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GENERAL ARTICLES.

"The King's Business Requires Haste."

My acquaintance with the work in Washington commenced in June, 1890. Our work in this city had begun but a short time before then. What do we see to-day? The principal papers of this city are publishing the Sabbath truth as the leading topic of interest. Seventeen columns of matter have been published in the Washington papers since December 26th. The larger part of this has been most favorable. This city is deeply stirred over the Sabbath truth. While the world is moved with the spirit of feverish intensity, shall not we receive from above a baptism of such earnestness in finishing the Lord's work as we have never known before?

A spirit of intense activity has taken possession of the people of the world. We see thousands wholly engaged in the rush for wealth or pleasure. Shall we, with the mighty work and the short time before us, be less diligent in the Master's service? Are we to be among those

whom God can use in finishing the work, and cutting it short in righteousness? "A short work will the Lord make in the earth."

There are to-day many calls for means and service, but "God is able to make all grace abound toward you, that ye, always having all sufficiency in all things, may abound in every good work." By his grace may we not do great things in the sale of "Christ's Object Lessons?" Even a small effort put forth by many in the **fear of God will accomplish great results.** The truth may be placed in thousands of homes, our colleges freed from their heavy burdens of debt, the general cause of education greatly enlarged, and a new vital energy imparted to those who take part in this good work.

During the gathering of the General Conference Committee in College View last September, some time was given to a study of the work to be done in the future with "Christ's Object Lessons." There seemed to be a general belief that God would have us continue the work with energy and courage. Elder Daniels made the following remarks and suggestions:

"I believe that the work that has already been done with Object Lessons has put us in a position where we can now reap the best results from the enterprise that there is in it. The popularity that has been given to the book, and what has been demonstrated in its sale indicate that a strong effort now will bring better returns to the institutions to which the book is dedicated than ever before. When we first took hold of the work, it was an experiment; we knew not what could be done. But the fact has now been fully demonstrated by thousands of people that the book can be sold, that people who have never sold books before can sell it, and that the

book is appreciated by those who secure it.

"Now, brethren, why cannot our people in this country dispose of one hundred thousand copies of Christ's Object Lessons every year? That would be less than an average of two books for each church member. I believe that we, as a people, without any further large outlay of tithes or our conference workers, could from the sale of this book bring to our institutions one hundred thousand dollars a year to pay off their indebtedness and do aggressive work. If we as a people take advantage of the ground already gained, and move forward a little each year, the returns will be a great help to our institutions."

Reports from several of our conference presidents show that there are many books taken by churches and individuals that have not yet been disposed of, and that an earnest effort should be put forth to place these in the hands of the people for whom they are designed. The good reports of what has been accomplished should lead all to be of good courage, and press forward steadily in the work.

One fact has been demonstrated by some of the experiences that were related,—that is that this work has done a vast amount of good in training young people for service. Some whose life of missionary activity began with this book are now conference laborers, and are entering the work in other lands. It was also shown that the churches and individuals that had sold their quota some two or three times over are the ones who are most ready to sell this book yet.

While the effort has cost us something, the time of conference laborers has been devoted to it, and means from the conference treasury has been expended, yet the belief seemed to prevail that this

money and effort has been well expended. The presentation of truth in the book has been a potent factor in removing prejudice from many minds, and opening the way for further investigation of the message for this time. Liberal souls have been brought into the truth, and churches have been organized in various places as a result of the work with this book.

Success is largely dependent, not upon the few who are placed in positions of responsibility, but upon the united, persevering efforts of many earnest, self-sacrificing servants of God.

J. S. Washburn.
Secretary of Relief of Schools Committee.

How to Improve Your Personality.

BY R. J. BRYANT.

How can I best improve my appearance, and yet not become foppish or dandish? How can I meet people who are better educated than myself? How can I bring the truth to such people? These and many other questions of like manner are constantly recurring to every good Seventh-day Adventist. And who can say they are not very important questions, indeed. If we endeavor to obtain a hearing from some prominent and influential person, the first thing they look at is our general appearance. The second, the way in which we address them and introduce the object of our call. If you wish to call on a lady or gentleman, and be used as one, you must have the appearance of a lady or gentleman, as this is all they have to judge you by at first. If you wish to create an interest in the minds of those upon whom you call, you must have the faculty that will enable you to do so. But, how may we cultivate this faculty? And how may we improve our personal appearance? These are the questions that now come before us.

"I am too poor to have a neat appearance," is an excuse that no business man or woman will accept now-a-days, for there is no man or woman, no boy or girl too poor to be neat and clean. To have a clean face and hands with well combed hair; a clean collar and tie, with the tie in its proper place; clothes well brushed and pressed; polished shoes; and a special liking and use of the bath tub; it will all cost so little that no one can make the cost of it an excuse for not having an attractive personality. And no man or woman, boy or girl, of good appearance will dare risk losing their prestige by attempting to go among

the people without first seeing that their personal appearance is immaculate.

No greater opportunity is offered to any one, to cultivate a neat and attractive personal appearance, along with a spirit of love, kindness and refinement, but especially to Seventh-day Adventists; than that of soliciting for our denominational books. The meeting and conversing with people in all walks of life; the study of how to please and persuade; the business transactions in a kind and Christ like way, together with your opportunity to travel will endow you with a power that will be felt wherever you go.

Is your life's aim the ministry, the medical work, the Bible work, the school work, or something else, that will require a good deal of personality wherever you go? If so, spend a year or two canvassing.

It will do you more good than a college course, and combined with the college course will give you the start in life for which you are looking.

Do you want to do good all your life? Do you want to take a part in spreading this gospel of the kingdom to all the world in this generation? Do you want to do all this in a way that will improve your personal appearance and manners besides fitting you for more good in this world and preparing you for the next? Then enter the canvassing work; study it as a science; make it a life work and aim. It will do as much if not more than all else to fit and prepare you for that beautiful home in the earth made new.

Forty-Three Thousand Thirty-Four Dollars and Forty-One Cents.

The above is the amount still needed, to make up the \$100,000 to be used for the building up of the work at the headquarters in Washington, D. C. In order that this sum shall be supplied by the 11th of May, when the General Conference will open in Washington, an average of \$3,238.37 must be given each week. This would mean a large increase on the donations of last week, which were \$1,368.38. At this rate the whole amount would not be supplied before the 10th of September, 1905. Will not every reader of this article help at once by liberal donations to lighten the hearts of those bearing responsibilities at the head of the work? A united, cheerful effort will quickly finish this work.

The following testimony, written January 11th, will be appreciated by every reader of this paper:

"I appeal to all who have means to

make a determined effort to carry out the instruction God has given regarding the establishment of a sanitarium in Takoma Park. Let our people rally to the support of this important enterprise. Let the churches in every state, act their part, that the work in Washington may not come to a standstill. Let us make liberal gifts to this work, and the Lord will bless us and it. We cannot see this work coming to a standstill while it is but half done. It need not come to a standstill if all our people will come up to the help of the Lord. Let us come up to the help of the Lord, to the help of the Lord against the mighty powers of darkness."
J.S. Washburn.

The Home Improvement Courses.

It has been said that a man is known by the books he reads. Few of us realize perhaps the tremendous influence upon our lives of the literature we read. Especially is this influence great on the lives of our youth. Great care should therefore be exercised in the selection of reading for our young people.

"Lead the youth to see how much there is to learn and to do; how precious are the days of youth as a preparation for the life work. Help them to see what treasures there are in the Word of God, in the book of Nature, and in the records of noble lives." Education p. 248.

The Young People's Department of the Central Union Conference has arranged two reading courses, known as the "Home Improvement Courses" which will begin February 15th. The work is done in your own home, and a certificate is given to those who satisfactorily complete any course. The books to be taken up are volumes of intense interest. Let all who are interested in self culture and good reading write at once to M. E. Kern, College View, Nebraska, and you will receive full information in regard to these courses.

Conference Tent Fund.

At our conference meeting held at Longmont last August a large amount was pledged for our conference tent fund. Now, dear brethren and sisters, the tent season is almost here and we must have several new tents, and the only means we have with which to get our conference supplies is the money that our people furnish us.

Those who made pledges will be notified of the amount and we hope all will respond with the money; for, as we have stated, we must get ready for our summer's work.
Geo. F. Watson.

The State Agent, and the Basic Principles of His Work.

Synopsis of Talk Given by E. R. Palmer, at Bookmen's Convention, Mountain View, Cal., Jan. 19, 1905.

Text—Joshua 1:1-9.

KIND OF STATE AGENTS NEEDED.

Men who will not talk about the work, but who will go into the work; plain hard working, practical men who will go into the field and say, "Come, boys," instead of "Go, boys;" men who know God and a few things about their books, and know them well. We do not need state agents who are great talkers. He may forever keep off the rostrum and still make a success of his work.

Planning duties in a critical way for the conference president is no part of the state agent's work. The biggest criticism a state agent can bring upon himself is to find fault with the president.

Holding institutes is not his primary work. During the best six years of my work as an agent, I never held a general public institute. They are all right in their place, but they are not often essential.

AN IDEAL PLAN.

The experience of Harry Camp is to my mind an ideal one. At the time to which I wish to refer he was the only canvasser in New Zealand. The conference had about eight hundred Sabbath-keepers. The records had been destroyed. The debt upon the tract society was \$3,500. He selected four boys and went out with them. He received no salary, discarded all idea of past records. He commenced at the south end of the Island and worked thoroughly toward the other. He got his men together Sabbath and Sunday and filled them with enthusiasm. He would not leave them even when solicited to do so by the president, until after their first delivery and they were ready for him to leave them. Then he chose four more men. Within fourteen months he had fourteen men in the field, and he had not lost a single one. During the first three years of his work, he kept his number good, and at the same time twenty agents were developed and sent on to Australia. The debt at the Tract Society was paid and they had \$750. He taught his men to discard the idea that they could not sell a book in a territory where it had been sold before. "Great Controversy" and "Bible Readings" were their chief books.

PRINCIPLES.

Take first for your motto, "I can do all things through Christ who strengtheneth me."

Take an unconquerable attitude toward God's work. "As a man thinketh in his heart, so is he." If you think you can, you can, particularly if you know you can. There are no deserts, no Jordans, no Alps to a man when God is going before him. Do you think for a moment the fact that man takes up self supporting work deprives him of the power of the gospel? Did the fact that Stephen engaged in attending to the business of the church deprive him of that power? (See Acts 6:5-8.)

SUCCESS IN HARD TIMES.

It does not make so much difference what is on the outside if the inside is all right. "Let not your heart be troubled." Keep the citadel strong. "The gold and silver is mine," and the Lord says, "Ask and ye shall receive."

AN EXPERIENCE.

I had worked four days in a town called Sodom, and in some way the name of the town seemed to have gotten on the inside and I was obtaining no orders. Friday morning I went to a little brook in a secluded spot and there on my face before God I took the orders for the day. After that I went back to town, worked all day and obtained an order in every house but one. During that hour I succeeded in getting Sodom on the outside.

TERRITORY IS NEVER WORKED OUT.

Territory that is worked six or eight times is really better than ever before. The records of our best agents are that the sixth or seventh book used sells in the largest quantities. The following is the official record of a little town in Australia, Bendago by name: First canvass, 250 copies; second, 350; third, 500; fourth, 600; fifth, 850; sixth, 1,000. And yet after the sixth canvass, agents said the field was no longer good. By what process of reasoning do you suppose they arrived at that conclusion?

PREDJUDICE WILL NOT HINDER.

Don't believe the things people tell you that are not so. Don't believe any thing that is told you, and only half that you see. The Bible says, "Who is so blind as my servant?" Prejudice is not to be feared. The men who have triumphed in the ages past have been men who were not afraid of all the powers in heaven or hell.

Brethren, help us in every way you can. Talk courage. Books can be sold today just as well as at any time in the past. Let us do it.

A Tract With a Record.

Less than a month ago the Review and Herald Publishing Association of Washington, D. C., began the publishing of the tract "An Appeal to Clergy." Before the first edition of 40,000 was off the press, orders were received for more than the whole edition, and another edition of double the size was printed, making in all 120,000. This too was ordered, the tracts were finished, and another edition of 40,000 was at once put on the press. These flowed out to all parts of the country in like manner and yet another edition was necessary, making in all 200,000. This is also gone, and still another edition of 40,000 is on the press and orders are already in for a large part of this.

Thus in about a month practically a quarter of a million copies of this tract have been ordered. It is indeed gratifying to think of the amount of good that will be done by this publication. It was prepared by a number of our ministers, sent to the clergy of Washington, D. C., and published in the Washington "Post." It presents the Sabbath question so perfectly, minister or lay member cannot but appreciate the vital truths contained therein.

Let the good work go on. If you are circulating this tract, keep it going. If not, send for a supply. 40 cents per hundred, \$3.75 per thousand, postpaid.

Patient Continuance in Well Doing.

Eternal life is granted, by him who will render to every man according to his deeds, to those only "who by patient continuance in well doing, seek for glory and honor and immortality." All the blessings of the gospel are for those who "continue in the faith." Hope may be deferred, but "in due season we shall reap, if we faint not." Jesus endured the cross, and we are exhorted to "consider him that endured such contradiction of sinners against himself, lest ye be wearied and faint in your minds."

Are there some who, because of a lack of this "patient continuance in well-doing," have not yet received the fullness of the blessings promised to those who would faithfully do their part in the sale of "Christ's Object Lessons?"

J. S. Washburn.

A Word from Mexico.

This country must be warned, and what is done must be done quickly. Already there is agitation for Sunday rest, closing of stores, etc., and the Roman church is constantly increasing her hold on affairs. Already in some places the reform laws are practically a dead letter, and the civil power is dominated by the church, while priests and nuns go boldly forth in defiance of law.

Geo. M. Brown.

NOTES AND ITEMS.

Miss Nellie Horner of Denver is visiting friends at Lamar, Colo.

Brother S. Stevens of Canon City has been spending a few days in Denver.

Brother A. F. Pinkerton and wife of Pueblo are visiting friends in the east.

Brother C. A. Fredrick of the *Paonia Gazette* called at the office last Monday.

Two have recently been baptized in Japan—a brother in Kobe, and a sister in Tokyo.

A general meeting at Roswell, N. M., is being held by Elders Richards, Hooyer and Warfle. We hope for a report soon.

The Misses Elva and Celia Green of Des Moines, Iowa, are visiting Colorado friends. We are delighted to see them again.

Brother L. E. Koon stopped in Denver last week en route to Nebraska. He has been auditing the books of the Colorado Sanitarium.

Elder Watson has returned from the council meeting at College View, and is spending a few days in Denver looking after conference matters.

Sister Halliday, accompanied by her two children, has returned to Missouri. She is located at Carthage, and is having excellent success in canvassing.

Brother U. G. Adkins and wife left Denver Sunday, February 12th, for Laramie, Wyoming, their new field of labor. We wish them much of God's blessing.

Mrs. Ruth Olson entertained the junior department of the Denver Sabbath Schools Tuesday evening of last week. The young people seemed to have an enjoyable time.

For sale cheap—Two lots, with store room 20x14 feet and two living rooms in rear. Good location. Address Elder G. W. Anglebarger, 526 Santa Fe Avenue, Denver, Colorado.

J. W. Horner left Denver Tuesday, for San Diego, Cal. If he is pleased with the country his family will join him later. They hope the change will prove beneficial to their health.

The West Denver Missionary Society is doing good work with the Family Bible Teacher. Those who are working feel greatly encouraged, and find the people anxious for the leaflets.

Prof. E. A. Sutherland of the Nashville Industrial College was in Denver last week. He spoke in the West Denver church Sunday night on the condition and needs of the work in the south.

Brother Dan Huguley and wife left Denver on the 14th, for their old home in Battle Creek, Mich. Brother Huguley's health is rapidly failing and he thought a return to his old home would be beneficial.

The German, Danish and Swedish papers have published "The Open Letter" in recent issues, and hope that they may be given a wide circulation. The prices are five papers for ten cents, or \$1.50 per hundred.

Brother I. G. Knight writes that they now have a constituency of 125 in the Panama Mission field. They have raised one hundred dollars toward a tent fund, and he hopes to take a tent with him when he returns to his field.

Prof. W. W. Prescott and Elder Luther Warren are holding special evangelistic meetings in the city of Washington in the interests of the vital questions now before the people of that city. Let us pray earnestly for the triumph of the truth.

Quite a number of subscriptions to ECHOES are expiring now. Look for the blue cross, which means that your subscription has expired. We hope none will delay in renewing, and thus miss some of the important issues. Please renew at once.

Elder J. A. Leland was in Denver a couple of days this week. He is working on the translation of Spanish literature which will place the truth before the Spanish people. At present he is translating "The Family Bible Teacher" into the Spanish language.

Miss Celia McDonald writes that the Longmont church has just received a large supply of The Family Bible Teacher, and that they expect to begin work with them at once. Are there not other churches that would like to take up this work at once? Do not delay, but order now.

The General Conference Committee at its recent session recommended that Sabbath, February 25, be set apart by all our churches in the interests of the religious liberty work by holding conventions and taking up a special collection for the advancement of the cause of Christian liberty. The suggestive program appeared in the *Review* of Feb. 16.

Brother O. A. Olsen, writing of progress in England, reports seventeen baptisms in West London, with others waiting, and a church soon to be organized; five baptisms at Southampton, six at Newport, ten at Abertillery, Wales, with a church of twenty-four organized at East Cowes, Isle of Wight.

"The Conflict Between Capital and Labor," is the title of a new book by Elder E. T. Russell. There is not a more important question before the world today, and Elder Russell has handled the subject in an interesting and non-partisan way which cannot fail to interest all who read it. Price fifty cents.

Geo. F. Enoch reports from Bridgetown, Barbados: "The Lord is blessing in our work here. Last Sabbath sixteen precious souls were baptised. The Lord drew very near, and we had a blessed season together. Others are still studying, whom we hope to soon see take their stand with the remnant people. The church is crowded to its utmost capacity each Sunday night."

The *Union College Messenger* has been changed to *The Educational Messenger*, and appears in a new dress. It will be devoted to the interests of the Young People's work and asks the loyal support of all who are interested in that work. It will be the organ of the "Home Improvement Courses" of study which makes it possible for those at home to become educated and fitted for the work. Price fifty cents per year.

We glean the following from a letter received from Elder Hoover: "I hope above all things to see our people so stirred that every man, woman and child will be earnestly engaged in working for the good of others. Our salvation as a people depends on it. Two of our sisters have been selling *The Life Boat* on the streets with good success. Others are planning to take up prison and jail work, and all seem to want the Lord to use them in some way."

Prof. F. W. Field writes from Japan, soon after his return from Korea: "It does encourage us so much to know that the home conferences are taking hold so actively in fields beyond their own borders. How else can these countless Oriental millions be reached? We hardly dare think of the great work to be done; it seems so great for the means we have to do with. If anywhere strong faith in this message is needed, it is out among the great masses that have never even heard of the true God. So every move in the home field to spread the light in the vast regions beyond is a great encouragement to the lonely toilers in these dark regions."