



MINISTERIAL COUNCIL

W. H. HECKMAN

A Ministerial Council was held in Nashville, January 18 to 21. The ordained and licensed ministers from the Southwestern, Southern, and Southeastern Unions were in attendance.

As Elder Daniells remarked in the first morning session, Friday, January 19, "These meetings are quite different from anything that we have ever held. This is not a Ministerial Institute, nor a convention. We need to come, not in the capacity of leaders, but as *individuals*, for a spiritual revival." And truly did he speak. There were no flowery orations, no long sermons, but plain and simple instruction given through Elders Daniells and Watson by the Holy Spirit, which stirred the hearts and minds of those present until it seemed that Pentecost was upon us. The great realization was—*A Reformation is Expedient.* But

Why a Reformation?

1. Because we need it.
2. Because it is necessary to the consummation of His work.
3. Because the time has come to consummate.

"A revival of true godliness among us is the greatest and most urgent of all our needs. To seek this should be our first work. There must be earnest effort to obtain the blessings of the Lord. . . . because we are unprepared to receive. . . . But it is our work, by confession, humiliation, repentance, and earnest prayer to fulfill the conditions upon which God has promised to grant us His blessing. A revival need be expected only in answer to prayer."

Gathered together in that upper chamber, as it were, the time was spent in seeking the Lord to meet with us, and bless and guide our minds as we searched and studied together His Holy Word, the Testimonies, Great Controversy, Desire of Ages, Christ's Object Lessons, Steps to Christ, and Early Writings. As sacred truths were brought home with a new weight of conviction, hearts were broken, confessions made, and shortcomings acknowledged. The cry of one and all was, "Wash me, cleanse me, fill me with Thy Spirit." Earnestly we sought together that we might have a truer and deeper Christian experience in our own lives that we might be better able to lead the people on to higher ground.

We are preparing for translation, but before such an event can ever take place, there will have to be a great reformation among us as a people, or we shall never be able to stand in that great and terrible day when the Lord shall pour out his wrath upon the earth, just prior to the gathering home of His faithful children. There is no neutral ground upon which we can stand. We *must* search out the sin that is in our hearts, and with the help of the Lord, put it away.

Truly we can say that such a marked manifestation of

the presence of the Lord has not been felt for many a year. Let us pray unitedly that the influence of this meeting may penetrate into every corner of our Union. We believe that it marks the beginning of a new era in the spiritual welfare of this people. Every one who attended went away feeling that he was stronger and better able to work for the Lord than ever before. As we separated, the prayer of every heart was expressed in the following words:

"In this upper room we tarried as a place of sacred rest
When the Master spake, we listened, in his presence
we were blessed.

For the blessings of this meeting we would thank and
praise thy name.

Help our hearts to be united, and be fired with holy
flame.

We must tarry 'til with power we are graciously endued,
And until our carnal natures soften, and become subdued.

But, dear Saviour, we are ready at thy call to hasten now,
To thy people who are waiting, and in sadness many bow.
'Blessed Jesus, meek and lowly, with us here take
thine abode.'

Give us strength and give discernment, help us now
to lift their load.

Hearts, we know, are worn and weary, some are fainting
by the way,

Help us now to find the weak ones, and in storm to
be their stay.

When at last the work is finished and we meet at thy
right hand,

May we see the souls we've longed for, gathered in
that promised land."

* * *

MISSIONS RALLY SABBATH

WHAT WHEN WHY

What

We are all well acquainted with the vast work being carried on by Seventh-day Adventists all over the world. We also know that such a work requires a great deal of money to keep such a large program continually on the upgrade. To aid in the raising of our Mission Quotas, the plan of having a mid-quarter Rally Day has been conceived. Suggestive programs have been prepared for our churches to be given on these special days, and we trust that every leader in every one of our churches will loyally carry them out. From experience, we know that such programs add interest and zest and help to keep the *great need* of the harvest field continually before us.

When

Our first Missions Rally Sabbath comes February 17, 1923. By this time, every pastor, elder, and leader has doubtless received the instructions and suggestions for the program to be given on this special day. Let each one be faithful in doing everything in his power to make it a real success.

Why

Because millions are stretching their hands toward us, pleading in tones of bitterest agony from heathenism's darkest night, to share with them the gospel light. Can we do less than our very best to answer this cry?

W. H. HECKMAN.

* * *

AN ANNOUNCEMENT

I have labored in the Southeastern Union three years and eight months in the interest of the canvassing work, which I believe in with all my heart. I had three reasons for resigning the field secretaryship of the Union:

First, I can't sleep in a low altitude in which I must labor quite a bit as Union Secretary. Second, sitting on trains, in campmeetings, committee meetings, institutes, conventions, etc., I do not get the necessary exercise, owing to some physical complications. As Union worker, one must be on the road most of the time, which is not especially pleasant, where there are several children in the home. I was advised by one of our doctors to change to a higher altitude and to a work which would give me more physical exercise.

Ten years ago nest spring, God definitely called me to the canvassing field. I worked one county thoroughly once and part of it three times with increasing success, using different books each time. I had success financially as well as creating an interest. Two entire large families in the county, with the exception of one person, took their full stand for the truth.

Back to this same county I am moving in the spring if not earlier, and will build a home on an interurban line about two miles from the city, which has about fifty thousand people in it, who have never really been canvassed. I have secured several adjoining counties and another colporteur and I will have territory to rework for several years, first with "Patriarchs and Prophets," next with "Desire of Ages," then with a medical book, and so on.

Aside from our dwellings, we plan to erect a building in which to have church school and Sabbath services until we have time to raise up a church, which will only take us about a year. By following this plan, a colporteur can double his usefulness to the cause of God in saving souls, be at home each week-end even when working country territory, educate his children, and make a financial success of the work besides having permanent headquarters. In recruiting the canvassing work, I have found that the wife, many times, objects to being always on the move. This will even solve that problem.

Our officials and lay members in the Southeast have treated me very kindly. I am entering the canvassing field with a warm feeling of brotherly love for each of you, and ask an interest in your prayers as I hunt for souls.—Jer. 16:16.

I am sure that Brother W. P. Dougherty, my successor will also receive your hearty cooperation. He has been laboring in this Union for nine years, and has been a very successful local secretary, in the Carolina and Cumberland Conferences.

JAMES HICKMAN.

* * *

NOTICE, MINISTERIAL COUNCIL

All persons obtaining copies of the minutes of the above council should please take note of the following corrections which have been made after going over the references given, and these corrections you can make after you page your booklet.

Page 5—Vol. 5 page 12 should be page 612.

Page 5—Vol. 2 page 254 should be page 264.

Page 7—Vol. 5 page 22 should be page 222.

Page 10—Vol. 8 pages 96-97 should be pages 296-297.

Page 13—Christ's Object Lessons, page 165, should be page 155, "Never can we safely."

Page 13—Christ's Object Lessons, page 173, quotation should read "If we surrender our lives."

Page 13—Christ's Object Lessons, page 256, should be page 356, "Little things are often underrated."

Page 16—Gospel Workers, page 255, "Study" should be "neglect."

Page 16—Vol. 5, page 96, should be page 696.

Page 17—Early Writings, pages 270-280 should be pages 279-280.

Page 18—Early Writings, page 89 should be page 88.

Page 18—Vol. 5, page 316, should be page 216.

Page 18—"Texts on power," II John 1:12 should be John 1:12.

Page 19—Desire of Ages, page 671, quotation should be, "The Holy Spirit was the highest gift—wrought out."

Page 19—Vol. 9, page 68, quotation should be, "We the representatives," instead of "followers."

Page 18—Vol. 7, page 19 "The greatest help—every Sabbath."

Page 20—Vol. 6, Chapter "Campmeeting" see page 45.

Page 20—Vol. 6, page 369 should be page 370.

Page 21—Vol. 6, pages 372-376 should be pages 372-374.

M. A. HOLLISTER.

* * *

"BE OF GOOD CHEER"

Just a few lines to the dear colporteurs, King's Messengers, seed sowers, and members of the Lord's great family, who are hastening the coming of the Day of God. I will say I am of good courage in the Lord. I rejoice in His salvation. Though laid up in Loma Linda as a patient, I hope soon to get built up healthwise, and when good weather once more arrives, be out in the field, actively engaged in the canvassing work. To this work I have devoted the best part of half a century of my life. During the past summer, while able to be out and at work, I was greatly blessed of God. I see so many tokens of His love and care; divine guidance in perplexity; and it seems to me I scarcely ever saw so many wonderful answers to prayer, and the answers came so *quickly*, too, a remarkable feature! Truly our God hears and answers prayer. Ps. 65:2; 102:17; 120:1; Jer. 10:23.

Dear workers, I will say, be of good courage. Trust in the Lord. No one ever trusted Him in vain.

Press the battle to the gates. The end is hastening on apace, soon the work is to close up; it will close up suddenly when we least expect it. So let us be *ready*. In the final crisis, when the great harvest comes, when we see the wonderful vitality and divine energy there was in the printed page, the marvelous results in fruits for the heavenly garner, how glad we will be that we were used of God in circulating what we did; and sorry that we did not crowd in more. But then it will be too late; then it's harvest time; the day of seed sowing will then be past. II Cor. 13:11, 14. In a bright hope of Heb. 10:37,

WALTER HARPER.

OAKWOOD SCHOOL

Elder W. H. Winston, of Knoxville, Tenn., is visiting his daughter Thelma.

Brethren Bird, Lewis, Jacobsen, Ambs, and Jorgenson attended the Ministerial Institute in Nashville last week.

Professor and Mrs. Beardsley, also Sister Cunningham and Professor Peterson went to Nashville early this week to be present at the Constituency and Board Meetings, held at that place.

CUMBERLAND

Office Address, 602 Brownlow Bldg., Knoxville, Tenn.
B. F. Kneeland, Pres. Thos. Pavey, Sec.-Treas.

NOTICE

Notice is hereby given of the fifth annual meeting of the Board of Trustees of the Pisgah Industrial Institute, to be held in the chapel of the said Institute at Candler, North Carolina, at 9:00 o'clock a. m., February 28, 1923, for the purpose of electing officers for the ensuing year and for the transaction of any other business which may properly come before the meeting.

W. STEINMAN, *President.*
E. C. WALLER, *Secretary.*

* * *

CUMBERLAND NOTES

All our people will rejoice to know that word has just come from Elder W. A. Spicer that through the blessing of God upon the efforts made in Self-denial Week, Harvest Ingathering, and other means to meet the great deficit in our foreign mission funds, enough has come in so glad words have been cabled to all our mission fields. Not only has the amount cut from their budget at the Fall Council been restored, but if the gifts for 1923 equal those for 1922 we can send them an additional \$200,000.00. Again has the Lord shown that He has not deserted His people, but that when we come to Him in our extremity, and with faith plead His promise, at the same time doing what we can to help answer our prayers, He will bless us even more than we had asked for. Our Cumberland churches in going over the top in the Harvest Ingathering, as well as by making great sacrifices during Self-denial Week, have done nobly in bearing their share in this glorious result. Let us bow in humble reverence before the God who has done such wonderful things for us.

Final reports from our churches show that our white churches in the Harvest Ingathering Campaign for 1922 raised \$7,475.21, or \$8.58 per member. The colored churches raised \$524.87, or \$4.19 per member. The Cumberland Conference totals were, amount raised, \$8,000.08, or \$8.13 per member; which is the highest average in the Southeastern Union, and it is the only conference in the Southland to make its full quota and goal in the Harvest Ingathering. To God be all the praise.

Advancements

Brother W. P. Dougherty, who has for some years served as a successful field secretary in the Cumberland Conference, has been called to act as union field secretary for the Southeastern Union Conference. We are very sorry to lose Brother Dougherty from our conference force of workers, but of course we shall see him often in connection with his new duties. We all wish him well in his new position. Brother Fred Meister has been called to act as Cumberland's field secretary, and his many friends will be glad to welcome him to this field. Brother Meister has been for many years one of the foremost colporteurs in the south, and we believe that our field work will prosper under his direction.

Missions Rally Sabbath

Keep in mind the Mission Rally Sabbath which comes at the middle of the first quarter, on March 17. At that time we should all make a special effort to bring up our own quota, and also that of our church for mission funds for the first seven weeks of 1923. This will be much easier than trying to raise a big deficit for ten or eleven months at the close of the year. With the inspiration of the wonderful way in which the Lord blessed our efforts to bring up the mission funds for 1922, let us

put our churches over the top for the first seven weeks of 1923 on March 17. Remember that the mission quota for our white members is sixty-cents-a-week, or \$4.20 for seven weeks. For the colored members it is fifty-cents-a-week, or \$3.50 for seven weeks.

The date for the Cumberland Church Officer's Convention has been set as March 15 to 18. Further announcement regarding place and other details will be made later.

B. F. KNEELAND.

* * *

AN APPEAL TO OUR YOUTH

The New Year is before you freighted with opportunities. Some young man says, "If I only had a chance like others, I could make good, too." Most young men and women who are a real success in life, are those who have made opportunities when they had none, climbing over every obstacle in their way. At times they were met with apparent defeat, but they took courage to rise again making their failures stepping stones to success. Great achievements are realized through diligent effort and constant application. It takes a live fish to go against the current.

The height of our ambition should be to honor God in a life dedicated to His service. With all the help promised to the earnest young man or woman through heavenly agencies,—the word of God and the Holy Spirit, dare we settle down in a life of selfishness and indolence?

The call of the hour is for young people fully to surrender themselves to God, making the needed preparation to work for Him. Young men who choose the path of duty will realize that angels who excel in strength are ever near to help. As the noble reformers of the sixteenth century stood unflinchingly for the truth so you will be called upon to defend your faith. "But sanctify the Lord God in your hearts; and be ready always to give an answer to every man that asketh you a reason of the hope that is in you with meekness and fear. 1 Peter 3:15."

Heaven is speaking to you in that still small voice. Will you, as the youthful Samuel of old, reply, "Speak Lord for thy servant heareth"? Will you, like the apostle Paul, be obedient to the heavenly vision? Will you follow the example of Jesus your Saviour in his boyhood days and answer, "Wist ye not that I must be about my Father's business?" when pleasure and selfish desire entreat you?

A number of our young people are denied the privilege of attending a Christian school, yet they need not be discouraged. Opportunities that William Miller and other noble characters craved, are at your command. Think of the vast array of good books God has given to this people. Think of the opportunities for self improvement provided by the activities of the Young People's Societies,—Standard of Attainment, Bible Year, and Reading Courses. The question is, Have you a daily program, giving some of your time each day to reading and study? Read with the idea in mind of using the knowledge gained. Think independently when you read. Then make an application of your knowledge. Concentrate the mind on what you read.

God places a demand on your youthful life. Are you improving every chance to impart the light you have on the Bible?

"Young men and young women, gather a stock of knowledge. . . . Use wisely the knowledge you have. Exercise your ability with faithfulness, generously imparting the light God has given you. Study how best to give to others light and truth. . . . Constantly improve. Keep reaching higher and still higher. It is the ability to put to the tax the powers of mind and body ever keeping eternal realities in view, that is of value now. Seek the Lord most earnestly that you may become more and more refined, more spiritually cultured.

"However large, however small your talent, remember God is testing you, giving you opportunity to prove yourself true."—Testimonies, Vol. VII, p. 281.

H. W. BARTO.

FLORIDA

Office Address, Box 372, Orlando, Florida
J. L. Shuler, Pres. C. L. Stilson, Sec.-Treas.

NOTICE

The Berean Bible Institute of Orlando Florida would like to secure clean copies of the *Signs, Instructors, Little Friend, Watchman, Life and Health, Home and Health, and Sabbath School Worker*, to use in their missionary correspondence work.

These papers are used to follow up and develop the interest awakened among those who have already received a selected course of literature for three months as sent out by the Institute and who have requested more reading matter. With a list of nineteen new Sabbath keepers, and scores of others who are deeply interested, a constant supply of the above papers can be used to good advantage. Any one desiring a course of literature sent to a friend or relative may include the address when sending the papers. Address, The Berean Bible Institute, Box 461, Orlando, Fla.

* * *

OBITUARY OF LORETA MAY SHROCK

Loreta May Shrock, infant daughter of J. H. and Agnes Shrock was born Monday morning Jan. 8, and departed this life Sabbath morning Jan. 13.

Little Loreta May did not have a very firm grip on this life but seemed to be getting the best of the struggle and gaining in strength until Friday morning when a fit of strangling reduced her strength and she gradually grew weaker until Sabbath morning when in spite of all the kind help that could be given, she quietly lost all appearance of life.

We do not understand the ways of our Heavenly Father but we do know that he doeth all things well, so we must be satisfied. She leaves a mother, father, brother, sister, and a host of friends and relatives to mourn their loss.

A little one has left our dwelling
We shall miss her little face,
But we leave it all to Jesus
Waiting at the throne of Grace.

Just five days we had her with us,
Just five days her place to fill.
But her mission now is finished,
So we'll say, "It is His will."

We shall long to see our darling
And her little form embrace;
Oh what glad time of rejoicing
When we meet her face to face.

She is resting now so sweetly
Though our hearts are made forlorn;
But we hope again to meet her
At the resurrection morn.

When the Saviour calls our loved one
From the tomb, her face will glow.
It is then she'll live forever,
Where no farewell tears e'er flow.

The burial service was conducted by M. C. Bird and C. D. Losey. J. H. AND AGNES SHROCK.

* * *

FLORIDA SUNBEAMS

The Florida Sanitarium is now filled with patients and is a very busy place as it always is during the winter season.

At the close of the Ministerial Institute a Home Missionary Convention was held. Elder Shuler with Brethren Burroughs, W. B. Wynn and C. L. Stilson were in attendance.

Elder Shuler remained for the Union Conference and other committee meetings which followed.

The Florida delegates who attended the Ministerial Institute at Nashville were Elders J. L. Shuler, J. B. Locken, C. R. Magoon, L. A. Russell, and F. A. Osterman, and Brethren Chas. T. Burroughs and W. B. Wynn.

Our hearts are made sad by the recent news of the death of Sister M. M. Robertson of Zephyrhills. For many years Sister Robertson has been a sincere Christian and devoted to this truth she loved so much. Failing health kept her close at home for a long time. She was a faithful student of God's word and possessed two Bookmarks, showing a faithful record of Home Department Sabbath school work.

The Sabbath School Convention held with the Jacksonville colored church was a pleasant occasion, and its fond remembrances will long linger with many. It was a spiritual occasion the appreciation of which was expressed in many good testimonies.

Many resolved to dedicate themselves anew to God by making His word their daily study and by communing with Him, and by giving more liberally for the finishing of the gospel work.

The Jacksonville Sabbath school has a beautiful place of worship. For two or more years the church has been hard at work in the erection of their brick structure and in finishing off the interior. Much of the work has been done by its members, some of whom are skilled in masonry and carpentry. There is yet some work to be done inside, but the completion is near an end, and we rejoice with them in having a place of worship in keeping with the message we represent.

The convention began Friday night with a consecration service. Sabbath the many phases of the Sabbath school work were definitely considered, and Sunday night Sister Stringer spoke on "God's Purpose in Us in the Finishing of the Work."

On the way to the convention, and after its close, Sister Stringer visited the churches at Gainesville, Palatka, and Ocala and isolated ones by the way,—returning to Jacksonville for a convention with the white church the following Sabbath, Jan. 26, 27.

GEORGIA

Office Address, Box 1367, Atlanta, Ga.
A. S. Booth, Pres. H. W. Potter, Sec.-Treas.

NEWS ITEMS

Mr. George Waters, the Conference bookkeeper, has been out of the office several days on account of sickness.

Mrs. A. E. Deyo is back in Atlanta after spending the week-end with her daughters, Mona and Ruth, at Southern Junior College.

Sixty-three have enrolled for the Bible year to date, and twenty-seven sent in their names for the 1922 Bible Year Certificates.

Mrs. Haughey spent the Sabbath at Athens, organizing a small Sabbath school. As a result of the home missionary work of Brother and Sister Fotou three adults have taken their stand for the truth

Elder Booth, Brethren Haughey, Potter, and Deyo are still away from the office attending the Bookmen's Convention at Nashville. By the time this paper reaches you, we expect they shall all be back in Georgia again.

Brother J. S. Wimbish, leader and treasurer of the Macon church, has been suffering with a cold for several weeks. We are glad to know he is improving in health. Brother Wimbish is a most faithful Adventist and if he is able, you will always find him at Sabbath school Sabbath morning.

Elder Booth, and Professor Irwin of the General Conference Educational Department, were visitors at the Flat Rock Academy last Thursday. Elder Booth remained in Atlanta until Monday, taking the services Sabbath and Sunday night, on account of the illness of Dr. Mitchell. We are glad to report that the doctor has recovered from the "flu."

* * *

**SUMMARY OF BOOK SALES
IN THE SOUTHEASTERN UNION CONFERENCE
FOR WEEK ENDING JANUARY 18, 1923
CUMBERLAND CONFERENCE**

Name	Bk.	Hrs.	Ord.	Total Val.	Del.
H. M. Byrd	OD	43	36	161.40	
G. B. Case	OD	40	24	99.45	11.25
W. P. Davis	OD	35	24	142.00	8.50
C. F. Dart	PP	38	9	55.75	19.50
S. S. Gray	OD	25	6	22.25	
M. L. Howard	OD	50	39	216.20	
John Manual	GC	13	4	20.00	
J. C. Newman	GC	29	8	42.50	14.10
C. H. Spurgeon	OD	35	29	131.50	14.50
A. J. Sharpe	OD	29	13	47.25	4.00
Mrs. A. J. Sharpe	W	17	121	18.15	18.15
Mrs. Cleo Sharpe	W	16	115	17.25	17.25
R. L. Underwood	PP	34	6	38.25	18.25
F. E. Washburn	OD	26	18	51.00	4.25
Total		430	452	1062.95	129.75

* * *

A SOLITARY WAY

They wandered in the wilderness in a solitary way; they found no city to dwell in.

And he led them forth by the right way, that they might go to a city of habitation.

For he satisfieth the longing soul, and filleth the hungry soul with goodness. Ps. 107:4, 7, 9.

I called him alone and blessed him. Isa. 51:2.

And in the morning, rising up a great while before day, he went out, and departed into a solitary place, and there prayed. Mark 1:35.

He that taketh not his cross, and followeth after me, is not worthy of Me. Matt 10:38.

There is a mystery in human hearts,
And though we be encircled by a host
Of those who love us well, and are beloved,
To every one of us, from time to time,
There comes a sense of utter loneliness.
Our dearest friend is "stranger" to our joy,
And cannot realize our bitterness.
"There is not one who really understands
Not one to enter into all I feel;"
Such is the cry of each of us in turn.
We wander in "a solitary way,"
No matter what or where our lot may be;
Each heart, mysterious even to itself,
Must live its inner life in solitude.
And would you know the reason why this is?
It is because the Lord desires our love.

In every heart He wishes to be first,
He therefore keeps the secret key Himself,
To open all its chambers, and to bless
With perfect sympathy, and holy peace
Each solitary soul which comes to Him.
So when we feel this loneliness, it is
The voice of Jesus saying, "Come to Me."
And every time we are "not understood,"
It is a call to us to come again:
For Christ alone can satisfy the soul.
And those who walk with Him from day to day
Can never have "a solitary way."
And when beneath some heavy cross you faint,
And say "I cannot bear this load alone,"
You say the truth. Christ made it *purposely*
So heavy that you must return to Him.
The bitter grief, which "no one understands;"
Conveys a secret message from the King,
Entreating you to come to Him again.
The "Man of sorrows" understands it well,
"In all points tempted," He can feel with you,
You cannot come too often, or too near.
The Son of God is infinite in grace,
His Presence satisfies the longing soul;
And those who walk with Him from day to day
Can never have "a solitary way."

—Selected.

* * *

THE HOME MISSIONARY READING COURSE 1923

Designed for

**Secretaries of Home Missionary Endeavor in
Union Conference Church
Also for Church Elders and Leaders**

To all men and women comprising the Laymen's Missionary Movement of the Remnant Church, this Reading Course is sincerely recommended as a stepping-stone to higher attainment.

"Men of God must be diligent in study, earnest in the acquirement of knowledge, never wasting an hour."—*Mrs. E. G. White.*

Realizing the heavy demands upon the time of Christian workers in these strenuous days of the closing period of earth's history, but also realizing that efficient activity must be based upon thorough preparation and training, the selection of books for the Home Missionary Reading Course for 1923 has required serious thought and deliberation. We believe that the books described in the following paragraphs will be in the highest sense interesting, inspiring, and full of suggestion for practical demonstration in Christian service, and send forth this announcement in full confidence that a wise selection has been made.

The three books for 1923 are: "Ministry of Healing," by Mrs. E. G. White. A book of over 500 pages, dedicated to "Co-workers with the Chief Physician, the great Medical Missionary." Price, cloth, \$2.00.

"Recruiting for Christ." A book of 224 pages by John Timothy Stone. This book is dedicated to "The Men in the Church of Christ," and presents in an interesting style to laymen a practical and inspiring study of successful methods of personal soul-winning work adapted to modern life. Price \$1.50.

"The Stewardship of Life." The subject matter of this book is vital to both the individual and the church, in pressing into the open doors of opportunity, energized by the Holy Spirit, and doing the work God has in mind for His church. Author, Frederick A. Agar, published by F. H. Revell Co., 1920. Price seventy-five cents.

Price of Complete Set

The retail price of the three books is \$4.25. When ordered as a Reading Course set, the price is \$3.75, postpaid.

For the benefit of those who may have a copy of "Ministry of Healing," a special price of \$2.05 is made on the other two books, when ordered together.

Order today through your tract society.

Previous Home Missionary Reading Courses*Course No. 1. (1921).*

"Testimonies for the Church," Vol. IX.
 "The New Layman for the New Time."
 "Immigrant Forces."

Price of complete set\$2.50

Course No. 2. (1922).

"The Acts of the Apostles."
 "Enlisting for Christ and the Church."
 "The Layman's Missionary Movement—
 Its Development and Leadership."

Price of complete set\$3.50

If you have not read the six books especially selected for the 1921 and 1922 Reading Course, it would be well worth while to include them in your present order, and be furnished with an up-to-date "Annual Credit Certificate." After completing the prescribed three years' course a suitable Reading Course Certificate will be furnished by the Home Missionary Department as a token of appreciation for the cooperation rendered.

General Conference Home Missionary Department.

* * *

THE DANGER OF FOSTERING PRIDE AND VANITY

There are many professed Christians who know not Christ by an experimental knowledge. They are not converted; for self is the all-absorbing theme of their life. They do not sit at the feet of Jesus, as did Mary, and learn of Him. They are not ready for Christ's coming. They are Christians only in name.

O, how my heart aches for these poor deceived, unprepared souls! As I stand before congregations, and see the self-sufficient, self-righteous ones, and know that they are not preparing themselves to do acceptable work for Christ, and to meet Him in peace, my heart is burdened for them. What can I say to them that will arouse them to a sense of their true condition? I long to reveal Christ so plainly that they will behold *him*, and cease to center their attention on self.

In the night season I was in a company of people whose hearts were filled with vanity and conceit, and Christ was hid from their eyes. Suddenly, in loud, clear accents, the words were heard, "Jesus is coming to take to Himself those who on this earth have loved and served Him to be with Him in His kingdom forever." Many of those in the company went forth in their costly apparel to meet Him. They kept looking at their dress. But when they saw His glory, and realized that their estimation of one another had been so largely measured by outward appearance, they knew that they were without the robe of Christ's righteousness, and that the blood of souls was on their garments.

When Christ took His chosen ones, they were left; for they were not ready. In their lives, self had been given the first place; and when the Saviour came, they were not prepared to meet Him.

I awoke with the picture of their agonized countenances stamped on my mind. I cannot efface the impression. I wish I could describe the scene as it was presented to me. O, how sad was the disappointment of those who had not learned by experience the meaning of the words, "Ye are dead, and your life is hid with Christ in God!"

The treasure of the grace of Christ is of more value than gold or silver or costly array. When my sisters catch a glimpse of what Christ has suffered in their behalf, that they might become children of God by adoption, they will no longer be satisfied with worldly pride and self-love. No longer will they worship self, but God will be the object of their supreme regard.

My heart aches as I am shown how many there are who make self their idol. Christ has paid the redemption price for them. To Him belongs the service of all their powers. But their hearts are filled with self-love, and with the desire for self-adorning. They give no thought to the words, "Whosoever will come after me, let him deny himself, and take up his cross, and follow Me." Self-gratification is hiding God from their view.

They have no desire to walk before God in meekness and lowliness. They are not looking to Jesus, not praying that they may be changed into His likeness. Their cases are represented by the man who came to the king's banquet clothed in his common citizen-dress. He had refused to make the preparation required by the king. The garment provided for him at great cost he disdained to wear. To the king's demand, "How camest thou in hither not having a wedding garment?" he could answer nothing. He was speechless; for he was self-condemned.

Among those to whom bitter disappointment will come at the day of final reckoning will be some who have been outwardly religious, who apparently have lived Christian lives, but whose lives have been marked by selfishness. They pride themselves on their morality, their influence, their ability to stand in a higher position than others, their knowledge of the truth; and they think that these will win for them the commendation of Christ. "Lord," they plead, "we have eaten and drunk in thy presence and thou hast taught in our streets." "Have we not prophesied in thy name? and in thy name have cast out devils? and in Thy name have done many wonderful works?"

But Christ says, "I tell you, I know you not whence ye are; depart from Me." "Not every one that saith unto Me, Lord, Lord, shall enter into the kingdom of heaven; but he that doeth the will of My Father which is in heaven."

There is no discussion; the time for that is past. The irrevocable sentence is pronounced. They are shut out from heaven by their own unfitness for its companionship.

Therefore whosoever heareth these sayings of Mine, and doeth them, I shall liken him unto a wise man which built his house upon a rock: and the rain descended and the floods came, and the winds blew, and beat upon that house; and it fell not: for it was founded upon a rock. And every one that heareth these sayings of Mine, and doeth them not, shall be likened unto a foolish man, which built his house upon the sand: and the rains descended, and the floods came, and the winds blew, and beat upon that house; and it fell: and great was the fall of it."

We know not what is before us, and our only safety is in walking with Christ, our hand in his, our hearts filled with perfect trust. Has He not said, "Let him take hold of My strength, that he may make peace with Me; and he shall make peace with Me"? Let us keep close to the Saviour. Let us walk humbly with Him, filled with His meekness. Let self be hid with Him in God.—*Mrs. E. G. White, in "Review and Herald," Oct. 29, 1908.*

* * *

HOW TO MEET OBJECTIONS IN TAKING ORDERS

The best and most successful way to do is to create such a desire, by showing the value of the book, that your prospective customer will see that he is getting a bargain—getting more than his money's worth—hence will offer no excuse. Exalt the value of your book.

Inability to meet excuses has lost many an order that was nearly taken. The inner secret of successful handling of excuses is in the fact that there are always two sides to a question. The prospect who gives excuses sees one; and it is your business to see the other, and state it so clearly and forcibly that the prospect will accept your view of it and therefore buy. The weak or negatively inclined solicitor must watch, or he will accept the view expressed by the prospect, which would hinder or prevent the sale. This is very important. To be successful, you must cultivate force of character, and lead instead of being led.

Excuses may be met, avoided, taken advantage of, or removed by pre-suggestion. Excuses which express a wrong conception of the book, or of some part of it should be met by stating the facts of the case.

1. *Times are too hard.*

Yes, times may be a little hard; but I am sure that

you have not quit reading simply because times are a little hard. Yet, of course, at such times, we must be very careful to select only the very best books; and you can readily see that this is one of them.

2. *I have more books now than I can read.*

I am always pleased to meet those who have well filled libraries. A good stock of book information is like a large bank account: you may not need to use it at all times, but the value is there when you wish to draw upon it; and there are single suggestions in this book worth many times the price of the entire volume.

Good books are like good friends—we can never get too many of them.

This is a book you will want for reference.

3. *I haven't time to read.*

That's the beauty of this book. It is a timesaver. (Also part of answer to question No. 1. Point to the index.)

(If it is a health book, say:)

I know different individuals who say they should have died years ago had they not learned these principles; so you see it is important that we read and learn what they are.

4. *I like the book, but have no money.*

I do not want the money now. It will be six weeks before I shall be around with the book. You see that will give you plenty of time to save up the money. Only a few cents each day, and you could pay for it in that time.

Where there is a will, there is a way; and you will find a way to get the money before I deliver.

(Suggest ways by which the customer may get the money.)—*"Selling Our Publications," No. 5.*

* * *

A MORAL WITHIN

While traveling in the Pacific Coast States recently Herschel S. Hall was taken violently ill with an attack of acute indigestion. Hearing there was a Chinese doctor in the town who was highly regarded by the citizens of the locality, Mr. Hall sent for him. The physician came, felt of the sick man's pulse, inquired briefly as to his sufferings and then entered upon the following questionnaire:

"You smoke sligaleet?"

"Oh, yes."

"Cigar, too?"

"Yes."

"Pipe maybe, eh?"

"Sometimes."

"You takee li'l dlink sometimee—maybe col' pop, col' soda, col' milk shakee, col' linger beer, licy-col' lemonade, col' slider, maybe some hot tlea, hot coffee, hot chocalatee, lots of sugar and cleam?"

"Sure thing!"

"You eatee fast?"

"I got to, doctor—always in a hurry—lots to do, you know."

"You eatie hot bliscuit?"

"You bet!"

"You eatee fly ham, fly bacon, fly eggs, hot clakes, lots molass?"

"I'll say I do."

"You eatee gleasy stuff—some fly, some roast, some boil, some stew, some blake—you mix 'em all uppee same time, eh?"

"Yes, everything goes with me."

"You eatee pie?"

"Pie? Pie is my middle name at mealtime, doctor."

"You eatee some pickle, some cheese, some nut, some nice lich clake, some lice cleam—you mixee all uppee inside same time, eh?"

"Yes, sir—that was the way I was taught to eat at boarding school."

"You dlinkee lice water same time?"

"Of course."

"You chewee up wood toothpicks fine, eh, at finish?"

"Usually do—sometimes I have to use a match." "Goodnightee! I can no curee big phlool."

—*Saturday Evening Post.*

* * *

SUCCESS PRINCIPLES

1. The first aim in every proposition is to make close connections with the interests of the man you approach, and to make them quickly. At first, his mental attitude toward you is negative, or at least indifferent. You must make this negative attitude a positive one in your favor.

2. Go into a man's office with something to say. Say it—and then stop. Beginning before you know what you want to say, and keeping on after you have said it, is losing both your time and your proposition.

3. Remember that "a real salesman is one part talk and nine parts judgment; and he uses the nine parts of judgment to tell when to use the one part talk."

4. Enthusiasm is the proof that a man believes in himself. And a man who believes in himself is the man who makes others believe in him. Enthusiasm is the proof that a man really believes that he has something to offer—something that will help his hearer and himself. Enthusiasm attracts. It is contagious; and, when backed up with business knowledge, it convinces.

As Emerson says, "Nothing great was ever achieved without enthusiasm."

5. A half-knowledge of your subject is better than no knowledge, but often you want the other half most. What you know, weighs a pound; and what the other fellow knows, weighs two. And it generally takes some coaxing to make them balance.

6. Just as the old herbalists hold that there is no disease or poison but there is some plant or herb which is an antidote for it, so it is true that there is hardly an objection that can be made to a salesman but has the right answer. If the salesman does not instantly know what reply to make, it is for him to look for that answer, to focus his entire education, experience, and intuition upon that one question. It can be learned, and, under similar circumstances coming up again, applied.

7. The third step in the making of a sale is the demonstration, and it is here that the ordinary successful salesman finds himself upon sure ground. He has judged his man, and knows his goods, and all is clear sailing.

8. Every time you acknowledge weakness, deficiency, or lack of ability, or harbor doubt, you weaken your self-confidence; and that is to weaken the very foundation, the very possibility, of your success. Never allow yourself to admit that you are inferior to the emergency confronting you, for this is to invite defeat. Stoutly affirm that you can do the thing.—*System.*

* * *

FIRESIDE CORRESPONDENCE SCHOOL

"The School That Brings a Christian Education to Your Very Door."

Start the New Year right by enrolling for a course with the Fireside Correspondence School. We teach either Graham or Gregg Shorthand successfully by correspondence.

Write to the Principal for a catalog and information. Professor C. C. Lewis, Takoma Park, Washington, D. C.

* * *

"The canvassing work, properly conducted, is missionary work of the highest order, and it is as good and successful a method as can be employed for placing before the people the important truths for this time. . . It is essential that our publications be widely circulated. Thus the message will go where the living preacher cannot go, and the attention of many will be called to the important events connected with the closing scenes of this world's history."—*Testimonies, Vol. VI, p. 313.*

FIELD TIDINGS

Published weekly by Southern Junior College, formerly Southern Training School, for the Southeastern Union Conference of Seventh-day Adventists.

OOLTEWAH, TENN., U. S. A. FIFTY CENTS A YEAR

C. SPARKS - - - EDITOR

Entered as second-class matter, November 8, 1916, at the postoffice at Ooltewah, Tenn., under the act of March 3, 1879.

Acceptance for mailing at special rate of postage provided for in Section 1103, Act of October 3, 1917; authorized on July 8, 1918.

NOTICE

Copy to be inserted in the TIDINGS must be in our office on the morning mail Thursday preceding the date of issue. Copy arriving later will be held over.

SOUTHEASTERN UNION

Conference Directory

Office Address, Rooms 224-228, First Nat'l Bank Bldg., Chattanooga, Tenn.

PRESIDENT,	W. H. HECKMAN
SECRETARY-TREASURER	BURTON CASTLE
FIELD MISSIONARY SECRETARY	JAMES HECKMAN
RELIGIOUS LIBERTY SECRETARY	W. H. HECKMAN
EDUCATIONAL AND Y. P. M. V. SEC.	J. A. TUCKER
HOME MISSIONARY SECRETARY	EARL HACKMAN
MEDICAL SECRETARY	M. M. MARTINSON

S. J. C. NOTES

Several new classes have been formed for the second semester. One of the largest in the school is Elder Field's class in "Testimonies." Elementary Bookkeeping, Physiology, and History of Missions, are the other new classes.

Elders Heckman, Booth, Shoup, Russell, Locken; Brethren Seal, Randall, Devo; and Professor Waller are some of the brethren who have recently visited the school on their way to and from Nashville.

Professor Thiel has returned from Nashville where he has been attending the different meetings held there. He brought back encouraging reports especially of the Ministerial Institute. Surely God is pouring out his Spirit upon us.

We are glad to welcome the new students here for the second semester. Those enrolling for class work are Misses Ellen Thomas, Fannie Johnson, Bonnie Caniff, Marguerite Austelle, Juanita Joiner; and Messrs. Walter Williams, Brannon, George White, Fulton Minnick, Carl Holland.

The other night our study period was disturbed by the shriek of the "siren." It only took a few moments for the dormitories to be cleared when the cry of "fire!" was heard. Soon the hose carts were heard approaching and the fire extinguishers were brought out. Don't get alarmed, for it was only a fire drill, to test the efficiency of our new fire siren. We are sure that, in case of fire the siren will do its duty in warning us of the danger.

* * *

ELDER DANIELLS' MORNING TALK TO THE STUDENTS

Elder Daniells spoke to the students on the morning of January 18 on the secret of living the victorious life. To say that this talk was interesting would not be enough.

It was so helpful,—just what we as young people need to make us happy Christians. It was because it was so helpful and practical that it was interesting.

Elder Daniells made it very plain to us that when Jesus left this world, He made us His witnesses, His messengers to the world. After the Saviour left, the people of this earth could not see Him, except as He would be represented by His followers. Many around us today will never see Jesus unless they see Him in us, the young people of this denomination. It is a great responsibility that is laid upon us, the responsibility of having Christ's life showing forth in every act of daily life. But Jesus helps us do this. He says, "All power is given unto me," and when we let Him abide within, that power is at our disposal. Our only defense against evil is the indwelling of Christ in the heart. Elder Daniells said, "There is one thing that is absolutely secure and safe for us. It's the Lord Jesus Christ enthroned in the heart. No person will ever go over the falls with Christ in the heart. He will not go down in discouragement or delusion." "Behold, I stand at the door and knock," says Jesus. What door?—The door of the heart. Why does He do this?—That He may find entrance and abide with us to give us power over sin every hour of the day. The spirit of prophecy says, "Jesus goes about from church to church, from congregation to congregation, from individual to individual, seeking an abiding place." But is it possible that even His professed people are saying, "Come in," being blind to the fact that rubbish is in the way?

Many times the question is asked, "How shall I let Him in?" In the first place we must listen to His voice. We must let Him in the first thing in the morning. The importance of this cannot be over-emphasized. Satan is always on hand, and comes right in without knocking unless Jesus is already there. When we awake in the morning, before we think of a single other thing, if we lift our hearts sincerely to the Master, thank Him for His tender watchcare during the night, and ask Him to come in the heart to dwell throughout the entire day, He will come in and control every act. In this way we find not only help, but happiness. When Jesus is in the heart, there is no room for bad temper, irritability, or critical disposition, for Jesus shares no part of the heart with the Devil. We want to see the Devil running from us and the Lord coming toward us. Christ hates anything that fosters iniquity. We should always aspire to the very highest.

"I want to scale the utmost height,
And catch a gleam of glory bright."

Elder Daniells told us that we, while young, may have Jesus in the heart and enjoy a real Christian experience just as well as any minister or teacher. Things previously dominating the life will be in the past because Christ gives us something else so much better.

"O the hope of Israel, the Saviour thereof in time of trouble, why shouldst thou be as a stranger in the land, and as a wayfaring man that turneth aside to tarry for a night? Why shouldst thou be as a man astonished, as a mighty man that cannot save? yet thou, O Lord, art in the midst of us, and we are called by thy name; leave us not." Jer. 14:8,9. This is a beguiful, yet sad, picture. Christ (the mighty man) is astonished that despite our great need of help for the victorious life we should let Him walk about as a stranger, without an invitation to tarry with us for the night. With Jesus abiding within, where we are the weakest by inheritance and cultivated tendencies, He can make us the strongest.

ROBERT COWDRICK.

* * *

"The world is to receive the light of truth through an evangelizing ministry of the word in our books and periodicals. . . . Let our literature give the message as a witness to all the world. . . . Our publications should go everywhere. Let them be issued in many languages. The third angel's message is to be given through this medium and through the living teacher."—Vol. IX, pp. 61,62.