# SUPPLEMENT TO REVIEW and HERALD

Matt. 9:37, 38: "Then saith he unto his disciples, The harvest truly is plenteous, but the laborers are few; pray ye therefore the Lord of the harvest, that he will send forth laborers into his harvest."

BATTLE CREEK, MICH., TUESDAY, APRIL 26, 1898.

#### LIVE FOR SOMETHING.

LIVE for something, be not idle; Look about thee for employ ! Sit not down to idle dreaming; Labor is the sweetest joy. Folded hands are ever weary, Selfish hearts are never gay; Life for thee hath many duties; Active be, then, while you may.

Scatter blessings in thy pathway! Gentle words and cheering smiles Better are than gold or silver

With their grief-dispelling wiles. A pleasant sunshine falleth

Ever on the grateful earth; So let sympathy and kindness Gladden well the darkened hearth.

Hearts there are oppressed and weary : Drop the tear of sympathy; Whisper words of hope and comfort; Give, and thy reward shall be Joy unto thy soul returning From the perfect Fountainhead. Freely as thou freely givest Shall the grateful light be shed.

- Selected.

No one whose hands are defiled with sin, or whose heart is not right with God, should have any part in the work of the canvasser or colporteur; for such persons will surely dishonor the cause of truth.

THE canvasser must not be self-inflated. As he associates with men, he must not make himself conspicuous, talking of himself in a boastful way; for by this course he would disgust intelligent, sensible people.

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. . THE canvasser may be a well-spring to refresh others if he will, but in order to do this, he must himself draw from the fountain of living truth.

#### TRUE REPRESENTATIVES.

CANVASSERS working with the books, "The Coming King" and "Christ Our Saviour," will need the greatest strength, as they will be the most heavily assailed by the enemy of the coming King and Saviour. Those who engage in the work of proclaiming a coming King will of course be expected to represent that King, and indeed none but the children of the King can properly do the work of heralding his coming. Those who proclaim a Saviour must be of those who have had a personal experience with that Saviour; therefore our canvassers for these books may well be looked upon as representatives of the King and Saviour; and knowing that one cannot be a representative of Christ except the words of Christ abide within him, it will naturally be inferred that the words and acts of those who are representing him in this way, are the words and acts of Christ. This being the case, it will be easy to understand the advantage there would be to the enemy of righteousness could he place one of his representatives in the responsible position of the canvasser for one of those books; for in that way he would be getting his character presented before the people as the character of Christ, his words before them as the words of Christ.

Failing to get his acknowledged representatives in these responsible positions, how hard he will try to overcome one who is engaged in the work, and cause him in some way, either by word or act, to represent him, the enemy of righteousness, and thus accomplish, in part at least, his work of misrepresenting God. Let us all "strengthen the brethren" by praying for them that they may be kept from the deceptions of Satan, and that they may make Christ their strength.

S. D. HARTWELL.

DEADWOOD, S. DAK., March 15, 1898. Review and Herald Publishing Co.,

# Battle Creek, Mich.

BRETHREN: In answer to your letter of the 31st ult., I can only say that the success I have had has not been because of any peculiar mode of canvassing, as I have not the least experience in it. My trade is plastering, which I have followed in Chicago and Kankakee, Ill., for the last sixteen years. I came out here last fall, and was "froze in," and on the first of March, I thought I would try canvassing for the "Eastern Question," as I had read it with such satisfaction. Well, I got thirty-one orders for it in four days.

Then I got hold of "The Coming King," and it sold so much easier that I have dropped the "Eastern Question," and am canvassing for the "Coming King" only, and have now, all told, 129 orders, and not half the territory is gone over. I have had no trouble in delivering the books; have delivered about forty in two days.

Now as to my way. I started out, relying on the Lord. I told him that I was utterly helpless, and was sure that it was the Lord's will that the truth should be spread, so I asked him to guide me. But one day I formulated what you call a canvass, which I used, and I did not take one order, so I dropped that, and then I got orders again.

My smallest day's work was four orders, and my largest, seventeen. I think they have averaged about eight a day, and hours about six a day.

My covenant with my Maker is that he is to have all the glory, as it belongs only to him. My constant prayer is that it may be so.

Yours for the kingdom,

SWAN PETERSON.

I HAVE been wondering lately how many of our canvassers know what a good book to sell "Modern Spiritualism" is. I never saw a book for the money that I thought would do more good in these times. I sold it with other small books last fall, and I find as I go over the same territory now that people are very much pleased with it, and have loaned it to their neighbors. I sold seven in three and one-half hours one day.

A man told me last fall that there had been a few Spiritualists in his neighborhood for a good many years, but that the sect had gained ground fast lately. He knew of over forty families in a circle of four miles. I failed to sell books to any of those people. It made me think of these words in "Great Contro-

versy," page 561: "Marvelous beyond expression is the blindness of the people of this generation. Thousands reject the word of God as unworthy of belief, and with eager confidence receive the deceptions of Skeptics and scoffers denounce the bigotry of Satan. those who contend for the faith of the apostles; and they divert themselves by holding up to ridicule the solemn declarations of the Scriptures concerning Christ and the plan of salvation, and the retribution to be visited upon the rejecters of the truth. They affect great pity for minds so narrow, weak, and superstitious as to acknowledge the claims of God and obey the requirements of his law. They manifest as much assurance as if, indeed, they had made a covenant with death and an agreement with hell, --- as if they had erected an impassable and impenetrable barrier between themselves and the vengeance of God. Nothing can arouse their fears. So fully have they yielded to the tempter, so closely are they united with him, and so thoroughly imbued with his spirit, that they have no power and no inclination to break away from his snare."

I cannot see how we can do better than to give this little book as wide a circulation as possible. My advice would be to every canvasser who has not read it to get one as soon as possible.

F. B. JOHNSON.

#### THE TWO CAROLINAS.

THAT we have not sent in a contribution in some time is no evidence that we are idle in the "land of Dixie." The canvassing work is moving steadily forward, although our numbers are few.

We all realize to some extent that the "canvassing work," and the "work of the canvasser," is quite different from what it was even a few months ago. There is less money afloat, people cry "hard times" more fervently, Satan is more diligent in filling the minds of the people with cares and things of this life, and the circumstances about us are continually changing, fulfilling God's word. Therefore, only those who are diligent, studious, and full of the love of God, will master these circumstances, and remain in the canvassing work to the end.

Wherever the work of the canvasser has been faithfully carried forward, results have followed that attested its divine origin.

We have a splendid field in which to canvass here. I have just read a letter from a brother who has been canvassing in South Carolina for more than a year. He says, "Can you not send a man to work with me this summer? I can sell enough 'Primers' to pay my expenses in the field, and part toward the support of my family." A brother who worked with this man last year in the same State sold enough "Gospel Primers" to pay his expenses in the field, and to the camp-meeting, some two hundred miles from his territory. After the camp-meeting, he delivered one hundred and seventy copies of "Great Controversy" in one delivery. These were orders he had taken through the summer for a fall delivery.

We can sell enough helps to more than pay our expenses in the field, and get from twelve to twenty-five orders a week on an average.

I have a good report before me from North Carolina for the week ending Feb. 25, 1898. Orders, 24; value of orders, \$54.50; value of helps sold for cash, \$8.75; expenses in the field, 25 cents.

Two weeks before this, the same agent got forty-five dollars' worth of orders. I give these facts to show how the work is going here, and for the benefit of those who are thinking of coming to this field to labor.

We would be glad to correspond with any one who desires to make this field a place of labor. We need good men and women who are willing to come and aid in building up the work here. None need come who are afraid of hardships; for it is written, "I beg of you never complain of your hardships." Men are wanted whose hearts are nerved with holy fervor, men of strong purpose, who are not easily moved, and who can lay down every selfish interest, and give all for the cross and crown.

We are of good courage in the Lord, and the message never seemed more clear and beautiful than now. W. L. KILLEN.

Lego, N. C.

#### THE TEXAS INSTITUTE.

This institute was held according to previous announcement at Keene, February 20 to March 18. The attendance was much smaller than was expected, which was a source of regret to all concerned. However, a good interest was manifested by those who did attend, and we had a very profitable time. "Thoughts on Daniel and the Revelation" and "Great Controversy" were studied daily, with a Bible lesson, and instruction concerning the canvassing work and the science of it. There were many attending the Academy who desired to attend these classes, but on account of their studies and work could not. Professor Lewis kindly

gave me the privilege of speaking to them during chapel hour in the Academy chapel, while I was there. A good interest was manifested, and twenty gave their names as intending to canvass during vacation. Ι was much pleased with the plan of the Keene Academy, mental and physical work being combined. Many are paying their way entirely by work. Thus they do not forget how to work, nor lose their taste for labor; but feel all the more like studying after a few hours' work in the fresh air. And as many are attending school with the view of preparing themselves to labor in the cause, if now they will go out during vacation and labor in some branch of the work, and thus get actual experience as they go, the combination will be complete. In this way they will begin to practise what they have learned, find out their needs more fully, and be better prepared to appreciate their school privileges. All were of good courage, and I hope to see a good work done in Texas this year. S. C. OSBORNE.

District Agent.

#### HOME MISSIONARY WORK.

WHEN the work to be performed is a great one and but few are engaged, it takes a long time to accomplish that work; while, on the other hand, if many engage in the work energetically, it is soon accom-The giving of the last message to the world plished. is a stupendous work, the greatest our Heavenly Father ever committed to man; as he has committed it to him, he only, through the blessing of God, can accomplish it. Angels may and do aid in going before the workers to prepare the hearts of the people to receive the truth, but they cannot proclaim it. This precious privilege the Lord has given only to man.

The means God has given to his agents are the voice, the pen, and the press. All cannot by voice preach the truth from the pulpit; but all can visit, and thus with the voice tell of Jesus' love, and of the wonderful truths which are now preparing a people for the second coming of Christ and the transla-All can circulate the page produced by the tion. press, and thousands with the pen can tell the same glorious message to friends near and dear, with whom they have more influence than any one else.

The writer fully believes that the majority of our ministers, Bible workers, and canvassers are laboring earnestly to bring souls not only to a knowledge of the truth, but to Jesus. But this message will never be carried as fast as it should be, until every church-

member becomes an active laborer. We should become so thoroughly awakened to a sense of our duty in spreading the truth, that whenever new tracts fall from the press, glistening with light, we should scatter them everywhere, like the leaves of autumn.

We have at the present time fifteen hundred organized churches. Whenever a new book is issued, many in these churches should order a few copies and sell them. Should each church sell twenty copies, it would mean an edition of thirty thousand. Then as the work is carried beyond the churches through the canvassers, many more thousands can be sold. When this is done, our presses will turn out editions of from fifty to one hundred and fifty thousand. Then books can be produced at a lower figure than small editions can be.

Will not the leaders of our churches think of this plan, and if in their minds it is possible, try it? Will not some in our churches sell some of each new book that is issued? Will not some try to sell the Signs and other papers? Reader, are you at work? If not, are you doing your duty? Should not every professor of present truth be an active worker? May the Lord help us to become a denomination of 'true, faithful, earnest Christian workers.

S. H. LANE.

#### **DISTRICT 5.**

THE business year of the Kansas City Branch of the Pacific Press ends March 31 of each year. The year just closed has been the most prosperous in the history of the office, so far as book sales are concerned. The retail value of books sold in the district the past year amounts to nearly \$60,000, and we think that the energetic efforts of a live district canvassing agent are largely responsible for these results. He has been retained in a like capacity for the present season's canvass, and has just closed a successful course of institutes in Kansas, Texas, Oklahoma, etc.

The sale of tracts and pamphlets the past year has been larger in this district than ever before, and *Bible Students' Library* Nos. 151 and 152 are being strewn like the leaves of the autumn, all over the district, while "The Arming of the Nations" is being sold by the thousand in almost every State. The book and tract sales exceed, those of last year by \$3,705, and the number of large subscription books sold exceeds that for the previous season by 1,650 copies. Only in the one item of "helps" has there been a falling off in sales, and we are glad to note that fact; for the noble corps of canvassers in dropping the so-called "helps" have increased the sale of the regular sub scription books.

The sales of Bibles amounted to 1,245 copies, an increase of 195 copies; of "Bible Readings," 2,588 copies, an increase of 400; of "Great Controversy," 2,198 copies, an increase of 112 copies. Of "Patriarchs and Prophets" only 84 copies were sold, and 624 copies of "Prophecies of Jesus," while of "Daniel and the Revelation"—a comparatively new book again — we sold 2,580 copies. Of the health books and miscellaneous subscription books, 638 copies were sold and delivered.

Of "Christ Our Saviour" 11,222 copies, and of the other small books (such as "Gospel Primer," "Steps to Christ," etc.) over 23,000 copies were sold.

B. R. NORDYKE.

#### "THE LIBERAL SOUL SHALL BE MADE FAT."

MANY times we are disposed to give this precious promise of God to the other fellow. It is often repeated to cause some one to open up the heart enough to purchase the truth. But in many instances the worker forgets that he is the one that is pointed out in the exhortation to be liberal. Many even make a reputation of being penurious in their dealings with This not only tends to turn people from the public. us and the truth, and dwarf our natures, but it cripples our resources in a financial way. In the way of carrying the truth to the people, far more depends on our example than on our words. When we talk liberally and exercise a spirit of closeness, honest people are turned against the truth.

I call to mind one of the many instances I might mention illustrative of the fact that it does not pay to be close in our dealings with the people : While canvassing in Kansas I met a family above the average in intelligence; but I could not take their order for "Great Controversy," in any way. It seemed the more I tried the farther they were from it. I had given up when they invited me to dine with them. After dinner, I made a last trial for the order ; but to no purpose. As an expression of my gratitude for a good dinner, I gave the lady one of some helps that I was carrying. To my great joy, this so changed their minds that I left with a library order. So, if we would be most successful as "laborers together with God," we must be liberal. JESSE JARED. Graysville, Tenn.

#### INDIANA CANVASSERS' INSTITUTE.

'According to appointment this institute opened at 9 A. M., March 22, with fifteen present, and ere the second day had passed, our class increased to twenty-three, and they all stayed with us until the close.

The first day was spent in setting before the class the kind of workers the Lord wants, and the importance of abiding in the calling wherein we are called. With two or three exceptions, all seemed to know they were called to this line of work. We sought the Lord earnestly to assist and guide in organizing. Thirty minutes were spent each morning in seeking the Lord to direct the work that day.

The second morning we began our regular work. This was an institute. Instructions and lessons on points that would be met in the field, were given from the first,

"Great Controversy," "Daniel and the Revelation," and "Coming King," were the books studied. Some practical work was done, and several books were sold.

Elder Van Horn gave good and timely Bible lessons each day, and sermons at night. He was called away, and it seemed advisable to close our work three days earlier than we had planned to close.

Brother I. A. Ford, from Battle Creek, was with us the last day and a half. His visit, though short, was appreciated.

The testimony of all was that they were well paid for attending, and now looked at the canvassing work in a different light than ever before. All seemed to see that to go out and sell our books to spread the truth *is* missionary work.

The brethren and sisters of the Kokomo church, who carried the burden of caring for those in attendance, were well pleased and much benefited by the institute.

All our canvassers went to their fields full of courage, and we hope to see a good work done this season in Indiana. Also we hope to have a much larger force in the field than for some time in the past. The prospects before us are good, and we praise the Lord for them. J. E. DUNN.

Denver, Ind.

<sup>1</sup> VERY much more efficient work can be done in the canvassing field than has yet been done.

THE canvasser should be chaste like Joseph, meek like Moses, and temperate like Daniel; then a power will attend him wherever he goes.

#### KENTUCKY.

FROM a letter just received from Brother A. F. Harrison, we quote the following :---

"Three of our old canvassers started for Kentucky this week. One of them reports, for six days' work, forty-five orders, in value one hundred dollars. The work seems to be opening up before us very en couragingly, and the prospects are bright."

Brother Harrison is now conducting an institute at Graysville, Tenn., with an attendance of twentyfive.

#### LARGER CONQUESTS.

It has been the fault of the Lord's fellow workers in all ages to expect too little of him, to doubt his power and goodness, and his boundless liberality, and thus to be satisfied with small blessings and insignificant successes, when he wanted to give them great ones.

Probably our canvassers are not entirely free from this fault, or a much larger number of them would take up the sale of the large subscription books, such as "Daniel and the Revelation," "Patriarchs and Prophets," "Home Hand-Book," "Man the Masterpiece," "Ladies' Guide," and others that might be mentioned. It means something to get books of this class into a home, for they are of sufficient size to treat the subject comprehensively and leave a distinct impression, thus exerting an influence in the family, which will little by little extend throughout the neighborhood.

The writer has nothing at all to say against our smaller books; they are excellent in their place, and can be sold by many who are not able to make a success of selling the larger works. Inexperienced workers, young people, and even children, can sell these books, and thus do a good work for the Lord. These books were also a great help when money was scarce, and the people were not able to purchase the larger But now the times are better; money is growbooks. ing more plentiful, and there seems to be no good reason why agents of experience should spend their time on little books, when they might just as well be engaged in work that is far more worthy of their efforts.

There are several advantages in handling the larger books. They not only accomplish most for the truth, but furnish a more liberal support to the agent, and there is a dignity attached to the man who is introducing a work of some definite aim and comprehensiveness which is denied him who offers something that can be bought for twenty-five or fifty cents.

M. E. Olsen.

MEN and women are wanted now who are as true to duty as the needle to the pole—who will work without having their way smoothed and every obstacle removed.

THE articles published in your pages are a real help to me. Since the spring of 1892 most of my time has been spent in canvassing for our various subscription books, and though my severest trials have come since then, the greatest victories have also come. It has been my privilege to learn that some have been converted since reading the books I sold I have also met some others and learned that the books are doing them good.

Now my time is given to working with the Signs of the Times, and this affords as good experiences as the book canvassing. The Lord is leading the minds of some to a closer study of their Bible as a result of reading the Signs.

Fellow workers, let us be of good courage in all circumstances, remembering that the trial of our faith is more precious than that of gold which perisheth.

Would that words could express the benefit I have derived from the lessons learned in the canvassing work. ANNA C. ANDERSON.

348 No. 8th St., Salina, Kan.

THOSE who have a knowledge of the precious truth, and who are consecrated to God, should avail themselves of every opportunity where there is an opening to press in the truth. Angels of God are moving on the hearts and consciences of the people of other nations, and honest souls are troubled as they witness the signs of the times in the unsettled state of the nations. The inquiry arises in their hearts, what will be the end of all these things? While God and angels are at work to impress hearts, the servants of Christ seem to be asleep. But few are working in unison with the heavenly messengers. All men and women who are Christians in every sense of the word, should be workers in the vineyard of the Lord. They should be wide awake, zealously working for the salvation of their fellow men, and should imitate the example that the Saviour of the world has given them in his life of self-denial, sacrifice, and faithful, earnest labor.

There has been but little of the missionary spirit among Sabbath-keeping Adventists. If ministers and people were sufficiently aroused, they would not rest thus indifferent while God has honored them by making them the depositaries of his law, by printing it in their minds, and writing it upon their hearts. These truths of vital importance are to test the world; and yet in our own country there are cities, villages, and towns that have never heard the warning message. Young men who feel stirred by the appeals that have been made for help in this great work of advancing the cause of God, make some advance moves, but do not get the burden of the work upon them sufficiently to accomplish what they might. They are willing to do a small work, which does not require special effort. Therefore they do not learn to place their whole dependence upon God, and by living faith draw from the great Fountain and Source of light and strength, in order that their efforts may prove wholly successful. - Mrs. E. G. White.

## PORTLAND, Mo., April 6, 1898.

REVIEW AND HERALD PUBLISHING Co.: Your letter is very much appreciated. I received a copy of "The Coming King," and was so delighted with it that I went to work the 14th of March, using "Steps to Christ" and "Gospel Primer" as helps. I have been hindered by bad weather, and have got in only twelve days; but have taken orders as follows: for "Coming King," 77; "Steps to Christ," 32; "Gospel Primer," 31. Total, 140.

I have never canvassed for a work that so forcibly impresses present truth on the minds of the people as "Coming King." The first few lessons set forth and illustrate the way of life through Christ, so that a child can understand it. The prophecies set forth by our Saviour are so beautifully illustrated that the skeptic is interested. Take into consideration the capital and labor question,— it is the very book for the times. A. J. Scott.

## COLUMBIA, PA., April 8, 1898.

DEAR FRIENDS: I have been canvassing in this city for "The Coming King." Thus far, I have worked sixteen days of eight hours each, and secured orders for 177 copies. I averaged nearly seventy cents an hour. The book sells well, and the Lord is blessing me in my work.

> Your brother in the work, GEO. W. SPIES.

# CANVASSING REPORT FOR MONTH ENDING MARCH 31, 1898.

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\* Report for four months.

† Réport for February.

# JAMAICA.

It gives me courage to read the reports and experiences presented by our canvassers in the SUPPLE-MENT TO THE REVIEW. Thus I embrace the opportunity of writing this, trusting that others may still be encouraged. This present truth came to me iu 1895 at the tent-meetings held by Elders Haysmer and Richardson, in Kingston. In the early part of 1896 our family removed to their country home. Thus I entered the field, first by selling tracts and Signs on a small scale, after a while I was trusted with small books, as "Primer," and "Glorious Appearing." The Lord blessed me in this; but my intention was to give up the canvassing at the close of the year. I asked the Lord to direct in whatever work he wanted me to do; and, instead of leaving the field, I found myself at the beginning of the year with a larger book with which to work. My labor was again crowned with success; yet I did not realize that this was the work the Lord had for me, so I still determined to leave the field. Again I went to the Lord, and again he blessed me by answering my petition. I am now preparing to canvass for "Prophecies of Jesus" along with smaller books.

Surely I now realize the importance of our Lord's words, "Every branch in me that beareth not fruit he taketh away." "He that gathereth not with me scattereth." Let us press forward in this field of labor, because "the love of Christ constraineth us," so that at last we may hear the "well done, thou good and faithful servant : enter into the joy of thy Lord."

> "O, the good we all may do, While the days are going by !" HULBERT FLETCHER.

TRIALS. — The work of pruning and purifying to fit us for heaven, is a great work, and will cost us much suffering and trial, because our will is not subjected to the will of Christ. We must go through the furnace till the fires have consumed the dross, and we are purified, and reflect the divine image. Those who follow their inclinations, and are governed by appearances, are not good judges of what God is doing. They are filled with discontent. They see failure where there is indeed triumph, a great loss where there is gain; and, like Jacob, they are ready to exclaim, "All these things are against me," when the very things whereof they complain are all working together for their good. No cross, no crown! How can one be strong in the Lord without trials? To have strength we must have exercise. To have strong faith, we must be placed in circumstances where our faith will be tried. The apostle Paul, just before his martyrdom, exhorted Timothy, "Be thou partaker of the afflictions of the gospel according to the power of God." It is through much tribulation that we are to enter the kingdom. Our Saviour was tried in every possible way, and yet he triumphed in God continually. It is our privilege to be strong in the strength of God under all circumstances, and to glory in the cross of Christ.

The very trials that test our faith most severely, and make it seem that God has forsaken us, are designed to lead us to Christ, that we may lay all our burdens at his feet, and receive the peace he will give us in exchange.—Mrs. E. G. White.

#### REPORTING.

THE necessity of reporting can be very clearly seen. If there is no labor reported, no experiences related, it will be impossible to give proper instruction. Some have thought it boasting to relate what they have been able to accomplish; but no individual is exalted by magnifying the work of God; for it is God that worketh in you to do his good pleasure, and God is honored inasmuch as others are provoked to good works. By letting your light shine, others, seeing your good works, are led to glorify your Father which is in heaven.

Each canvasser ought to keep a daily record of the number of hours' work done, number of exhibitions given, and number of orders taken. Then at the end of the week it is an easy matter to fill out the weekly report blank, and send to the State agent. When each agent is faithful in this respect, the State agent will have no difficulty at all in sending to the State society or the Publishing House a complete report of the work done in the State.

There are some who have not as yet seen the importance of this matter. They are endeavoring to do all they can in selling our publications, and would do nothing to retard the work in any way; and yet these very individuals are impeding the work by not reporting. Their influence would add very much to the upbuilding of the cause should they report faithfully, as their reports would be the means of influencing others to enter the Master's vineyard. United effort is what gives strength to any system. I. A. F.