must not in any way strive to make it take the place of the message. The health books should occupy their proper position, but the circulation of these books is only one of many lines in the great work to be done. The glowing impressions sometimes given to the canvasser in regard to the health books must not result in excluding from the field other important books that should come before the people. Those who have charge of the canvassing work should be men who can discern the relation of each part of the work to the great whole. Let them give due attention to the circulation of the health books, but not make this line so prominent as to draw men away from other lines of vital interest,

thus excluding the books that bear the special message of truth to the world.

[74] Just as much education is necessary for the handling of the religious books as for the handling of those treating upon the question of health and temperance. Just as much should be said in regard to the work of canvassing for books containing spiritual food, just as much effort should be made to encourage and educate workers to circulate the books containing the third angel's message, as is said and done to develop workers for the health books. The one class of books will always make a place for the other. Both are essential, and both should occupy the field at the same time. Each is the complement of the other and can in nowise take its place. Both treat on subjects of highest value, and both must act their part in the preparation of the people of God for these last days. Both should stand as present truth to enlighten, to arouse, to convince. Both should blend in the work of sanctifying and purifying the churches that are looking and waiting for the coming of the Son of God in power and great glory.

Let each publisher and general agent work enthusiastically to encourage the agents now in the field and to hunt up and train new workers. Let each strengthen and build up the work as much as possible without weakening the work of others. Let all be done in brotherly love and without selfishness.—[Testimonies for the Church 6:326-328](#).

Chapter 13—Frivolous and Exciting Literature

[75]

The world is deluged with books that might better be consumed rather than circulated. Books upon Indian warfare and similar topics, published and circulated as a money-making scheme, might better never be read. There is a satanic fascination in these books. The heart-sickening relation of crimes and atrocities has a bewitching power upon many youth, exciting in them the desire to bring themselves into notice, even by the most wicked deeds. There are many works more strictly historical whose influence is little better. The enormities, the cruelties, the licentious practices, portrayed in these writings, have acted as leaven in many minds, leading to the commission of similar acts. Books that delineate the satanic deeds of human beings are giving publicity to evil works. The horrible details of crime and misery need not be lived over, and none who believe the truth for this time should act a part in perpetuating their memory.

Love stories and frivolous and exciting tales constitute another class of books that is a curse to every reader. The author may attach a good moral, and all through his work may weave religious sentiments; yet in most cases Satan is but clothed in angel robes, the more effectually to deceive and allure. The mind is affected in a great degree by that upon which it feeds. The readers of frivolous, exciting tales become unfitted for the duties lying before them. They lead an unreal life, and have no desire for useful employment, and no desire to search the Scriptures, to feed upon the heavenly manna. The mind is enfeebled, and loses its power to contemplate the great problems of duty and destiny.

[76]

I have been instructed that the youth are exposed to the greatest peril from improper reading. Satan is constantly leading both the youth and those of mature age to be charmed with worthless stories. Could a large share of the books published be consumed, a plague would be stayed that is doing a fearful work in weakening the mind and corrupting the heart. None are so confirmed in right principles

as to be secure from temptation. All this trashy reading should be resolutely discarded.

We have no permission from the Lord to engage in either the printing or the sale of such literature, for it is the means of destroying many souls. I know of what I am writing; for this matter has been opened before me. Let not those who believe the truth engage in this work, thinking to make money. The Lord will put a blight upon the means thus obtained; He will scatter more than is gathered.—[Manual for Canvassers, 51-53.](#)

Chapter 14—Prices of Our Publications

[77]

Some things of grave importance have not been receiving due attention at our offices of publication. Men in responsible positions should have worked up plans whereby our books could be circulated and not lie on the shelves, falling dead from the press. Our people are behind the times and are not following the opening providence of God.

Many of our publications have been thrown into the market at so low a figure that the profits are not sufficient to sustain the office and keep good a fund for continual use. And those of our people who have no special burden of the various branches of the work at Battle Creek and Oakland do not become informed in regard to the wants of the cause and the capital required to keep the business moving. They do not understand the liability to losses and the expense every day occurring to such institutions. They seem to think that everything moves off without much care or outlay of means, and therefore they will urge the necessity of the lowest figures on our publications, thus leaving scarcely any margin. And after the prices have been reduced to almost ruinous figures, they manifest but a feeble interest in increasing the sales of the very books on which they have asked such low prices. The object gained, their burden ceases, when they ought to have an earnest interest and a real care to press the sale of the publications, thereby sowing the seeds of truth and bringing means into the offices to invest in other publications.

There has been a very great neglect of duty on the part of ministers in not interesting the churches in the localities where they labor, in regard to this matter. When once the prices of books are reduced, it is a very difficult matter to get them again upon a paying basis, as men of narrow minds will cry, Speculation, not discerning that no one man is benefited, and that God's instrumentalities must not be crippled for want of capital. Books that ought to be widely circulated are lying useless in our offices of publication because there is not interest enough manifested to get them circulated.

[78]

The press is a power; but if its products fall dead for want of men who will execute plans to widely circulate them, its power is lost. While there has been a quick foresight to discern the necessity of laying out means in facilities to multiply books and tracts, plans to bring back the means invested so as to produce other publications, have been neglected. The power of the press, with all its advantages, is in their hands; and they can use it to the very best account, or they can be half asleep and through inaction lose the advantages which they might gain. By judicious calculation they can extend the light in the sale of books and pamphlets. They can send them into thousands of families that now sit in the darkness of error.—[Testimonies for the Church, 4:388, 389.](#)

Chapter 15—Our Books to Be Sold and Read

[79]

Hundreds of Men Needed

Other publishers have regular systems of introducing into the market books of no vital interest. “The children of this world are in their generation wiser than the children of light.” [Luke 16:8](#). Golden opportunities occur almost daily where the silent messengers of truth might be introduced into families and to individuals; but no advantage is taken of these opportunities by the indolent, thoughtless ones. Living preachers are few. There is only one where there should be a hundred. Many are making a great mistake in not putting their talents to use in seeking to save the souls of their fellow men. Hundreds of men should be engaged in carrying the light all through our cities, villages, and towns. The public mind must be agitated. God says: Let light be sent out into all parts of the field. He designs that men shall be channels of light, bearing it to those who are in darkness.

Not from the Floating Element

Missionaries are wanted everywhere. In all parts of the field canvassers should be selected, not from the floating element in society, not from among men and women who are good for nothing else and have made a success of nothing, but from among those who have good address, tact, keen foresight, and ability. Such are needed to make a success as colporteurs, canvassers, and agents. Men suited to this work undertake it, but some injudicious minister will flatter them that their gift should be employed in the desk instead of simply in the work of the colporteur. Thus this work is belittled. They are influenced to get a license to preach; and the very ones who might have been trained to make good missionaries to visit families at their homes and talk and pray with them are caught up to make poor ministers; and the field where so much labor is needed, and where so much good might be accomplished for the cause, is neglected. The

[80]

efficient colporteur, as well as the minister, should have a sufficient remuneration for his services if his work is faithfully done.

Most Important Work

If there is one work more important than another, it is that of getting our publications before the public, thus leading them to search the Scriptures. Missionary work—introducing our publications into families, conversing, and praying with and for them—is a good work and one which will educate men and women to do pastoral labor.

Not Every One Fitted

Everyone is not fitted for this work. Those of the best talent and ability, who will take hold of the work understandingly and systematically, and carry it forward with persevering energy, are the ones who should be selected. There should be a most thoroughly organized plan; and this should be faithfully carried out. Churches in every place should feel the deepest interest in the tract and missionary work.

[81]

Dress and Manners

We now have great facilities for spreading the truth; but our people are not coming up to the privileges given them. They do not in every church see and feel the necessity of using their abilities in saving souls. They do not realize their duty to obtain subscribers for our periodicals, including our health journal, and to introduce our books and pamphlets. Men should be at work who are willing to be taught as to the best way of approaching individuals and families. Their dress should be neat, but not foppish, and their manners such as not to disgust the people. There is a great want of true politeness among us as a people. This should be cultivated by all who take hold of the missionary work.

Circulation Increases Demand

Our publishing houses should show marked prosperity. Our people can sustain them if they will show a decided interest to

work our publications into the market. But should as little interest be manifested in the year to come as has been shown in the year past, there will be but a small margin to work upon. The wider the circulation of our publications, the greater will be the demand for books that make plain the Scriptures of truth. Many are becoming disgusted with the inconsistencies, the errors, and the apostasy of the churches, and with the festivals, fairs, lotteries, and numerous inventions to extort money for church purposes. There are many who are seeking for light in the darkness. If our papers, tracts, and books, expressing the truth in plain Bible language, could be widely circulated, many would find that they are just what they want. But many of our brethren act as though the people were to come to them or send to our offices to obtain publications, when thousands do not know that they exist.

[82]

Exalt the Value of the Books

God calls upon His people to act like living men and not to be indolent, sluggish, and indifferent. We must carry the publications to the people and urge them to accept, showing them that they will receive much more than their money's worth. Exalt the value of the books you offer. You cannot regard them too highly.—[Testimonies for the Church 4:389-392](#).

Chapter 16—Fragments

Selection of Canvassers

Some are better adapted than others for doing a certain work; therefore it is not correct to think that everyone can be a canvasser. Some have no special adaptability for this work; but they are not, because of this, to be regarded as faithless or unwilling. The Lord is not unreasonable in His requirements. The church is as a garden in which is a variety of flowers, each with its own peculiarities. Though in many respects all may differ, yet each has a value of its own.

God does not expect that with their different temperaments His people will each be prepared for any and every place. Let all remember that there are varied trusts. It is not the work of any man to prescribe the work of any other man contrary to his own convictions of duty. It is right to give counsel and suggest plans; but every man should be left free to seek direction from God, whose he is and whom he serves.

A Preparation for the Ministry

Some men whom God was calling to the work of the ministry have entered the field as canvassers. I have been instructed that this is an excellent preparation if their object is to disseminate light, to bring the truths of God's word directly to the home circle. In conversation the way will often be opened for them to speak of the religion of the Bible. If the work is entered upon as it should be, families will be visited, the workers will manifest Christian [84] tenderness and love for souls, and great good will be the result. This will be an excellent experience for any who have the ministry in view.

Those who are fitting for the ministry can engage in no other occupation that will give them so large an experience as will the canvassing work.

Enduring Hardness

He who in his work meets with trials and temptations should profit by these experiences, learning to lean more decidedly upon God. He should feel his dependence every moment.

No complaint should be cherished in his heart or be uttered by his lips. When successful, he should take no glory to himself, for his success is due to the working of God's angels upon the heart. And let him remember that both in the time of encouragement and the time of discouragement the heavenly messengers are always beside him. He should acknowledge the goodness of the Lord, praising Him with cheerfulness.

Christ laid aside His glory and came to this earth to suffer for sinners. If we meet with hardships in our work, let us look to Him who is the Author and Finisher of our faith. Then we shall not fail nor be discouraged. We shall endure hardness as good soldiers of Jesus Christ. Remember what He says of all true believers: "We are laborers together with God: ye are God's husbandry, ye are God's building." [1 Corinthians 3:9](#).

A Precious Experience

He who takes up the work of canvassing as he should must be both an educator and a student. While he tries to teach others he himself must learn to do the work of an evangelist. As canvassers go forth into the field with humble hearts, full of earnest activity, they will find many opportunities to speak a word in season to souls ready to die in discouragement. After laboring for these needy ones they will be able to say: "Ye were sometimes darkness, but now are ye light in the Lord." [Ephesians 5:8](#). As they see the sinful course of others they can say: "Such were some of you: but ye are washed, but ye are sanctified, but ye are justified in the name of the Lord Jesus, and by the Spirit of our God." [1 Corinthians 6:11](#).

Those who work for God will meet with discouragement, but the promise is always theirs: "Lo, I am with you alway, even unto the end of the world." [Matthew 28:20](#). God will give a most wonderful experience to those who will say: "I believe Thy promise; I will not fail nor become discouraged."

[85]

Reporting

Let those who gain such an experience in working for the Lord write an account of it for our papers, that others may be encouraged. Let the canvasser tell of the joy and blessing he has received in his ministry as an evangelist. These reports should find a place in our papers, for they are far-reaching in their influence. They will be as sweet fragrance in the church, a savor of life unto life. Thus it is seen that God works with those who co-operate with Him.

[86]

Example in Health Reform

In your association with unbelievers do not allow yourselves to be swerved from right principles. If you sit at their table, eat temperately and only of food that will not confuse the mind. Keep clear of intemperance. You cannot afford to weaken your mental or physical powers, lest you become unable to discern spiritual things. Keep your mind in such a condition that God can impress it with the precious truths of His word.

Thus you will have an influence upon others. Many try to correct the lives of others by attacking what they regard as wrong habits. They go to those whom they think in error, and point out defects, but do not put forth earnest, tactful effort in directing the mind to true principles. Such a course often fails of securing the desired results. In trying to correct others we too often arouse their combativeness, and thus do more harm than good. Do not watch others in order to point out their faults or errors. Teach by example. Let your self-denial and your victory over appetite be an illustration of obedience to right principles. Let your life bear witness to the sanctifying, ennobling influence of truth.

Gift of Speech

[87]

Of all the gifts that God has bestowed upon men, none is more precious than the gift of speech. If sanctified by the Holy Spirit, it is a power for good. It is with the tongue that we convince and persuade; with it we offer prayer and praise to God, and with it we convey rich thoughts of the Redeemer's love. By a right use of the

gift of speech the canvasser can sow the precious seeds of truth in many hearts.

A Knowledge of Their Book

Canvassers should thoroughly acquaint themselves with the book they are handling and be able readily to call attention to the important chapters.

Tracts and Pamphlets

The canvasser should carry with him tracts, pamphlets, and small books to give to those who cannot buy. In this way the truth can be introduced into many homes.

Diligence

When the canvasser enters upon his work, he should not allow himself to be diverted, but should intelligently keep to the point with all diligence. And yet, while he is doing his canvassing, he should not be heedless of opportunities to help souls who are seeking for light and who need the consolation of the Scriptures. If the canvasser walks with God, if he prays for heavenly wisdom that he may do good and only good in his labor, he will be quick to discern his opportunities and the needs of the souls with whom he comes in contact. He will make the most of every opportunity for drawing souls to Christ. In the spirit of Christ he will be ready to speak a word to him that is weary.

Doubles Power of Usefulness

[88]

By diligence in canvassing, by faithfully presenting to the people the cross of Calvary, the canvasser doubles his powers of usefulness. But while we present methods of work we cannot lay out an undeviating line in which everyone shall move, for circumstances alter cases. God will impress those whose hearts are open to truth and who are longing for guidance. He will say to His human agent: "Speak to this one or to that one of the love of Jesus." No sooner is

the name of Jesus mentioned in love and tenderness than angels of God draw near to soften and subdue the heart.

Faithful Students

Let canvassers be faithful students, learning how to make their work successful; and while thus employed, let them keep their eyes and ears and understanding open to receive wisdom from God, that they may know how to help those who are perishing for lack of a knowledge of Christ. Let every worker concentrate his energies and use his powers for the highest of all service, to recover men from the snare of Satan and bind them to God, making the chain of dependence through Jesus Christ fast to the throne encircled with the rainbow of promise.—[Testimonies for the Church 6:333-340](#).

Manners

[89] Persons of uncouth manners are not fitted for this work. Men and women who possess tact, good address, keen foresight, and discriminating minds, and who feel the value of souls, are the ones who can be successful.

Willing to Be Taught

Men should be at work who are willing to be taught as to the best way of approaching individuals and families. Their dress should be neat, but not foppish, and their manner such as not to disgust the people. Among us as a people there is a great lack of true politeness. Much is gained by courtesy.

The Work Elevating

The work of the colporteur is elevating and will prove a success if he is honest, earnest, and patient, steadily pursuing the work he has undertaken. His heart must be in the work. He must rise early and work industriously, putting to proper use the facilities God has given him. Difficulties must be met. If confronted with unceasing perseverance, they will be overcome. The worker may continually

be forming a symmetrical character. Great characters are formed by little acts and efforts.

Two and Two

Canvassers should be sent out two and two. Inexperienced workers should be sent out with those of more experience, who can give them help. They can converse together and study the word of life together, praying with and for each other. Thus both the younger and the elder Christian will receive the blessing of God.

The Very Work

[90]

Canvassers should be impressed with the fact that the canvassing work is the very work the Lord desires them to do. They should remember that they are in the service of God.

Instruction Must Be Given

Painstaking effort is required; instruction must be given; a sense of the importance of the work must be kept before the workers. All must cherish the spirit of self-denial and self-sacrifice that has been exemplified in the life of our Redeemer.

Sixth of Isaiah

Let canvassers read the sixth chapter of Isaiah, and take its lesson home to their hearts:

“Then said I, Woe is me! for I am undone; because I am a man of unclean lips, and I dwell in the midst of a people of unclean lips; for mine eyes have seen the King, the Lord of hosts. Then flew one of the seraphims unto me, having a live coal in his hand, which he had taken with the tongs from off the altar; and he laid it upon my mouth, and said, ‘Lo, this hath touched thy lips; and thine iniquity is taken away, and thy sin purged.’ Also I heard the voice of the Lord, saying, ‘Whom shall I send, and who will go for us?’ Then said I, ‘Here am I; send me.’” [Isaiah 6:5-8](#).

Those Whose Hearts Are Humble

[91] This representation will be acted over and over again. The Lord desires to have many take part in this grand work, those who are consecrated, whose hearts are humble, and who are willing to engage in any line that demands their service.—[Manual for Canvassers, 15-19](#).

Speak Clearly

The canvasser who can speak clearly and distinctly about the merits of the book he is introducing, will find this a great help to him in securing a subscription. He may have opportunity to read a chapter; and by the music of his voice and the emphasis placed on the words, he can make the scene presented stand out as clearly before the mind of the listener as if it could in reality be seen.

Indispensable Qualification

The ability to speak clearly and distinctly, in full, round tones, is invaluable in any line of work. This qualification is indispensable in those who desire to become ministers, evangelists, Bible-workers, or canvassers. Those who are planning to enter these lines should be taught to use the voice in such a way that when they speak to people about the truth, it will make a decided impression for good. The truth must not be marred by being communicated through defective utterance.

Canvassers Should Remember

[92] Do not, because you are among unbelievers, become careless in your words; for they are taking your measure. Study the instruction given to Nadab and Abihu, the sons of Aaron. They “offered strange fire before the Lord, which He commanded them not.” Taking common fire they placed it upon their censers. “And there went out fire from the Lord, and devoured them, and they died before the Lord. Then Moses said unto Aaron, This is it that the Lord spake, saying, I will be sanctified in them that come nigh Me, and before all the people I will be glorified.” [Leviticus 10:1-3](#). Canvassers should

remember that they are working with the Lord to save souls, and that they are to bring no commonness or cheapness into His sacred service. Let the mind be filled with pure, holy thoughts, and let the words be well chosen. Hinder not the success of your work by uttering light, careless words.—[Manual for Canvassers, 23, 24.](#)

Tell Them with Simplicity

Men and women are wandering in the mist and fog of error. They want to know what is truth. Tell them, not in high-flown language, but with the simplicity of the children of God.—[Manual for Canvassers, 39, 40.](#)

Humble Prayer

Satan is on your track. He is an artful opponent, and the malignant spirit which you meet in your work is inspired by him. Those whom he controls echo his words. If the veil could be rent away from their eyes, those thus worked would see Satan plying all his arts to win them from the truth. In rescuing souls from his devices, far more will be accomplished by Christlike, humble prayer than by many words without prayer.—[Manual for Canvassers, 40.](#)

Soul Uplifted

The workers should keep the soul constantly uplifted to God in prayer. They are never alone.

If they have faith in God, if they realize that to them is committed [93] the work of giving to the people light on Bible subjects, they constantly enjoy the companionship of Christ.—[Manual for Canvassers, 40.](#)

Canvassing a Preparation for the Ministry

There are more difficulties in this work than in some other branches of business; but the lessons learned, the tact and discipline acquired, will fit you for other fields of usefulness, where you can minister to souls. Those who poorly learn their lesson, and are careless and abrupt in approaching persons, would show the same

want of tact and skill in dealing with minds, should they enter the ministry.

Prayer With Families

Missionary work—introducing our publications into families, conversing and praying with and for them—is a work that will educate men and women to do pastoral labor.

In evangelistic canvassing, young men may become better prepared for ministerial labor than by spending many years in school. Those who are fitting for the ministry can engage in no other occupation that will give them so large an experience as will the canvassing work.

Induced by Financial Prospects

[94] But many are attracted into the canvassing work to sell books and pictures that do not express our faith, and do not give light to the purchaser. They are induced to do this because the financial prospects are more flattering than those that can be offered them as licentiates. These persons are obtaining no special fitness for the gospel ministry. They are not gaining that experience which would fit them for the work. They are not learning to bear the burden of souls and daily obtaining a knowledge of the most successful way of winning people to the truth. They are losing time and opportunities.

Worldly Stamp of Character

These men are frequently turned aside from the convictions of the Spirit of God, and receive a worldly stamp of character, forgetting how much they owe to the Lord, who gave His life for them. They use their powers for their own selfish interests, and refuse to labor in the vineyard of the Lord.—[Manual for Canvassers, 41-43.](#)

Not All to Work for One Book

It has been urged as the best policy that only one book at a time should have a place in the canvassing field—that all the canvassers should work for the same book. Could this be done, it would not be

wise nor expedient. No one book should be carried exclusively and kept before the public as if it could supply every demand for this time. If the Lord has light for His people, brought out in different ways in various books, who shall venture to put up barriers so that the light shall not be diffused throughout the world? The Lord desires our brethren to devise plans so that the light He has given shall not be hid in our publishing-houses, but shall shine forth to enlighten all who will receive it. [95]

Wrong Principles

If our canvassers are controlled by the spirit of financial gain, if they circulate the book upon which they can make the most money, to the neglect of others that the people need, I ask, In what sense is theirs a missionary work? Where is the missionary spirit, the spirit of self-sacrifice? The work of the intelligent, God-fearing canvasser has been represented as equal to that of the gospel minister. Then should the canvasser feel at liberty, any more than the minister, to act from selfish motives? Should he be unfaithful to the principles of missionary work, and sell only those books that are cheapest and easiest to handle, neglecting to place before the people books which will give most light, because by so doing he can earn more money for himself? How is the missionary spirit revealed here? Has not the canvassing work ceased to be what it should be? How is it that no voice is raised to correct this state of things?

Papers, Tracts, and Pamphlets

No canvasser should exalt the book for which he is working above others that set forth the truth for this time. Should our canvassers drop all but one book, and concentrate their energies on that, the work would not be carried on according to God's plan. Minds are not constituted alike, and what might be food for one might fail to attract another; therefore, books should be in the field treating in a variety of ways the special subjects for this time. It will be necessary for the canvasser to make a wise selection. Let no one who is doing the work of God become narrow and short-sighted. The Lord has many instrumentalities through which He designs to [96]

work. When one book is exalted above another, there is danger that the very work best adapted to give light to the people will be crowded out. There is no need of contrasting different books, and judging as to which will do the most good. God has a place for all the voices and all the pens that He has inspired to utterance for Him. It will be difficult for some minds to fathom our most difficult works, and a simpler way of putting the truth will reach them more readily. Let the leading workers encourage the weaker ones, and show an equal interest in every one of the instrumentalities set in motion to prepare a people for the day of the Lord. Some would receive more benefit from papers and tracts than from books. Papers, tracts, and pamphlets that dwell upon Bible lessons, all need attention in the canvassing work, for they are as little wedges that open the way for larger works.—[Manual for Canvassers, 47-49.](#)

Be Helpful

When staying at the homes of the people, share the burdens of the household. Be thoughtful enough to keep the water bucket filled. Help the tired father do the chores. Take an interest in the children. Be considerate. Work in humility, and the Lord will work with you.—[The Review and Herald, November 11, 1902.](#)

[97]

Worked by the Holy Spirit

Let canvassing evangelists give themselves up to be worked by the Holy Spirit. Let them by persevering prayer take hold of the power which comes from God, trusting in Him in living faith. His great and effectual influence will be with every true, faithful worker.—[Testimonies for the Church 6:340.](#)

Our Work

We are fast approaching the end. The printing and circulation of the books and papers that contain the truth for this time are to be our work.—[Testimonies for the Church 8:89.](#)

Those Whom God Can Use

In choosing men and women for His service, God does not ask whether they possess learning or eloquence or worldly wealth. He asks: “Do they walk in such humility that I can teach them My way? Can I put My words into their lips? Will they represent Me?”

God can use every person just in proportion as He can put His Spirit into the soul-temple. The work that He will accept is the work that reflects His image. His followers are to bear, as their credentials to the world, the ineffaceable characteristics of His immortal principles.—[Testimonies for the Church 7:144](#).

Angels’ Companionship

Those who labor for the good of others are working in union with the heavenly angels. They have their constant companionship, their unceasing ministry. Angels of light and power are ever near to protect, to comfort, to heal, to instruct, to inspire. The highest education, the truest culture, the most exalted service possible to human beings in this world, are theirs.—[Gospel Workers, 515](#).

[98]

By Prayer and Song

The work of the canvasser-evangelist, whose heart is imbued with the Holy Spirit, is fraught with wonderful possibilities for good. The presentation of the truth, in love and simplicity, from house to house, is in harmony with the instruction that Christ gave His disciples when He sent them out on their first missionary tour. By songs of praise, by humble, heartfelt prayers, many will be reached. The divine Worker will be present to send conviction to hearts. “I am with you always,” is His promise. With the assurance of the abiding presence of such a helper we may labor with faith and hope and courage.

From City to City

From city to city, from country to country, they are to carry the publications containing the promise of the Saviour’s soon coming. These publications are to be translated into every language, for to

all the world the gospel is to be preached. To every worker Christ promises the divine efficiency that will make his labors a success.—[Testimonies for the Church 9:34](#).

Circulate the Publications

[99] In the night of March 2, 1907, many things were revealed to me regarding the value of our publications on present truth and the small effort that is being made by our brethren and sisters in the churches for their wide circulation.

Forces of Evil Gathering Strength

I have been repeatedly shown that our presses should now be constantly employed in publishing light and truth. This is a time of spiritual darkness in the churches of the world. Ignorance of divine things has hidden God and the truth from view. The forces of evil are gathering in strength. Satan flatters his co-workers that he will do a work that will captivate the world. While partial inactivity has come upon the church, Satan and his hosts are intensely active. The professed Christian churches are not converting the world; for they are themselves corrupted with selfishness and pride, and need to feel the converting power of God in their midst before they can lead others to a purer or higher standard.—[Testimonies for the Church 9:65](#).

As Long as Probation Lasts

[100] As long as probation continues, there will be opportunity for the canvasser to work. When the religious denominations unite with the papacy to oppress God's people, places where there is religious freedom will be opened by evangelistic canvassing. If in one place the persecution becomes severe, let the workers do as Christ has directed. "When they persecute you in this city, flee ye into another." If persecution comes there, go to still another place. God will lead His people, making them a blessing in many places. Were it not for persecution they would not be so widely scattered abroad to proclaim the truth. And Christ declares: "Ye shall not have gone over the cities of Israel, till the Son of man be come." [Matthew 10:23](#). Until

in heaven is spoken the word, “It is finished,” there will always be places for labor, and hearts to receive the message.—[Testimonies for the Church 6:478](#).

Books and Periodicals

The great and wonderful work of the last gospel message is to be carried on now as it has never been before. The world is to receive the light of truth through an evangelizing ministry of the word in our books and periodicals. Our publications are to show that the end of all things is at hand. I am bidden to say to our publishing houses: “Lift up the standard; lift it up higher. Proclaim the third angel’s message, that it may be heard by all the world. Let it be seen that ‘here are they that keep the commandments of God, and the faith of Jesus.’ [Revelation 14:12](#). Let our literature give the message as a witness to all the world.”

Books That Deal with Bible Subjects

Our workers should now be encouraged to give their first attention to books that deal with the evidences of our faith—books that teach the doctrines of the Bible and that will prepare a people to stand in the trying times before us. Having brought a people to the enlightenment of the truth by prayerful labor in Bible instruction, and through a wise use of our publications, we are to teach them to become laborers in word and doctrine. We are to encourage them to scatter the books that deal with Bible subjects—books the teachings of which will prepare a people to stand, having their loins girded with truth and their lamps burning. [101]

Preach by Books and Periodicals

We have been asleep, as it were, regarding the work that may be accomplished by the circulation of well-prepared literature. Let us now, by the wise use of periodicals and books, preach the word with determined energy, that the world may understand the message that Christ gave to John on the Isle of Patmos. Let every human intelligence who professes the name of Christ testify: “The end of all things is at hand; prepare to meet thy God.” [Amos 4:12](#).

Publications to Go Everywhere

Our publications should go everywhere. Let them be issued in many languages. The third angel's message is to be given through this medium and through the living teacher. You who believe the truth for this time, wake up. It is your duty now to bring in all the means possible to help those who understand the truth to proclaim it. Part of the money that comes in from the sale of our publications should be used to increase our facilities for the production of more literature that will open blind eyes and break up the fallow ground of the heart.

Danger of Commercialism

[102] There is danger of entering into commercialism and becoming so engrossed in worldly business that the truths of the word of God in their purity and power will not be brought into the life. The love of trade and gain is becoming more and more prevalent. My brethren, let your souls be truly converted. If ever there was a time when we needed to understand our responsibilities, it is now, when truth is fallen in the streets and equity cannot enter. Satan has come down with great power to work with all deceivableness of unrighteousness in them that perish; and everything that can be shaken will be shaken, and those things that cannot be shaken will remain. The Lord is coming very soon, and we are entering into scenes of calamity. Satanic agencies, though unseen, are working to destroy human life. But if our life is hid with Christ in God, we shall see of His grace and salvation. Christ is coming to establish His kingdom on the earth. Let our tongues be sanctified and used to glorify Him. Let us work now as we have never worked before. We are exhorted to "be instant in season, out of season." [2 Timothy 4:2](#). We are to make openings for the presentation of the truth. We are to improve every opportunity of drawing souls to Christ.

Speak of a Saviour's Love

As a people we are to be reconverted, our lives sanctified to declare the truth as it is in Jesus. In the work of scattering our publications, we can speak of a Saviour's love from a warm and

throbbing heart. God alone has the power to forgive sins; if we do not speak this message to the unconverted, our neglect may prove their ruin. Blessed, soul-saving Bible truths are published in our papers. There are many who can help in the work of selling our periodicals. The Lord calls upon all of us to seek to save perishing souls. Satan is at work to deceive the very elect, and now is our time to work with vigilance. Our books and papers are to be brought before the notice of the people; the gospel of present truth is to be given to our cities without delay. Shall we not arouse to our duties?—[Testimonies for the Church 9:61-63](#). [103]

Young Men Who Volunteer

Christ calls for young men who will volunteer to carry the truth to the world. Men of spiritual stamina are wanted, men who are able to find work close at hand, because they are looking for it. The church needs new men to give energy to the ranks, men for the times, able to cope with its errors, men who will inspire with fresh zeal the flagging efforts of the few laborers, men whose hearts are warm with Christian love, and whose hands are eager to go about their Master's work.

Continual Reliance upon God

When there is a continual reliance upon God, a continual practice of self-denial, the workers will not sink into discouragement. They will not worry. They will remember that in every place there are souls of whom the Lord has need, and whom the devil is seeking, that he may bind them fast in the slavery of sin of disregard for the law of God.—[Manual for Canvassers, 22, 23](#).