

# Columbia Union Visitor

"THEY REHEARSED ALL THINGS THAT GOD HAD DONE WITH THEM"

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## Origin of the Scholarship Plan

Little more than a decade ago, there were simultaneously, in many different sections of the country, plans being carried out to aid the student or the would-be-student in selling our denominational literature to the end that he might have means with which to go to school. One plan, successful to some extent, was to have an experienced individual chaperon a company of young people who would travel from city to city selling our publications. One serious objection to this plan was that the workers did not canvass their territory thoroughly, but jumped rapidly from one place to another. This plan served to discourage many of our faithful home workers, because about the time they would get started in a thorough canvass of their territory, they would find that a "grasshopper" had preceded them, picking out the best sections, or they at least had so "botched up things" that it was most discouraging to be calling upon the people who had been canvassed just a short time before with the same book or magazine. Our people, who had a burden for service, would not take hold of the work enthusiastically as long as their work was subject to being spoiled by a company of "grasshoppers," who were wandering over the country, foraging where ever the pastures looked good.

### ORIGIN OF PRESENT PLAN

About this time, the year 1907, when the above mentioned plan was being quite generally condemned, another plan was born which has proved practical, eliminating the disagreeable features of the above mentioned plan. One morning out in the Pacific Union, Elder C. M. Snow and Elder E. R. Palmer met on the sidewalk, and Elder Snow said to Elder Palmer, there are four boys up here at school, Healdsburg, who have no way to get back next year. These brethren talked the matter over and in about five minutes the present scholarship plan was brought into existence. From this time the plan spread rapidly over the whole country, proving a great blessing to young men and women, as it has not only given them the means with which to get through school, but an experience which



Canvassers' Band. Washington Missionary College

will bless them and others throughout their lives of service in connection with God's message.

C. V. LEACH.

## Object of the Scholarship Plan

The object of the scholarship plan is threefold,—to give the message, to give the student means with which to get through school, and give the student an experience in the work of God.

### To Give Message

Every move that is made, every plan that is laid by any of the departments of our great world-wide organization, is to the end that the message may be heralded to the ends of the earth and the scholarship plan is an exception to this rule. Think of the power stored up in our young people, five hundred strong are they, gathered in our training schools of the Columbia Union. Every four of them that go out in the colporteur work for the period of three months do a work equal to the work of one man for the entire year. If the five hundred students in our training camps of the Union should go out into some department of the work this summer they would do a work equal to the work of one hundred and twenty-

five workers for the entire year. Just suppose that all of them should go out into the colporteur work for the summer. The eighty-seven who went out the past summer averaged practically \$300.00 each in sales, to be exact \$296.00. At this rate our five hundred students would be able to sell \$148,000.00 worth of truth-filled literature! Think of it, more than five car-loads of books!

'Just like the leaves of autumn we should sell the printed page,

A work that every one can do regardless of his age,

Salvation to the purchaser, and causes Satan rage,

While the truth goes marching on.'

### A Way To Earn Expenses

Hundreds of our young people rejoice today because of the scholarship plan, as it makes the problem of getting an education much easier. The young man or the young woman who will attend the spring institute at the school, then enter upon his twelve weeks' work with courage and enthusiasm, rarely brings back a bad report. The writer has had the privilege of assisting scores of young people earn scholarships year after year, until graduation, and knows that they have earned

practically all their expenses in this way. As an agency by which to obtain means to get an education, it has hardly an equal, if any. This plan long ago passed the experimental stage and the number availing themselves of this opportunity are increasing year by year.

#### Value of Experience Gained

Dean Herman Schneider at Cincinnati, Ohio, conducting a school to train engineers, has shattered certain educational traditions because he guarantees the success of his graduates. He says, "These men will succeed. I defy you to down them." How does he do it? He does it by simply linking up theory with practice. Schneider's school gives five year courses, half of the time of the students being spent in the class room, the other half being spent in overalls and jumpers. When one of Schneider's students graduates, he is already drawing a salary at his chosen profession, because throughout the five years of his training the "School's text book pages are translated in terms of the grase-grimed machine shops, the laboratories, the railroad repair shops, where the students spend two weeks of every four." There is no risk in guaranteeing the success of a man who is already one.

A plan identical in principle with the above mentioned plan was given us many years ago through the Spirit of Prophecy. "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 that 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." Manual for canvassers, page 68. The evangelistic colporteur is all day long coming in contact with poor lost humanity and he learns through personal touch just how to minister to their needs. Before we are a success in any line of gospel work, we must learn how to come in touch with man's needs and the young man or woman who submits himself to the divine plan, and who spends his vacations in the great "work shop world," where souls are being moulded for eternity, will obtain an experience that will fit him to do more successfully his chosen line of work in the message. "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." Manual for canvassers page 42. May hundreds of our young people grasp this opportunity by the forelock, and submitting themselves to

the Great Disciplinarian of the universe, become quickly prepared for service.

C. V. LEACH.

### Washington Missionary College Colporteurs

A large number of the students of the College expect to engage in active missionary work next summer. Many of them will enter the canvassing field, where a large portion of the students spent a profitable time last summer.

No one enjoys evangelistic canvassing more than does the student just out of school. We have a band of earnest members who are looking forward to the time when they can enter the work. We expect our meetings to continue to grow in interest and in membership.

God has promised to be with all who seek to help others, through the printed page and by personal ministry, and, because of His promise, we are looking for a prosperous and happy summer. Our mission will be to win souls. We shall endeavor to make homes brighter with the love of Christ. We shall work to earn our way back to school. At the close of vacation we expect to have a stronger Christian experience and a better preparation for the Lord's service.

E. R. CORDER.

### Enthusiasm and Perseverance

Enthusiasm and perseverance are necessary in order to make a success in any enterprise, especially so in the colporteur work. As quoted from the Spirit of Prophecy, "Men and women are wanted now who are as true to duty as the needle is to the pole,—men and women who will work without having their way smoothed and every obstacle removed. The work of the colporteur is elevating, and will prove a success if he is honest, earnest, and patient, steadily pursuing the work which he has undertaken. His heart must be in the work. He must rise early, and work industriously, putting to proper use the faculties which God has given him. Difficulties must be met. If confronted with unceasing perseverance, they will be overcome."

The colporteur meets many difficulties and unpleasant experiences; but we meet with them in any enterprise; and the reward in knowing that some souls will be won for the kingdom of God as a result of our efforts, far overbalance all the difficulties we may have. Our reward is sure; the great Householder has said, "Go ye also into the vineyard and whatsoever is right, that shall ye receive."

And besides this, we receive much from our work which will be a benefit to

us in our every day life. Some of our greatest men, Daniel Webster, George Washington, U. S. Grant, and many others have said they got their most practical knowledge by selling books. One writer has said, "A good booksalesman is bound to be an educated person. He is educated in spite of himself. Man's business is to help himself by helping humanity, and the education an individual gets at his work is of a kind which can never be lost, sloughed, misplaced, or forgotten."

Through meeting people, coming in contact with many minds, we gather many ideas, and grow to understand humanity; and as Plato has said, "To be a reader of human nature is the greatest gift which mortal man can possess."

So with the many benefits which we gain from our work each day, the thought of the final reward, surely we should put our shoulder to the wheel, and press forward regardless of the difficulties. When obstacles arise, we should by prayerful, persevering efforts surmount them. He conquers who endures.

Every great and commanding movement in the annals of the world is the triumph of enthusiasm, and perseverance. Had it not been for the enthusiasm and perseverance of our forefathers in contending with the difficulties which arose in the early history of our nation, we should not now be able to enjoy this land of peace and prosperity.

Great works are performed not so much by strength, as by perseverance. No rock is so hard, but that a little wave may beat admission in a thousand years. And I can say from experience, that, no obstacle is so great in the colporteur work, but that by prayerful and persevering effort it can be overcome.

So when difficulties arise, just say, by the help of God I WILL, and STICK TO IT. "And he that endureth to the end, the same shall be saved."

"I WILL," has a spirit that nothing daunts:

Once he gets his eyes on the thing he wants.

He rolls up his sleeves, and pitches in With a splendid zeal which is bound to win:

"I WILL," never hesitates lest he fail— In his heart he is sure that he will prevail. Discouragement, failure, nothing can chill The stout heart of him who declares "I WILL."

C. A. CARTER.

### Angels Prepare the Way

We are told in "Manual for Canvassers" page 13, that 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, and who will work as if they could see the heavenly universe watching

t hem, will be accompanied and instructed by holy angels, who will go before them to the dwellings of the people, preparing the way for them.

I will relate one instance where I am sure that angels prepared the way for Me.

As I reached the house of a man who had been represented to me as being very ungodly, almost an infidel, I met him coming out of the door. Seeing that he was leaving home, I passed the time of day with him, and immediately began to canvass him. After finishing my canvass, the gentleman said, "You are the first book agent that I have allowed to stop on my farm in four years; I don't understand why I did so, but I certainly like that book, and I'll take the cloth binding."

I assured him that the Lord had a message in the book for him, and that He had caused him to listen to my canvass and to order the book.

Surely the angels prepared this man's heart for my coming. S. P. JONES.

### The Relation between Right Thinking and Success

Some generals are famed for their brilliant successes, others are notorious for their "successful retreats." The difference is due to their respective habits of thought. In the same manner the success or failure of the colporteur is determined by his thinking, "for as he thinketh in his heart, so is he." If his heart is constantly filled with the positive thoughts of courage, perseverance and faith, while at the same time he is deeply conscious of the world's need of the message he bears, and of his own dependence upon God, there can be no doubt of success. The very nature of his work impels the colporteur to right thinking, and the result is the development of his own character and constantly increasing success in his soul saving work. C. E. WHEELER.

### The Purpose of the Work

When I was requested to contribute something on canvassing, my thoughts immediately turned to the value of the work in the spreading of the gospel, in the development of the individual, and in the acquirement of means for the student colporteur to continue his school course. Purposely, I have placed these incentives and results in the order of their worth and merit, that we may engage in the work with the highest motives, and therefore, secure the best possible results. All, who conscientiously take part in this great work, will be rewarded in one, or in all of these ways. NORMAN CLAPP.

"Difficulties must be met. If confronted with unceasing perseverance, they will be overcome."

### My First Day Canvassing

While attending the Colporteurs' Institute at our school, among other kinds of instruction this bit of counsel was impressed upon my mind: "Commence early Monday morning." Thus, with many hopes I started for the field Thursday morning, arriving about one o'clock in a strange city. My purpose was to use the afternoon, and next day (Friday) in finding a place to use as headquarters.

All the knowledge I had of the place was, that there were two Adventists in the city, one lived in the northern part of town. But what their names were or the location of their residence, I didn't know. Leaving my suitcase in the office at the railroad station, I set out in search of one of these homes. The Lord must have directed me, for it took me only a very short time to find the place, and to make arrangements to have a room for a few weeks as my home.

After a good night's rest, Friday morning came. I was well settled in my new home, ready for work Monday morning. Then the thought came to me, why not try canvassing in the city today? I could not lose anything, and besides, I would have a little experience to start with Monday morning.

In the first block I took a five dollar order for "Bible Readings." That was encouraging and I felt if I did not sell another book that day, that one was worth the effort. I worked until 3 P. M. with fourteen dollars worth of orders as a result of my first day in the field.

My mind has often gone back to think of that day. Although I have often taken more orders than that in one day, still many times I have taken less. I believe the Lord was with me and gave me this success, so that when Monday morning came, I could start out with new confidence. So I believe no one need hesitate to start on their first day, for His promise "Be strong and of a good courage, fear not, nor be afraid of them: for the Lord thy God, He it is that doth go with thee; He will not fail thee, nor forsake thee." Deut. 31:6. V. E. DIETEL.

### Canvassing a Privilege

Our chief object in this life should be to gain an experience, that will take us through the times of trouble, which are before us, and entitle us, at last, to a home in Christ's kingdom. As we have no time to lose, all that we do, must work to those ends. Nothing influences us more than our daily occupation. In selecting our occupation, then, let us consider something that will lead us to a deeper experience. I can say for myself, that I have never felt more fully my dependence on God than during the time I

was scattering the printed page. When times are prosperous, our hearts should go out to God in praise. When He allows the reverses of life to come to us, we may always look to Him "who cares for us." It is these experiences, which show us that our salesmanship ability is not of ourselves, but comes from a higher power. Shall we not think of the canvassing work as a privilege of entering God's service and of gaining an experience which will fit us for a place with Him? ISAAC V. COUNSELL.

### Staying Out Over Night

Those about to enter the field as colporteurs are often perplexed where they shall find places to sleep over night. This stands as an insurmountable obstacle in their path. I know it did in mine. I well remember when I stayed out over night the first time. I started out, planning to canvass to a certain town and ride the rest of the way to some friends, with whom I expected to pass the night. But night overtook me before I had scarcely half reached my destination. I had been told to ask boldly and that I would doubtless be able to spend the night at the very first place. But my courage began to fail as I tried place after place without success. They all told me of a "large white house where they often keep people." It seemed I would never reach this house. To make things worse, it began to rain. Presently I saw what appeared to be an old corn crib or wagon shed. I thought I would reach that and sleep there, but it proved to be a covered bridge. My heart sank. But, since there was nothing else to do, I kept going. I was now quite dark. At the next place I was asked in. Being taught to give my canvass first, wherever possible, I began. While canvassing them, it began to rain for all it was worth. The man of the house looked out and then interrupted me, asking me how far I had to go and where I was going to stay over night. I told him I had not made any arrangements as yet. You can imagine my relief and gratefulness to God when he asked me to stay with him! It seemed as though Satan worked his uttermost that first night to discourage me. But God overruled; so God has always taken care of me.

I have at times been out without any money in my pocket, too. I remember one experience when I had only twenty cents. This time it was nine o'clock and quite dark, and I had not as yet found a place to spend the night. I came to a house where an old man was sitting on the porch. I introduced myself, but could not get inside. As I could not canvass him in the dark, I asked if I might stay over night. He said he would

ask his son, who, when he came, without giving me an opportunity to canvass him said, I might stay. I ate the supper which they hastily prepared, and went to bed without having much further conversation with them. Next morning the man of the house was quite anxious to get to his work. While eating breakfast, I learned I owed him fifty cents. And I only had twenty. I canvassed him with all the energy I possessed and I earnestly asked God to influence him to give me the order. I thought God would. When I finished, he said he would not order a book. He waited for me to pay him. My fingers felt the twenty cents in my pocket. I surely did not know what to do. But God helped me. The man broke the silence, and said that he would not charge me anything since I was engaged in such a splendid line of work. How grateful I was!

But such experiences are only occasional. They impress us most forcibly that God is watching over us. I can thank God, not only that He has taken care of me at such times, but that He has provided for me every single night. I was never obliged to sleep outside in a barn, in a church, school house or the like. Excepting once, when I slept on a couch, I always had a comfortable bed. So I am confident that God will provide shelter for all those earnestly engaged in His work.

EUGENE E. GLOOR.

## IF

If you would be persevering, then become a colporteur and learn this trait through perseverance which makes for success. If you would be tactful, then learn by using tact in the field of opportunities. If you would draw closer to God, then place your interests in the spreading of gospel-filled literature in the few remaining years that are before you. If you would help yourself in school, in physical attainments as well as in spiritual, then do so by helping to solve the perplexities of the day, existing in the minds of the people in every county, in every state, and in every nation.

A prominent English statesman is credited with saying that his boys were not through with their education until they had spent at least a year in canvassing of some kind. The very act of meeting people in the varied environments and with their own peculiar personalities in their own little sphere of influence, is in itself the first requisite for a successful minister.

Mark Twain once said "to be good is noble, but to teach others how to be good is nobler—and less trouble." Let us join the true nobility of this world's society and teach others how to be good by giving them the opportunity to have a "Steps to Christ," a "Great Controversy," or some other such treasure in their own home!

DENTON E. REBOK.

## Seven Scholarships Earned in Five Summers

"What are you going to do next summer?" a fellow student asked me near the close of my first year at Mount Vernon College.

"I really don't know," I replied. "I should like to enter the Lord's work, but I feel unprepared; and besides, it seems that there are so few openings."

"Why don't you go canvassing?" he continued. "There are more openings in the canvassing field than there are men to fill them. It would be a good experience for you, and it would help to prepare you for other lines of work."

"But," I said, "I don't even have the necessary preparation to sell books."

He told me that I would soon get the preparation by actual experience.

"When I began to canvass," he continued, "I was extremely backward, but I overcame it to a large extent, as you see. Canvassing has done it, and I know of nothing else that could have done it quite so well and so quickly."

After our talk together, I began to think seriously of the colporteur work. I reasoned that since my friend, who, it seemed to me, was not above the average young man, had been so successful, I might do at least half as well.

I canvassed the following summer, and learned how to sell books, as my friend had predicted. But far better than the experience in selling books was the experience in spiritual things that I gained that summer. It has been a help to me ever since. Besides blessing me spiritually, the Lord also blessed me financially, so that I was privileged to return to school in the fall. Since then I have spent four more summers in the colporteur work. During those five summers I earned seven scholarships.

As I look back over those summers, I think of many experiences that I had with people who were discouraged, or who were seeking for truth. I am certain that the Lord blessed many homes through me; and it makes me feel glad. I regard those summers very well spent.

H. C. BAUMGARTNER.

## Canvassing Work Teaches Faith in God

Such statements as, "The just shall live by faith;" "By faith ye are saved," are very familiar to the Bible student, but no one realizes the force of such statements so much as the man or woman who has spent some faithful time canvassing. Some one might ask, "How are we to obtain this required faith?" If we were in need of an increase of physical strength, we would readily under-

stand that we must get out and exercise so as to develop it. Likewise, if we are to acquire faith, we must place ourselves in the right relationship to God and His work so as to obtain a strong Christian experience. We are told in the Spirit of Prophecy that the time will come when man will no longer have a Mediator to stand between him and God, but he will have to stand by faith alone or fall. Now there is no branch of the Lord's work that will help one more in developing this much needed faith than the canvassing work.

When I began canvassing two summers ago, I had been in the truth only a few months. At that time, I am indeed very sorry to say, I had very little spirituality; prayer meant practically nothing to me; and as for faith, I did not believe I fully understood the difference between it and presumption. But I am so thankful to say the canvassing work has developed me in every respect beyond all my hopes. I have learned to love the Lord, to trust Him, to love His work, and to overcome trials and temptations, as I am sure I never could have done in any other work.

Dear young people, let us join Immanuel's army next summer and help to storm the strong holds of the enemy in winning souls to Christ and in gaining a deeper experience in the things of God ourselves.

W. L. LATHAN.

## A School of Experience

To come in contact with people is a liberal education in itself. This is the privilege of the colporteur. Every man canvassed gives him fifteen minutes of precious time and does not ask a cent in tuition. The colporteur meets and talks with hundreds of individuals; no two are alike. He looks into the faces of men all along the scale of human intelligence, from the ignoramus to the shrewd business man, and from the illiterate rustic to the learned professor. He confronts the man in the lowest depths of immorality and the minister of the gospel. He bears patiently with all, even from the inquisitive boy up to the chronic grumbler of declining years.

Against him is pitted the doubt of the agnostic, the railings of the fanatic and the bitterness of the prejudiced. He offers to these alike his "blessing in disguise" and does not flinch from facing anyone. Surely the school of the colporteur is big and the scope of its course is broad. Every man is his teacher and every new face is a fresh model for study.

C. L. ROSS.

"From the light given me, I know that where there is one canvasser in the field, there should be one hundred."

## To Know Our God

Our times call for a deeper experience with God, to know Him, in a fuller sense, as our Leader and Redeemer of mankind. We must have this personal knowledge of God to carry us safely through the time of trouble.

The experience will not come if we remain indolent. Just as we exercise our faith in Christ by giving Him our lives for service, do we see more beauties in the Christian life and obtain a deeper experience with God.

This colporteur work brings this very experience. As he walks along the road all nature witnesses to the love and beauty of God; when he gets off in the woods alone and seeks God, His presence is felt as never before; the place is made sacred; as he talks with God, he learns to know Him as his personal friend, One willing to help; and as he enters the home and talks to the people, he witnesses the workings of heavenly intelligences.

All these experiences draw the individual to God, he learns to know Him in a fuller and deeper way. A complete consecration follows, his life becomes a blessing to mankind, and for him to live is Christ.

JOHN HOTTEL.

## Meeting Difficulties

The difficulties to be met in canvassing are not so great as many imagine, in fact, they are all solved already, if one has enough faith in God to believe that the message he bears is an angel's message, and that the angels accompany and assist him in delivering that wonderful truth. Many times I have won great victories out of what already seemed to be apparent defeat, simply by keeping at the work and trying to do faithfully my part. Greatest blessings have come after passing through the greatest trials. The Lord has promised to be with us always, even unto the end. Surely the best preparation to meet the greater trials we are told will surely come just before the end, is to get a little experience in meeting a few now. The truth will be more real to us when we experience the joy of giving it to others. Constant communion with heaven and daily study of the word are the greatest helps; next, association with a partner who will be an encouragement especially when compelled to spend the Sabbath in a strange place.

DAVID W. PERCY.

## God Leads the Way

The canvassing work, to my mind, is one of the greatest means by which the Lord expects to close His work; it is the silent messenger, preaching while we are at sleep.



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One experience confirms my belief in God's preparing the way for the canvasser. I had canvassed a certain territory, and on my last day in that territory, I had had no success. I thought I would have to return to my home without selling one book. I started home, and, as I was going back over my territory, my attention was called to a house—back in a lane—that I had missed. As I passed the house, (I was in a machine), something said to me, "Go into that house and you will sell a book," but I went on. I got several miles down the road, and the impression was so intense that I turned around, went back, and at the door I was met by a lady who invited me in to eat supper. After eating, she ordered a five dollar book and I thanked God that He gives us impressions of His will.

JOE SHELLHAAS.

## Satisfaction

**Commercial Salesmanship.**—Although selling for a well-known firm, whose goods are acknowledged to be almost perfect, I found when I compared their goods with other firms, that the perfect goods had many defects.

**Christian Salesmanship.**—Before accepting the truth, I desired to sell something which contained purity and holiness and could be considered perfect as far as man could interpret it. Our literature appealed to me from this standpoint.

After a few years have past, I like to think of both of these experiences; the first experience stimulated my desire for education and taught me to love the beautiful things in nature. The second experience carried me closer to nature

and gave me determination to develop the physical, mental and moral faculties.

While the first experience only gave me temporal satisfaction, the second experience will give me everlasting satisfaction when I realize that I will see souls in the kingdom as a result of the seeds of salvation sown in their lives.

J. IRWIN BUTCHER.

## Mount Vernon Academy

### You Can Succeed

How many times young people have said, "If I only had the means, I would go to school and gain an education to fit myself for the Lord's work." Perhaps many young people, who will read these lines, have said this many times. Did you ever take time to consider that it is possible for you to get the necessary means for an education? There are many ways of doing it, and one of the best ways, is the "Scholarship Plan."

Do you say, "I could never do it canvassing?" Others have said that too, and then have found out to their joy and satisfaction that they could. All that was required, was the earnest effort. I believe the reason so many young people are not in school, is because they lack determination; they are too easily discouraged; afraid of difficulties. What you need most of all is that willpower which will enable you to say, "I will find a way or make one." Mirabeau says, "Nothing is impossible to the man who can will."

Most of the men who have succeeded in life, are those who, apparently, had no

chance, little opportunity; but they dug from the things which today are defeating many, the glittering gem of success. "Circumstances," says Milton, "have rarely favored famous men. They have fought their way to triumph, through all sorts of opposing obstacles." The indomitable will, the inflexible purpose will find a way or make one.

Nearly all great men, those who have towered high above their fellows, have been remarkable above all things else, for their energy of will.

"The youth who starts out in life, determined to make the most of his eyes and let nothing escape him which he can possibly use for his own advancement; who keeps his ear open for every sound that can help him on his way; who keeps his hands open that he may clutch every opportunity; who is ever on the alert for every thing which can help him to get on in the world; who seizes every experience in life and grinds it up into paint for his great life's picture; who keeps his heart open that he may catch every noble impulse, and everything which may inspire him,—that youth will be sure to make his life successful; and there are no "ifs" or "ands" about it. If he has his health, nothing can keep him from final success. No tyranny of circumstances can permanently imprison a determined will."

Living in a country of prosperity such as ours, with every prospect encouraging for success, why should not every young man and woman with health and strength, determine that next fall will find them in one of our schools. Take advantage of the "Scholarship Plan;" others have succeeded, so can you. Write to your state canvassing agent and ask him to help you get started and then seize your prospectus and go to work with the energy that a fireman would seize the nozzle of a hose and rush to extinguish the flames of a burning building. "The world is on fire," are the words of President Wilson; God is calling you to the rescue. The "Scholarship Plan" will not only enable you to go to school, but will doubtless save many souls from being eternally lost. Think of the value of one soul saved in the kingdom of God. Think of the despair of that soul if lost. Then hear the Master as He speaks to you, "Go work today in my vineyard; and the God of Israel will give you success."

N. S. ASHTON.

### Colporteur as Student

Men do not grind an axe indiscriminately, neither do they whet a knife to fell a tree. In our schools young people get a training for service, but many may train who fail to realize where it is most needed because they do not know what they are in preparation for. Service may mean but little to him who never tried it.

Many cannot tell where they are weak till they have tried their strength. Having tried and failed will reveal weaknesses that may, with divine aid, become strong points. Having tried and succeeded will discover greater heights of attainment. Both failure and success open fields for advancement.

The consecrated colporteur who has been in the field actually persuading men makes a good student. He may not be as brilliant as some naturally, although many stand at the head of their classes, but he often comes nearer to measuring up to the ideal than others who lack his practical turn and know more theory than he.

He appreciates the opportunity of getting a fitting for more efficient labor and is likely to improve it to the limit of his powers. The pearls that are cast before him are treasured up in the storehouse for the Master's use.

Nothing makes a person appreciate his meal more than to have gone out and earned it. To know that he is not dependent gives him self-reliance in his studies as it has in the field. Too many students do not realize the cost of an education, but the colporteur counts his dollars at par value and is most likely not to waste them by wasting time.

"A trip across an ocean never made a missionary." "The day of preparation must not be separated from the day of service." "We learn to do by doing." These are old, but true sayings. Our colporteur-student is found active in personal work and in the religious services. He is a leader there because he has been a leader in his own work. He ever answers with a hearty "Here am I, send me."

In school he seeks a constant refreshing for the time of giving and does not postpone the latter. His eyes are on the harvest field and his training is gained with it ever in view. Every subject in the course fits into its niche to make of him an accomplished soul-winner. His purposeful life makes him a better student. Application as a necessity has been learned in the field and time is not taken from school to learn it.

In our band at Mount Vernon Academy we have tried to make a holy alliance between school work and the canvassing work. Our aim has been to prepare for greater efficiency in the field and in turn become better students.

Several programs have been given by members of our band in the chapel and the Young People's Society. We have been favored with talks from Brethren C. V. Leach, V. O. Panches, H. K. Christman, and C. R. Fairchilds. Our attendance has been good and we are looking forward to a rousing institute which will be held here April 3-12.

W. H. TEESDALE.

### An Encouraging Experience

"About the eleventh hour, He went out, and found others . . . He said unto them, 'Go ye also into the vineyard, and whatsoever is right, that shall ye receive.'"

At the close of school last May, a number of young people answered this call. I was among that number. It was my first experience in the colporteur work and I received many blessings. One experience I wish to pass on.

While canvassing in a small town one afternoon, I came to a home where a number of people were sitting on the porch talking. I stepped up and had just begun my canvass when a man said, "Let me see that book." I handed it to him and he glanced through the contents as if looking for something. Finally his glance fell on the Second Coming of Christ. He said, "Hand me your pencil." I gave it to him and he signed his name in my prospectus. I believe that man was seeking for truth, especially concerning the Second Coming of Christ. That is why I was directed there.

Other souls are to be warned. There is but one word on the clock of time—NOW.

JAS. E. LIPPART.

### Accepts the Truth

The question often asked is, does the canvassing work avail to bring people into the truth? The experience below will serve to answer the above question.

In Monroe County, Ohio, there live many frugal industrious Swiss-Germans; among whom, as among other people, may be found those who are longing and hungering for the truth as it is in Jesus. These people are congenial and hospitable and know how to make the colporteur feel at home. It was in just such a home that I lodged one November night.

Upon reaching the home, I merely told the nature of my mission and was almost immediately told that I might stay all night. An hour or more was spent that evening in singing songs of gospel truth, after which we retired for the night. Somehow I was impressed that these people were truehearted people and were living up to their present light.

In the morning, the mother, who was curious and eager to know what my work was, said that she would gladly listen to my work, provided I could wait until she had finished milking. This was heartily agreed to. Never before had anyone spoken such words to me. The canvasser almost invariably has to do the approaching. To continue my story, the lady returned and was canvassed for "Great Controversy." She, with others of the family, who listened to the canvass, manifested great interest. Especially did that chapter, treating on the "Signs of



Christ's Coming," appeal very forcibly to the mother. She, of course, readily ordered a copy, and needless to say, it was carefully and prayerfully studied.

The mother and daughter became deeply interested as they daily studied the work. New things began to appear. Pretty soon they read of the attempted Sabbath change. They were completely surprised and dumbfounded to learn that they had been ignorantly breaking God's law. They desired more literature which was gladly furnished. The leaven of truth was doing its work so that fruit was soon seen in the two mentioned above, deciding to keep the Sabbath.

In this county we know of at least four who are rejoicing in the truth today because of the colporteur's work. To God, who has caused this seed to grow, be all the glory.

Yes, my brother, the Lord is anxious that you too, may know the joy of seeing some souls saved through this work. May every student hear the call that comes to him or her, "Go work today in my vineyard."

GUY CORDER.

## Colporteur Work An Education

The greatest requisite for success in this work is an education, and that education will better fit any person for life's duties if it be a Christian training along the proper lines. Such an education can be obtained in our schools, but it remains for the actual experience to fit one for the great harvest field of the Master. This experience can be partially gained in the important branch of the Lord's service known as the Colporteur Work.

Concerning its importance as a part of the education, that is so valuable that it cannot be left out of one's training, one should consider the importance of personal work and the ability to meet people of all kinds in such a way as not to repel or create an instant dislike in their minds. While I have had only one summer of colporteur experience, I would not exchange it for a year's schooling. One meets persons of all denominations and social classes, and the trying positions and places of embarrassment are many. The experience of lifting one's self, with the help of God, from these positions is invaluable.

One evening as I was finishing up the day's work, intending to return to my room in a small town about a mile distant, I met a man and his wife of the Dunkard faith. While canvassing them the subject of infidelity was brought up. A neighbor living across the road passed by without speaking. The man to whom I was speaking mentioned that he was an infidel and said that I could not even get into his yard, let alone secure an order.

## SUMMER'S REPORT

On Daniel and the Revelation with Best Stories, Bibles, and World Crisis as Helps—June 1 to July 30

Week	Days	Hours	Exhibitions	Orders	Value	Orders	Value	Helps	Total
June 4	5	40	81	15	47 00	3	00		50 00
June 11	5	50	135	34	106 00	6	75		112 75
June 18	4	40	104	16	52 00	9	75		61 75
July 2	5	47	112	15	48 00	13	45		61 45
July 9	4	40	89	19	61 00	17	35		78 35
July 16	5	51	132	15	45 00	24	00		69 00
July 23	5	48	134	18	57 00	15	00		72 00
July 30	5	49	128	17	56 00	13	25		69 25
	38	365	915	149	\$472 00	\$102 55			\$574 55

Average sales per hour with Daniel and the Revelation \$1 58

Average sales per week with Daniel and the Revelation 71 82

Average sales per day with Daniel and the Revelation 13 68

Average orders from exhibitions 1 out of 6.

The above report was made by one of our Washington Missionary College boys in the East Pennsylvania Conference. More than \$500.00 worth out of the \$574.55 was delivered. What this young man has done other young people are doing and—YOU CAN DO IT.

I finished the canvass and with God's help, obtained an order for a five dollar binding of "Bible Readings." I walked on down the road and passed into the yard without being molested. On meeting the man of the place at the barn, and entering into conversation, I soon found that the subject of religion was a sore spot in his soul. I could not gain an order but I am satisfied that during our little talk he heard some things he would think about for a while.

From that one experience I gained a small idea of the position such men take on that subject. Here is the beauty of the Colporteur Work in its relation to an education. Not only does one gain information along material lines, but you are constantly meeting problems of sect and doctrine and one's knowledge of the Scriptures must be increased if, with the help of Jehovah, you meet such propositions fairly and squarely.

Even if you have had the best training that any school can give, your education is not COMPLETE unless you spend at least one summer in the Colporteur Work.

W. A. RALLS.

## Young Lady Colporteurs

### Can Girls Canvass

What can a girl do in the colporteur work? Perhaps the best way in which to answer this question would be to give a few examples of work that has been done, showing how much more can be accomplished in the same way if only our young women will ride to the occasion.

One year at college a certain girl be-

came interested in this work. She was a sweet, shy, reserved girl. Even when somewhat acquainted with her, you would have to keep the conversation going. Quite a number were in doubt as to the advisability of her going out, but she went. The field secretary placed her and another girl in a county where, the year before, two good colporteurs (young men) had failed. And what was the result? Both of these girls returned to school with three scholarships. These girls succeeded because they were girls, and the people with whom they met would stop and give them attention. Many times it is the case that a girl can enter a home where a young man has been denied entrance.

Last summer while in the field, my partner received a letter from some people she had met the summer before. A young Swedish girl had gotten a "Bible Readings" from her and was much interested in the book. Her father and mother were reading the book and they were going twenty miles to a tent effort and expected to join the church soon. They were already keeping the Sabbath at that time. When this book was sold, this girl was only seventeen and three souls she knew of won for Christ. There are many more books, which if placed in the homes will bring forth fruit.

This privilege of winning souls to Christ is given to the young women as well as the young men. It is just as great a calling to be in this work as a Bible Worker or a foreign missionary. Let us all ask God to help us get that love for souls that we will be anxious to give this truth to others and enter the colporteur work—this summer.

MADGE MILLER.

## How the Lord Blessed Me in Selling One Thousand Dollars Worth of Books in Seven Months

After school three girls and I started out canvassing, and the Lord blessed us with excellent success. But I imagine I hear some girls say, who have read the article in the "Youth's Instructor" for March 17, on "White Slavery," "You cannot do that now." The Lord can take care of these obstacles as easy as others.

They chased us out of our field for over a week, then we separated and went to different parts of the state. Nothing was seen of the demons until we came back to make our delivery; then, my brother went with me, as I did not see them until he had gone. I met with three at different times and one tried to go along when I left. I took my suit case down, just as an early train was pulling in, and rushed to the baggage room, telling the baggage master not to send it until the next train, and then slipped into the ladies' private waiting room, hoping to fool the demon, but he was up to his job and came around to the window and asked me if I was going on that train. I said "No!" and went up the street as if I went to report him. The next train just made one stop before reaching its destination for the night. I had been at its stopping place before, and I suppose they thought I was going there again, for that is where the demon just mentioned sent his elder brother, on the same train that I took, but when he heard the conductor say, "first stop" to me, he said that was where he was going to change cars and he wanted me to go up and stay at his aunt's until train time. Of course, I refused, or I might have been there yet. He left the Junction on the same train I did, but we were not very far on our way until the conductor informed him the second time that he had not paid his fare and put him off at the next station.

I changed my route and went as far up in the mountains as possible to find paths to walk on. Just as I was leaving there, I met another demon on the train, so my brother made the delivery there on horse back. I missed them some by having my mail sent home and only buying my ticket to some junction. Satan seemed to be determined that I should not reach my goal, but I was determined with the Lord's help I would.

As I look back over the experience, I believe the Lord had a hand in it, for I visited many homes back in the mountains to which I would never have gone and had excellent success. I often recall with pleasure the Bible talks we had at different homes, where two or three fami-

## Canvassers' Reports

Name	Place	Book	Days	Hrs	Orders	Value	Helps	Total	Del
West Pennsylvania, Week Ending March 23, 1917									
D. J. Hoover, Fayette Co.		BR	5	27	24	87 50	10 75	98 25	
Geo. Buttermore, Fayette Co.		BR	5	40	15	54 50	12 20	66 70	2 25
A. Holst, Indiana Co.		BR	5	52	10	38 00	5 10	43 50	4 60
W. H. Jack, Warren, Co.		DR	10	74	28	79 00	30 70	109 70	49 00
A. Brownlee, Allegheny Co.		PPF	5	44	16	38 00	27 20	65 20	59 65
C. E. Will, Allegheny Co.		PPF	5	40	13	35 50	41 20	76 70	23 25
Mrs. C. D. Bateman, Cambria Co.		HM	4	22	17	45 50	12 00	57 50	
Mrs. G. Rager, Cambria Co.		HM	8	51	22	58 50	12 00	70 50	
Solomon Diehl, Mifflin Co.		SP	5	23	7	9 50	5 30	14 80	20 55
L. C. Mitchell, Pittsburgh		HM	4	27	3	7 50	1 25	8 75	13 00
John Morley, Venango Co.		BR		8	6	23 00	8 85	31 00	160 00
Nellie Smith, Pittsburgh		Mag		7		3 00	50	3 50	
Totals	12 Agents		56	415	161	\$479 50	\$156 40	\$635 90	\$332 50
Ohio, Week Ending March 23, 1917									
Fred Hannah, Monroe Co.		BR	5	46	11	39 50	1 00	40 50	
M. B. Ingersol, Huron Co.		BR	5	45	9	35 50	1 75	37 25	6 25
J. H. Stafford, Columbus		BR	5	37	5	17 50	3 00	20 50	
W. H. Smith, Delaware Co.		BR	5	36	7	26 50	3 25	29 75	25
Frank Fultz, Miami Co.		BR	4	29	14	58 00	75	58 75	18 75
Mrs. E. Y. Smith, Dayton		BR	5	27	9	32 50	5 90	38 40	3 90
H. O. Kohr, Columbus		Arm	4	27			60 00	60 00	60 00
Mrs. Kelley, Dayton		BR	4	26	9	36 50	3 10	39 60	6 65
Clara Weber, Dayton		BR	4	25	6	23 00	4 05	27 05	2 45
D. McCarthy, Youngstown		BR	5	24	10	37 00	9 40	46 40	46 50
G. Carter, Clinton Co.		BR	4	23					11 75
C. F. Wilcox, Canton		Arm	4	19			3 50	3 50	3 50
G. Yingling, Niles		BR	3	12	3	14 50	3 00	17 50	21 50
N. Oancea, Akron		Foreign	4	14			18 50	18 50	18 50
E. C. Alexander, Adams, Co.		BR							5 75
Totals	15 Agents		61	390	83	\$320 50	\$117 20	\$437 70	\$205 75
Virginia, Week Ending March 23, 1917									
Harry Wright, Bedford Co.		BR	5	46					225 00
S. N. Wilmer, Louisa Co.		BR	9	54	22	79 00	1 75	80 75	
Mrs. Fussell, Richmond		OSD	10	60	356	89 00		89 00	89 00
Totals	3 Agents		24	160	378	\$168 00	1 75	\$169 75	\$314 00
Chesapeake, Week Ending March 16, 1917									
C. W. Jenkins, Washington Co.		BR	5	45	22	81 00	14 50	95 50	2 50
O. C. Weller, Frederick Co. Md.		BR	4	34	13	45 50	3 75	49 25	5 30
Totals	2 Agents		9	79	35	\$126 50	\$18 25	\$144 75	\$7 80
Grand Totals: 32 Agents of Orders			Value \$1094 50			Deliveries, \$ 859 85			

lies had gathered to string beans in the evening, until bed time. I know that there will be many come up with us to meet the Lord in the air that we know little or nothing about.

HAZEL N. LEACH.

"God expects personal service from every one to whom He has entrusted a knowledge of the truth for this time." *Man. for Canvassers* p. 77.

"The professed followers of Christ are on trial before the heavenly universe; but the coldness of their zeal and the feebleness of their efforts in God's service mark them as unfaithful. If what they are doing were the best they could do, condemnation would not rest upon them; but were their hearts enlist in the work, they could do much more."—*"Christ's Object Lesson"* page 303.



## Canvassing as a Means of Gaining an Education

True, this grand work will be finished with or without your efforts and mine, but we will lose a great blessing, if we neglect to warn others of the coming event and in the judgment we will meet the souls whom we neglected. There is no better way to discharge the responsibility resting upon each one of us than to engage in the colporteur work, for it affords splendid opportunities of becoming acquainted with the people.

There is no better work in which the student can engage than that of placing our truth filled books and papers in the homes of the people. Then after three months of diligent work for the Master, he may return to school in the fall having first, gained a scholarship, (for this is possible), second, a better knowledge of human nature, third, a stronger faith in the Lord, and fourth, a deeper love for souls.

Having myself spent the greater part of five summers in the colporteur work, I can truthfully say, I do not regret one moment spent in this way. Although I have had no extraordinary financial success, I would not take a fortune in exchange for the experience thus gained.

The knowledge which the student has gained during the nine months of school should not be kept to himself, because using the language of Bishop Hall, "Seldom ever was any knowledge given to keep, but to impart; the grace of this rich jewel is last in concealment."

Unless health or home conditions prevent, it is possible for every man and woman, no matter how poor, to gain an education. This was not so a few years ago, but now hundreds of our young people are enjoying the benefits of our schools by means of canvassing. With such good, attractive, and readily-selling literature, and the easy scholarship plan, every energetic young person can have school privileges. What others have done you can do, so begin now to lay your plans to enter the colporteur work this summer and be in school next fall.

IRMA GERHART.

## Canvassing with Magazines

Last summer I enjoyed my experience and work selling "The Watchman" to earn money with which to return to school this year.

In Toledo, my home city, an open door of opportunity was placed before me by the war in Europe and the uncertainty looming over our country. Men were eager for something to answer the question which was upper-most in their minds, "What is the meaning of it all?" When I explained the contents, they would say, "That is just

what I have been wishing for." Many would stop me on the street and buy the next issue.

God gave me wonderful success and I hope to have stars in my crown as a result of the thousands of message filled magazines I have placed in the homes of the people.

I intend to return to the work again this summer.

LILLIAN F. BELL.

## While in School, Your Work goes On

I always feel encouraged with the fact that the work done by canvassing during my summer's vacation is bearing fruit throughout the nine months that I spend in school. One goes to church and listens to the minister preach, but after the sermon is over, very few of the thoughts brought out are remembered long. But the silent preachers, our books, are scattered throughout the land and especially during the summer months. They are always ready to preach. Their sermons are well arranged, and if they are not at first grasped, the same sermon can be repeated again and again. These preachers are little affected by age, by climate, by surrounding, or by prejudice. The same book is often handed down from generation to generation, and no line of our work can be more effectual.

MARY HOLDER.

## A Scholarship---How to Secure It

The plan of earning scholarships through the sale of our subscription books has now become well known to our people. It is no experiment. Hundreds of young men and young women have enjoyed the benefits of our schools who have earned their way by canvassing, and the number availing themselves of this privilege is increasing every year.

With the excellent, attractive, and rapid-selling literature we have, and the easy scholarship plan that has been devised, there is no good reason for energetic young people not gaining a good education, unless unfortunate circumstances prevent them from entering the work. What others have done, you can do. There is power in purpose.

## The Scholarship Plan

1. The publishing house, tract society, and school unite in making a discount of fifteen per cent from the regular scholarship as a reward for the faithfulness of the student-colporteur.

2. The conference tract society in whose territory the work is done by the student, is the custodian of the scholarship funds, and shall turn over the money

due any student on his scholarship direct to the school wherever the student decides to attend.

3. Any person desiring to earn a scholarship must make full and satisfactory arrangements with the conference tract society, and work in harmony with its regulations.

4. Any person will be entitled to draw the money due him on the scholarship at any time, from the conference tract society, if he wishes to do so; but in such event, he will receive only the regular commission of fifty per cent on his sales, the same as other agents; it being understood that in drawing his money he withdraws from the scholarship endeavor, and places himself upon the same basis as other colporteurs.

5. Any person who has earned at least one half of a scholarship is allowed to receive the benefits from the same, pro rata, as outlined above. These scholarship benefits shall be granted to resident students, and those who may, by the permission of the faculty, room or room and board outside the school home, in which case the fifteen-per-cent discount is to be confined to tuition, and the amount which may be paid for room or cottage rent, or board to the school, figured upon the same basis as regular scholarship students.

6. Any student who, after having earned a scholarship, is unable, through sickness or other misfortune, to attend school himself, may transfer his scholarship to any worthy person whom the officers of his conference tract society can recommend, and the authorities of the school can accept as a student.

7. Any person desiring to participate in the scholarship plan must, upon matriculation, present to the business manager of the school a receipt from the tract society showing that he has paid the full amount of his scholarship.

8. In addition to the above amounts, the usual domestic work each day is required of each student while in school.

The required amount to be sold in order to earn a scholarship in Washington Missionary College is \$290.00 and in Mount Vernon Academy is \$284.00.

## Periodical Scholarships

a. The same general arrangement regarding subscription book scholarships apply also to scholarships earned by the sale of our ten-cent magazines.

b. The tract society will furnish the magazines to such prospective students at the regular agent's rates; but when the required number of magazines has been sold, and the money necessary for a scholarship or a half scholarship has been deposited with the tract society by the student, to apply on said scholarship, the publishing house or houses issuing the

## COLUMBIA UNION VISITOR

OFFICIAL ORGAN OF THE

COLUMBIA UNION CONFERENCE  
of the Seventh-day Adventists  
ISSUED FIFTY TIMES A YEAR

BY THE

Mount Vernon College Press  
Mount Vernon, Ohio

Price, 50 Cents a Year in Advance

EMMA SILBER - - - EDITOR

Entered as second-class matter March 25,  
1908, at the post-office at Mount Vernon, O.,  
under the Act of Congress of March 3, 1879.Address all subscriptions and make all  
money orders payable to your tract society.*The check mark here indicates that  
your subscription has expired. Kindly  
renew at once.*magazines will credit the tract society  
26½ cents a 100 copies, and the tract  
society will credit the student with this  
amount and also an additional 26½ cents  
a 100 copies, making a total credit of 53  
cents a 100 copies on the number of mag-  
azines required for the scholarship or half  
scholarship.To ascertain the number of magazines  
to be sold for a scholarship, subtract 15  
per cent from the regular cash charges by  
the school for one year, and divide the  
remainder by 6 cents, the amount of  
agent's profit on each magazine sold.

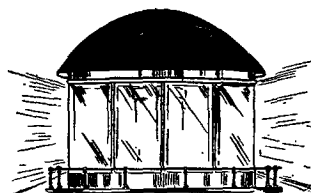
## The Time to Begin

Begin now to plan for school next year.  
Make up your mind which book you wish  
to sell, and write to your conference field  
agent at once for territory. Attend the  
cannassers' institute. If that is impossi-  
ble, ask the field agent to give you instruc-  
tion and help you in getting started. He  
will be glad to do so. Study the printed  
cannass and such other helps as he may  
recommend.Make up your mind to succeed. There  
is a wonderful power in purpose. Hun-  
dreds of others have succeeded, and so  
can you if you make thorough prepara-  
tion and put forth a determined effort.  
Write your field agent at once. DO IT  
NOW.

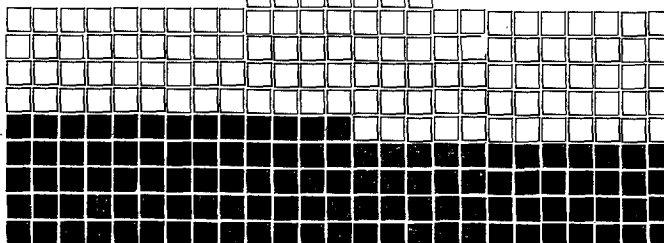
## Advertisements

Approved advertisements will be published  
in the VISITOR at the rate of twenty-five cents  
for twenty words or less, and one cent for each  
additional word. Each group of initials or fig-  
ures counts as one word. Cash and reference  
must accompany copy for all advertisements.WANTED.—A young woman and a  
young man, 21 years old or more to learn  
mental and nervous nursing. Salary  
from start. Sabbath privileges extended.  
Daniel T. Millsbaugh, M. D., 45 Totowa  
Ave., Paterson, N. J.

## For Greater Efficiency

The Stereopticon department of the  
Nashville Book Company is being reor-  
ganized under the name of the "Central  
Stereopticon Exchange." Men of long  
experience are connecting with it, both  
in the business office and the manufactur-  
ing department.Send for 128 page Catalogue of Stere-  
opticon Slides and Supplies. Large intro-  
duction cut in prices for April and May.  
For particulars address, Stereopticon  
Slide Exchange, Battle Creek, Michigan."For a light of the  
Nations and for sal-  
vation to the ends of  
the earth."THE W. M. C. and  
M. V. A. EDUCA-  
TIONAL FUND

Amount Required	\$47000 00
Pledges	
District of Columbia	7016 00
Ohio	11774 00
New Jersey	4241 40
East Pennsylvania	4153 25
Virginia	750 00
West Pennsylvania	3915 25
West Virginia	1584 50
Chesapeake	722 66
Amount Pledged	34157 06
Cash Paid	11,383 31

A MONUMENT FOR THE FINISHING OF THE WORK  
EACH SQUARE REPRESENTS \$100. WHITE SQUARES ARE PLEDGES; BLACK SQUARES CASH  
"The God of heaven, He will prosper us; therefore, we His servants  
will arise and build." Neh. 2: 20.

WATCH THE MONUMENT GROW