

THE GENERAL MEETING.

THE fifth annual meeting of the British Conference will be held in connection with the tent-meeting at Leeds, August 1-10, 1902. We hope to see all our churches, and isolated brethren and sisters largely represented at this meeting. The usual Conference business will be attended to, and important instruction will be given with reference to the carrying forward of the work which the Lord has given us to do.

Besides the labourers belonging to the Conference, Elder Conradi, the President of the European General Conference, and Brother E. R. Palmer, the General Canvassing Agent, will be with us, and we know that their experience and instruction will be very helpful to us all. May this meeting be a time of refreshing from the presence of the Lord, is our earnest prayer.

O. A. OLSEN,

For the Conference Committee.

N. LONDON.

LAST week's missionary meeting in the North London church was devoted mainly to "Christ's Object Lessons." It was voted unanimously to take what remained of the full quota of this book, and to push the sale as rapidly as possible. Brother Salisbury made some encouraging remarks with reference to the progress of this work in the other churches, and the members present showed a deep interest in this effort to secure funds for our school.

Just before the close of the meeting, Brother Sisley, chairman, presented a call from the brethren in India for 3,000 copies of *Good Health* to use in introducing the magazine in that field. The plan is to send out these papers to all subscribers to the *Oriental Watchman*, and solicit their subscription. Brother Sisley explained that as *Good Health* was not making any profit, it would be necessary to raise the money to pay for these papers. There was a hearty response on the part of the friends present. It was voted to appropriate a sufficient amount of money from the regular funds of the missionary society to pay for 500 copies, and the friends present, together with others who joined them later, made individual subscriptions amounting to about 1,700 copies. This was another evidence of the willingness of the North London church to respond heartily to any call for help from needy fields. We feel confident that the full amount will be made up, enabling us to send the whole 3,000.

A LETTER.

HULL,
7-11-1902.

DEAR CANVASSING FRIENDS,—

BY request of Brother Joyce we write a few lines giving our experience while in the English field. We enjoy being in this grand, needy field. The greater the need, the greater the joy of working. God has blessed us since the day we located in Hull.

The week of the supposed coronation was a testing time. We took no orders, but we worked just the same, and gave ourselves to fasting and prayer. Soon again we began to take orders, till this week we exceed our former record.

We cannot canvass without our pocket Bible any more. We welcome the rainy days as the people will then take time to visit with the agent who speaks about heavenly interests, instead of visiting friends who perhaps have not the pearl of great price.

Also, we would say to our American brethren that we find the people here need more pressure than in America to obtain an order. The best work is done under high pressure, coupled with Christian courtesy. When the ordinary canvass has been given, only half of the work is done. Then ask for their order, and you know their pulse. Then have in store all your strong points. Do not tell all you know at once.

We have had a stamp made with which every paper sold is stamped, this is to find out the interested ones. It reads thus:—

"Each issue of this Paper can be brought to your door for 1d. by addressing Joseph Brandt, 132, Welbeck St., Hull," any such I pass over to the regular *Present Truth*, and *Good Health* agents. With kindest greetings to all. Your brother,

JOSEPH BRANDT.

QUESTIONS ANSWERED.

1. How many books should an agent canvass for at one time?

Only one large book; and if helps are used, only one, or two at the most, should be sold at one time. A mistaken idea concerning this fundamental principle of our book business has done as much, perhaps, to break down the book department in the United States as any other evil. A few men may have been able to do successful work while handling several books, and from this fact the idea has been obtained that the prospects for success are better with several books than with one. This is not true, and it does not prove to be true in one

case out of twenty. Even the few men who are successful when handling several books do better when they drop all but one, and concentrate their attention upon that one book. The writer has persuaded many such men to reverse their policy, and take one book only. In every case it has resulted in increasing their record.

But thus far in reply to this question we have referred only to the agent's personal success. From the standpoint of spreading the truth of the third angel's message it is decidedly wrong to handle several books at once. We invite your attention to a careful study of the following proposition and problem —

All our agents will admit that our primary object is to place in the homes of the people the largest number possible of each of our important books. Take, for example, "Home Hand-Book," "Bible Readings," and "Great Controversy," and suppose an agent works three months, handling the three books at one time. We will suppose that during that time he sells two hundred books. The result is that only two hundred books are sold in that district for these three important works. Now suppose that he had worked that same territory three months with "Home Hand-Book," and had taken orders for 150 copies; one year later he works the same territory again for "Bible Readings," and sells 250 copies, and the next year he sells in the same district 200 copies of "Great Controversy." The result is a sale of 600 copies of the three books in that territory. Even if the agent prospered when canvassing for the three books at one time, it is evidently a bad policy, from the standpoint of spreading the truth, for him to sell more than one book at a time in any district.

The only exception which we are willing to make to this rule is in back country and cattle ranches. In such places where the dwelling houses are from five to twenty miles apart, the people seldom receive calls from agents, and will often buy two or three books at one time. This is not the case in ordinary, well settled territory, although several books may be sold in one house occasionally.

Should an agent under any circumstances be allowed to take orders for a book he is not canvassing for?

Yes. No rule should be laid down so rigid as to prevent an agent from supplying a book which is inquired for by the people, no matter whether that book has been sold in the district before or not. Through relatives or friends people often hear about a book, and perhaps for years wish to obtain it; and when an agent shows his book, the people will sometimes say, "I do not know that I care for this book, but for several years I have been looking for 'Thoughts on Daniel and the Revelation.' Do you know where I can get it?" The agent should

certainly seize every opportunity of this kind to place a book wherever it is wanted. But permission to supply books under such conditions should not be construed as a license to the agent for him to solicit orders for any other than the one book he is selling.

E. R. PALMER.

We have taken the foregoing from the "Canvassers' Corner" in the *Review and Herald*, dated June 24, believing the instruction given will be of practical benefit to our workers in this field.

GENERAL MEETING.

Railway Fares.

THE following is an extract from the Superintendent of the Railway Company in reply to our letter and personal interview with him. "As promised, I laid your application for special facilities before the Railway Companies generally, and very much regret to inform you that after full consideration, it was decided that the request for tickets to Leeds at reduced fares was one which could not be acceded to."

We are very sorry for this. The Railway Companies say that the price of coal, iron and steel having advanced in price, they cannot afford to issue tickets at the low rates they were able to do some time back. The case is brought before all the Companies and settled in committee by them.

ALFRED BACON, *Conference Sec.*

THANKSGIVING.

"BLESSED be the Lord for He hath shewed me His marvellous loving kindness in a strong city."

I wish through the WORKER to make known His goodness, and His love in raising me to health. The 116th Psalm has been my experience, and is my heart's desire.

I thank our dear people for their kindly interest and their prayers.

Yours in Jesus,
E. S. C. SAVILLE.

BROTHER W. O. JAMES from Leeds writes: "We have a good chance to put out quite a number of *Present Truth and Good Health*. Hope to keep up quite a large list. I am well pleased with this part of the work for Saturday night and Sunday. Last Saturday night I sold fifty-three copies of *Good Health*. May God lead some poor sick soul to see life and health in them, is my prayer."

The Missionary Worker.

Printed Weekly Subscription Price, 1s. 6d. per year
Address all communications to
The Worker, 451 Helloway Road, London, N

THE address of Brethren A. F. Ballenger and M. A. Altman is as follows:—

12, Roundhay Place,
Harehill's Lane,
Leeds.

THE directions for reaching the camp-ground are as follows:

Take a tram from any of the railway stations at which you may arrive, marked Roundhay Road or Harehills Road. The fare is 2d from any of the stations. The tent is on a commanding position at the corner of Harehills and Roundhay Roads, so that none need fear any difficulty in finding it.

SISTER BUCHMAN writes: "You may be interested to know how the work goes in Bradford. So far it is progressing nicely, and I hope, God helping me, to put out three hundred *Present Truth* every week right along. I enjoy the work, and the people are quite glad to get the paper. I find great joy in the renewed strength which the Lord has given me, and in spending it in His service to spread this wonderful message of truth."

THE *Good Health* is taking splendidly at the seaside. Brother Eddie Spicer writes from Deal: "The 250 *Good Health*s have arrived in excellent condition. I have had a very good time already with them. This morning I sold it in six consecutive houses. Friday I took a long street, and only missed three orders."

SISTER BORROWDALE sends us an encouraging letter from Plymouth: "At the last meeting of the Good Health League, the weather was very unfavourable with heavy rain. Still the attendance was forty, including quite a number of strangers. We had a nursing demonstration, and also a lesson in physical culture." The interest in Plymouth is growing, and there are many enquiries about the principles of healthful living. It is truly encouraging to note the desire on the part of so many to take proper care of their bodies. These Good Health League meetings serve an excellent purpose, in bringing our people in touch with others who do not know these things, and giving an opportunity for practical instruction.

BROTHER EDWIN BROWN, who is handling the health books in Pontypridd and vicinity, writes that he is having many encouragements in the work. In four days he has taken nine orders for the large work, "Home Hand-Book." He finds frequent opportunities to give some helpful hints in regard to right habits of living, and says that the instruction he received at the training school last winter has been of great benefit in helping him to give such suggestions. His brother Sydney is also doing well in the work of introducing "Christ's Object Lessons." We believe that all the young people who attended the school last winter, have realised much practical benefit as the result of the instruction received, and that they and many others will wish to avail themselves of the opportunity of attending again this year.

ON the 15th inst. we received a letter from Nurse Robbins, 103 Lat Bank Road, Oldbury, Birmingham, in regard to a little orphan girl. She writes:—

"I am a district nurse here, and often come across cases of great distress. I have one now, a baby girl, two months old. She is a very bright little thing, and I am anxious to get a good home for her with Christian Sabbath-keepers. Her mother died of pneumonia, and we buried her on Monday last. There is another child: fifteen months old, and two others older, so baby stands a chance of being neglected."

Any of the WORKER readers specially interested in this case will kindly correspond with Nurse Robbins at the address given above.

IMPORTANT NOTICE.

WE expect that the majority of our books and paper workers will be planning to attend the Conference at Leeds August 1-10 the Publishing Office has arranged its work accordingly.

The *Present Truth* for August 7 will be issued as usual, but will not be sent out that week. It will be sent out with the previous number, so that agents can deliver two papers at once. We shall print an edition of the same size as usual, so that if any are thinking of reducing their order for that issue, they will oblige us by writing immediately. To make the matter clear, we repeat: On Wednesday, July 30th, (or perhaps Tuesday) agents will receive No. 31, and No. 32. On August 6th they will receive no papers; on August 13th they will receive No. 33. Thereafter matters will run as usual. We shall make a special effort to get the parcels off early the week before the meeting, so as to allow of the papers being delivered by the agents before Friday, leaving them free to go to the Conference on that day.

International Tract Society, Ltd.,

W. C. SISLEY,

Manager.