



THE HOME  
MISSIONARY  
HE THAT REAPETH RECEIVETH WAGES AND GATHERETH FRUIT TO LIFE ETERNAL.— *John 4:36.*

EXTRA.

BATTLE CREEK, MICH., FEBRUARY, 1890.

PROCEEDINGS OF THE DISTRICT AND STATE  
AGENTS' CONVENTION.

HELD IN BATTLE CREEK, MICH., JAN. 30 TO FEB. 7, 1890.

CONVENTION convened as per appointment, C. Eldridge, General Agent, presiding, and E. E. Miles acting as Secretary. These meetings were, as a rule, held at 9:00 A. M. and 2:30 P. M. At 5:30 P. M. each day, Dr. J. H. Kellogg gave a health and temperance talk; and evening lectures were given by different persons upon various subjects, all of which were especially appropriate.

FIRST MEETING, 10:30 A. M., JANUARY 30.

The convention was duly organized by choosing a secretary, and taking the names of the delegates present, which were as follows: District agents; Atlantic district, E. E. Miles; Southern, A. F. Harrison; Lake, J. E. Froom; Northwest, F. L. Mead; Southwest, W. R. Smith; Pacific, S. N. Curtiss; French Field, E. P. Auger. State agents; New England, E. E. Miles; Pennsylvania, E. W. Snyder; West Virginia, S. F. Reeder; South Atlantic Mission district, C. F. Curtis; Alabama, Daniel Graber; Louisiana, A. F. Harrison; Tennessee, W. R. Burrow; Minnesota, F. L. Mead; Wisconsin, William Sanders; Iowa, E. W. Chapman; Missouri, H. L. Hoover; Kansas, N. P. Dixon; Colorado, G. O. States; Arkansas, J. B. Buck; California, S. N. Curtiss; Maritime Provinces, F. W. Morse; Michigan, J. N. Brant; Illinois, G. H. Baber.

Brothren William Arnold, D. T. Pero, W. W. Sharp, and the officers of our several denominational socie-

ties and associations were invited to take part in the deliberations.

The General Agent gave an address calling attention to the wants of the canvassing work, which should be considered by the convention,— how the individual canvasser can be made to succeed, our foreign work, how to handle new books, etc. It is to be regretted that too much attention has been given to one book to the exclusion of others. Those who have continued with "Great Controversy" and "Thoughts on Daniel and the Revelation" have done as well as those who have worked with "Bible Readings," thus showing that other books can be sold successfully if the same interest is taken.

All questions should be treated from a broad stand-point. All localisms, prejudices, and selfishness should be excluded. Enthusiasm will not be sufficient to keep the work under way; but there must be sound advice given, and careful management on the part of the leaders. Canvassers must be sent to foreign fields. The company sent to England is making good progress there.

An appeal from the British field was then read, which calls for thirty-one more canvassers. These can be furnished without weakening the cause in the home field, by choosing one or two from each Conference. That our readers may be able to comprehend the pressing need of help there, we give below the appeal as it comes to us:—

"AN APPEAL IN BEHALF OF THE CANVASSING WORK  
IN THE BRITISH FIELD.

*To the Foreign Mission Board:*

"DEAR BRETHREN: Having been appointed as a committee to lay before you the wants of the canvassing cause in this field at the present time, we

would respectfully submit the following for your consideration:—

“1. We beg to call attention to the magnitude of the work before us, and the important relation it sustains to other branches of the cause in all parts of the world. In the United Kingdom of Great Britain and Ireland there is a population of nearly 40,000,000 English-speaking people. This vast population is located in territory less in size than the territory of New Mexico. Besides this we find English colonies in nearly all parts of the world, and her people are constantly traveling back and forth, and are in constant communication. While these colonies are independent in a measure, they naturally look to the mother country, and are more ready to accept what comes from her than from any other part of the world. England has a standing and an influence among the nations, possessed by no other in the world. She controls the commerce of the seas, and from her various ports ships and steamers are sailing to all parts of the world. London, the largest city in the world, is the great commercial center. Books bearing the London imprint have a standing, and are accepted in nearly all parts of the world; but especially in all parts of Great Britain and the colonies. At the recent World's Sunday-school convention held in London, one prominent missionary said they were ready to accept any religious book that bore the imprint of 'Paternoster Row.' And so all those who have had anything to do with the work in England recognize the necessity of having all our books and publications intended to be circulated in this market, printed right here, and bearing the English imprint. Much more might be said, but we will not take your time.

“2. For about ten years we have been trying to gain a foothold here in England. A beginning has been made, but the field has been a difficult one in many respects, and those who have had the work in charge have been obliged to try one experiment after another. We have learned something by their experience and these experiments; and we ought also to learn something from the experience of our brethren in other fields. Wherever our work has proved most successful, and made the most rapid advancement, and become firmly established, the publishing work has been made prominent. We see what it has done in the United States; also for Australia, Switzerland, and Scandinavia. We believe it may be made to accomplish as much or more for Old England.

“To secure this end, the General Conference will not be called upon to furnish means to establish a plant, and then find men to run it, as it has had to do in other places; for the Pacific Press Publishing Company has already undertaken this work, so that the Conference is relieved of the heavy burden. 'Prophetic Lights' has already been published in an acceptable form, and is selling well. 'Eden to Eden' and 'Bible Readings' will be ready in a few weeks. These books will be followed by 'Great Controversy,' Vols. I, and IV.; and other works as they are needed. The publishers are prepared to supply the demand for any of our books; but what we now need

is the persons to place these books upon the market. We feel very thankful for the little company of canvassers sent over from America a short time ago. They are now working in the city of Hull, and meeting with fair success. We wish we had hundreds to set to work to-day. There would be plenty for them to do until the Lord comes.

“You well know with what success the canvassing work has been carried on in America during the past few years, the prominent place it has now taken, and the relation it sustains to other branches of the work. While the advantages of the canvassing work have been acknowledged by all,—especially in opening up new fields and preparing the way for the living preacher,—there has been a doubt in the minds of many of our brethren in America as to whether the same plan could be carried out successfully in England. Some have thought that it could not be done; that it would be impossible to gain admittance to the houses, etc. But we are happy to say that the experience of the company of canvassers recently sent over from America, demonstrates conclusively that organized canvassing companies can sell books by subscription in this country as well as in America. And there are some advantages here not found in America.

“First, the English people are decidedly a reading people. Second, this country has not been burned over by book agents. In fact very few books have ever been sold here by subscription. They are usually sold through the bookstores and news agents. We believe that we have come here in an opportune time, and that now is the time to strike.

“There are in Great Britain 103 cities with a population of over 20,000; thirty-four with over 50,000; seventeen with over 100,000; seven with over 200,000; five with over 300,000; three with 500,000; besides any number of smaller cities. Hull, the place where our canvassers are now, has over 200,000 inhabitants. The little company of canvassers which we now have can accomplish but little toward canvassing this vast territory; and this, dear brethren, is what we appeal to you for now—more canvassers,—persons who have been tested and tried,—men and women of faith and devotion, who will stick to the work through evil as well as good report.

“We have carefully considered this matter, and now most earnestly plead that at least twenty more good canvassers for denominational books, together with four good company leaders, be sent to this field from America at the earliest possible moment, not later than the middle of February, 1890, and six others to work on medical books and health publications. We would suggest that those persons selected for the health works be allowed to spend two or three weeks at the Sanitarium at Battle Creek, under the instruction of Dr. Kellogg. We believe that good work can be done in this field by canvassers for health books, and it is a work that should not be neglected.

“Aside from these, we want one good, energetic State agent, or General Agent, to keep things moving and have oversight of the work. Give us these,

dear brethren, and we believe we can make a stir, and see things move in Old England as they have never moved before. The way will thus be prepared for the living preacher.

"You may say it will cost too much to send so many canvassers over here at once. We know it will call for quite an outlay on the start, but that is all there will be to it as far as the canvassers are concerned. Once here they will support themselves, and make no further calls on the Conference.

"We know that you feel as anxious as we do to see the work move forward in England this year. We believe we are now started on the right track, and that we have the means within our reach to accomplish a great work, provided we can get the workers. With the number asked for we will try to be contented for a time at least, and will promise to do all in our power to encourage home talent to enter the work.

"This week a bright young man gives up his position with a lawyer here in London, to go and join the company of canvassers at Hull. Others will enter the work from time to time as it is demonstrated that it can be made a success. And of this there is no doubt. There is no risk in sending good canvassers over here. But do not send any who are always grumbling at the hardness of the way. One such person can discourage and demoralize a whole company.

"We will now leave this matter with you, trusting that you will give it careful and prayerful consideration.

"Hoping and praying that you will grant our request, we remain,

"Yours for the advancement of the work,

"C. H. JONES,  
"D. A. ROBINSON,  
"W. A. SPICER."

The Chair was requested to appoint a Committee on Topics for Discussion, and one on Blanks. They were named as follows: On Topics, C. Eldridge, F. L. Mead, E. E. Miles, A. F. Harrison, E. W. Snyder; on Blanks, E. E. Miles, A. F. Harrison, J. E. Froom.

#### SECOND MEETING.

F. L. Mead read a paper on the cash, or C. O. D., method of dealing with agents. Minnesota has during the past year delivered between twenty and twenty-five thousand dollars' worth of books by this plan, without any loss, and all bills are paid. The canvassing work has of late years merged from the smoke and fog of unpopularity, and has become a permanent factor in the spread of the third angel's message. Of the agencies which have helped to work this change, three were mentioned; First, recognizing this as a most valuable method of carrying on the work of God, receiving his sanction and blessing; second, prosecuting the work with a

purely missionary object in view; third, organizing and systematizing the work on business principles.

The effect of doing business even in this good work on a credit system, is to teach the agent bad business habits, unsafe for him to follow, and which has ruined many an honest man financially. The tract societies are embarrassed by bad bills, and great injustice is done to the publishing houses. There are a large number of old canvassers who are discouraged from the effect of doing business on the old plan, and having bad debts hanging over their heads. The societies are consequently left in debt and embarrassment, and cannot pay promptly what they owe the offices of publication.

The method which has been used successfully during the past year in Minnesota presents five rules, and the canvasser takes his choice. These are sufficiently explained in their circular of instruction, which we give below:—

Rule 1. Send cash with the order.

Rule 2. Keep a deposit with us as some do, large enough to cover all the books you will need.

Rule 3. Have them all sent C. O. D. in one shipment.

Rule 4. Give us an approved note, indorsed by some responsible party, at ninety days.

If none of these rules suit you, we still have a plan which we will call Rule 5, by which you will be able to deliver a large amount of books with but little money, if any, with you. It is this: Send your whole order, the larger the better. We will send you 35 per cent of it on time, in a box marked "A." In a box marked "B" we will send 25 per cent of the order C. O. D., including in this C. O. D. the bill for the box marked "A." In a box marked "C" we will send you 40 per cent, the balance of your order, C. O. D.

With the money that you get for box "A" you can pay for box "B," including the price of box "A," and still have something left to pay expenses. From the proceeds of box "B" you will get means to take out box "C," and still have money left for emergencies. The proceeds of the box "C" will be yours, and all the books will be paid for.

We can send all these different boxes to one address, or each one to a different address. We can also send them all at one time or at different times; but there is one thing that you *must* bear in mind, and that is, to accomplish this for you it is absolutely necessary that you tell us just what books you want in the different boxes; viz., what you want in box "A," what in box "B," and what in box "C," with plain, definite shipping directions for each box.

We can ship books C. O. D., by express, or freight. The latter is much cheaper. In sending by freight, C. O. D., the plan is this: We ship the books to our own name, Minnesota Tract Society, instructing the agent to notify you of their arrival. We draw on you through the nearest bank for the right amount,

and send with the draft the bill of lading indorsed by us. After paying the draft you take the bill of lading, go with it to the freight office, and get your books by paying the freight bill. We send a separate bill of lading and draft for each box, which enables you to take them out one box at a time.

In ordering by freight, C. O. D., always state the name of the bank through which you wish us to draw.

Where there is no bank near, we will send the bill of lading and draft through the express office, and the draft can be paid there instead of at the bank, although it is more expensive; and where there is a bank within reach, it is always best to do business through it. On all shipments of 100 lbs. or over, we will credit you with the amount of freight paid, upon the return to us of the expense bill; provided we receive your order twenty-one days before you must have your books, thus enabling us to ship to you directly from the publishers.

This method of dealing with the canvassers might seem to some a little close at first glance, yet the result is very satisfactory to the tract society and canvassers. The tract society would be loth to abandon it, and at the end of the year the canvassers feel enough better when their bills are all paid, to compensate them for all the inconvenience experienced. Some may say we do not trust our canvassers, and that by this plan we question their honesty. We do not so look upon it, and they do not so judge us. In short I fail to see where it shows distrust of any man to deal with him on strictly business principles.

This subject was quite warmly discussed, some raising questions and objections; but the general feeling was in favor of this plan. New England has adopted this method, slightly modified. They send in two lots instead of three, three-fifths of the order being sent in the first lot free. After April 1, 1890, they will use these rules in dealing with all their canvassers.

Three additional State agents were present at this meeting; C. D. Wolf, N. C.; R. B. Craig, Ind.; P. F. Bicknell, Vt.

#### THIRD MEETING.

Three more State agents were added to the list already present; M. W. Lewis, of Ohio; J. J. Devereaux, of Dakota; H. E. Rickard, of Quebec. The cash, or C. O. D., system was again taken up, and it was voted to recommend the system presented by Brother Mead for general adoption in the several States.

Brother C. Eldridge read a paper which he had prepared for the February number of the HOME MISSIONARY, on the subject of "Canvassers for New Fields."

✓ Brother W. C. White thinks that taking persons

from the home work, and sending them to new fields as missionaries will awaken and call into use more home talent to take their places, and will also inspire men who have a desire to become missionaries to join the ranks of the canvassers, as they will be led to see that this is an avenue through which their hopes can be realized. Men must go to foreign fields as missionaries, and support themselves, and if they go as canvassers, they can do this. Those who go as such will probably outnumber the workers in all other departments.

Brother N. P. Dixon's remarks showed that the heavy draughts which have been made upon the workers in Kansas have not abated the work there. When the leaders and best canvassers have been taken, others have caught the missionary spirit, and filled up the ranks, and the numbers have been more than before.

Brother A. F. Harrison reported that the one small company sent into Louisiana had increased to three companies. Three native workers have joined the ranks, and others are ready to work as soon as they can be instructed. Letters have been received from different States in his district in response to a call for canvassers made through the *Review*.

Remarks were made by Brethren Reeder, Wolf, Lewis, White, and C. F. Curtis, which were full of interest, all going to show the success of sending canvassers into new fields.

The following preambles and resolution were adopted:—

*Whereas*, There is a great call for workers to enter new fields, and foreign lands; and,—

*Whereas*, It has been shown by the success of the canvassers sent to the South and to England, that this class of workers are enabled, by the blessing of God, to meet in a measure the demands of the cause; therefore,—

*Resolved*, That it is the sense of this convention that the canvassers in the several States should be encouraged to fit themselves for canvassing missionaries, and hold themselves in readiness for a call to go to some other field.

#### FOURTH MEETING.

Sister E. G. White read a paper concerning some things shown her fifteen years ago, showing the importance of having publications issued on present truth, from which we have made the following extracts:—

The third angel's message embraces more than the finite mind of man comprehends. The earth is to be lightened with its glory. The truth must be published far more extensively than it yet has been. It must be defined in clear, sharp lines before the people. It must be presented in short, but conclusive arguments, and plans must be laid that at every meeting where the truth has been set before the peo-

ple, it may be followed by the distribution of tracts and pamphlets. At first it may be found necessary to give these away, but they will be a power for good. The discourses given in the desk would be far more effective if reading-matter were circulated, educating the hearers in the doctrines of the Bible. God will make many willing to read, but there will also be many who will refuse to see or hear anything upon the present truth. But we should not even think these cases beyond hope, for Christ is drawing many to himself. There are many who will see no special importance in the truth proclaimed either by pen or voice, but we should not cease our efforts because of this, we should give them a tract or pamphlet, and though it may do them no good, some other soul may be saved through its instrumentality.

Publications upon health reform will be received by many who would not read upon any Bible topic. Intemperate gratification of appetite is doing its work of death, and this evil must be met with united intelligent effort. We should make known to others the ills that result from beclouding the mind God has given us, through indulgence in wine and strong drink. The truth upon health reform must be presented to the people, and it will be found an efficient way to bring before them Bible truth. You should go forth with your hands filled with proper reading-matter, and your heart filled with the love of God. Many are being drawn by the Lord Jesus Christ, and they will respond to your Christian efforts for their salvation. Many are disgusted with the dry formalism which exists in the Christian world; many are becoming infidels because they see the lack of true piety in those who profess to be Christians. A good work could be done to prepare the way for the introduction of the truth, if decided testimonies were borne upon the health and temperance branch of the work. Many of those who profess to believe the truth are lamentably ignorant of the laws of health, and need to be educated line upon line and precept upon precept, here a little and there a little. This subject needs to be kept fresh in the minds of the people.

It has been shown to me that through judicious attention to this part of the work, a large degree of prejudice might be removed from the minds of intelligent persons who have been hindered from a candid investigation of the truth. The minds of the people must be arrested, and their attention must be held, or the seeds of truth will not accomplish what they might if proper care had been taken. In comparison to the number that reject the truth, those who receive it will be very small, but one soul is of more value than worlds besides. We must not become discouraged although our work does not seem to bring large returns. It is written of Christ, "He shall not fail nor be discouraged." Shall we talk of failure or discouragement? Let us think of the price our Lord has paid that man should not perish, but have everlasting life. Although the greatest portion of the world will reject the truth, some will

accept it, some will respond to the drawing power of Christ. Those in whose hands the reading-matter is placed may turn from the light, and refuse to obey the convictions of conscience, but the messenger that they despise, through the providence of God may fall into the hands of others, and be as meat in due season to them. They will be aroused to search the Scriptures, to pray to know what is truth, and they will not ask in vain. Angels of God will minister to their necessities. Many who are in harmony with the truth, whose hearts are full of peace and gladness because of the light for these last days, have received their knowledge from the pages that others rejected. Those who are susceptible to the evidences of truth will yield to the convictions of the Spirit of God. Like the noble Bereans, they will search the Scriptures daily to see if these things are true, and they will be converted to God.

Satan is no idler; he watches his chances, and takes advantage of every opportunity to win souls to his side. He constantly sows his tares in every heart that is not barricaded with the truth. The people of God are in a condition of slumber; they do not discern what favorable opportunities for winning souls they are letting slip by. It has been shown to me that Satan is stealing a march upon us. The law of God through the agency of Satan is to be made void in our land of boasted freedom; religious liberty will come to an end. The contest will be decided over the Sabbath question, which will agitate the whole world. Our time for work is limited, and God calls us as ministers and people to be minute men. Teachers as wise as serpents and as harmless as doves must come to the help of the Lord, to the help of the Lord against the mighty. There are many who do not understand the prophecies relating to these days, and they must be enlightened. It is the duty of both watchmen and laymen to give the trumpet a certain sound. Some are inclined to think that too great a stir is being made, but in their position of ease they say to the people "Peace and safety," when sudden destruction is about to fall upon the world. I tremble as I think of the words that have been spoken to me concerning those who do not act in accordance with the truth for this time. Said my guide, "Those who do not arouse will be passed by, and God will move upon men who will respond to his call, and carry his work forward and upward." God calls the watchmen and privates connected with his army to strengthen the outposts, to guard the fort.

Many are ready to investigate the truth, for angels of God have prepared their hearts for its reception. Publications should be issued, written in the plainest, simplest language, explaining the subjects of vital interest, and making known the things that are to come upon the world. The condition of the earth demands that light should shine upon its darkness. Will not the people to whom has been committed sacred responsibilities awake and put away every indifference, every jealousy, every misunderstanding, and take hold of the work with determined energy? Men claiming to be teachers of Bible truth will assail those who embrace the truth, who have no experi-

ence in meeting objections, and they will seek to overwhelm them with false statements and wily reasoning. On this account, as well as for other reasons, it is necessary to have publications explaining the doctrines and meeting the arguments of objectors. If those who come into the faith can have a clear statement of the truths assailed, they will be armed with arguments with which to meet opposers, and defend themselves. In defending themselves, they will unconsciously be sowing seeds of truth. Men will misrepresent the doctrines we believe and teach as Bible truth, and it is necessary that wise plans should be laid to secure the privilege of inserting articles into the secular papers, for this will be a means of awakening souls to see the truth. God will raise up men who will be qualified to sow beside all waters. God has given great light upon important truths, and it must come to the world.

We have been too narrow in our views concerning publications, but we should be so no longer. We should multiply books on our faith in English, German, French, Danish, Norwegian, Italian, and other tongues, and other nationalities should be enlightened and educated that they too may join in the work. This will require means, and every child of God should practice self-denial and economy in the expenditure of the Lord's intrusted capital. The work should move forward with dispatch, for Satan has already outdone us in his preparations to make our work of small effect. Those who have talent should be recognized, respected, and encouraged by being set to work to devise ways and means of advancing the cause of God. Matter of a different order than that which has been prepared should be arranged for the press, and we should see that something is done at once. Young men and young women should consecrate their talents to the Master, that they may sow beside all waters. Far greater zeal and perseverance should be manifested than has been manifested in the past, in making the most of opportunities and privileges. There is work to be done now that admits of no delay. The rays of truth should shine out with steady light into the prevailing darkness of error, for many are uncertain in regard to what is truth. Many for fear of being repulsed do not work as they might to circulate our publications, but this is an evidence of pride, and pride must be put away. Precious opportunities are passing away, and not half is accomplished that should be in this advanced state of the work. If our brethren would but consecrate themselves to God without reserve, much more would be done in improving opportunities and in making the most of privileges than has been in the past. Much has been lost because your eyes have not been anointed with heavenly eye-salve that you might discern where God was working, and unite your efforts with his in well directed labor which would have resulted in the salvation of many souls.

We must not think of such a thing as discouragement, but hold fast to souls by the grasp of faith. Do not give up those for whom you are working. Go out in the mountains and seek the lost sheep. They may run from you, but you must follow them

up, take them in your arms and bring them to Jesus. Pulpit effort should always be followed by personal labor. The worker must converse and pray with those who are concerned about their souls' salvation. Those who listen to discourses should see in those who believe, an example in life and character that will make a deep impression upon them.

It is the life that impresses unbelievers and is a savor of life unto life or of death unto death. Publications should be scattered like the leaves of autumn throughout the world. Let reading-matter follow the interest that is aroused at our large gatherings.

God would have us bring far more thoughtful intelligence into our labors. We should appoint certain ones to do a certain work, and not lay upon one man several kinds of work, so that he will not have a chance to do any of it with efficiency. Men should be trained up so that they will be prepared to fill different positions of trust. There are many who do not offer themselves to the work, but wise generals will see to it that those who are qualified for the work, shall have a place in it. They will counsel, encourage, and give them assurances of sympathy and confidence.

Let there be temperance workers and missionaries in this line, working on all proper times both in and out of meeting; circulate health tracts, canvassing for health publications with zeal and energy. All this is work that presses to be done. As a people to whom has been intrusted great and important responsibilities, we are far behind what we should be. Not one twentieth part of the work that should be done is being accomplished in the ranks of Sabbath-keepers. Let more and more knowledge be acquired, and let the light shine forth in clear, distinct rays to those who are in darkness and error. A great amount of light has been permitted to shine forth through those whom God has used as channels for his truth.

This light has been imparted to the workers, but there are hereditary trusts to be gathered up, and fresh light is to be given.

Let rays of light shine continually so that the people will recognize and respond, and let glory flow back to God in grateful thanksgiving, because heaven's light has pierced the darkness of error, and the flock of God has been fed, not with fable and tradition, but with Bible truth. The very best effort is now required that the people may receive the light that God has so graciously given.

MRS. E. G. WHITE.

W. R. Smith read a paper on "Compensation to Company Leaders." He believes in division of labor, and no pay for leaders. Brother Reeder and Brother Harrison believe in giving them one-half of the ten per cent which goes to the tract society. Brother Froom thinks that the time of the leaders should be reported and audited by the Conference or tract society.

FIFTH MEETING.

Brother G. W. Morse, agent for Province of Ontario, who had been detained at home on account of the

sickness of his wife, joined the convention at this meeting.

The subject of the compensation of leaders was taken up, and discussed freely. A resolution concerning it was laid on the table. Another resolution concerning the payment of State agents and other tract society officers was presented, but not being satisfactory, it was voted that the Chair appoint two others to act with himself as a committee to prepare resolutions to take the place of these. E. E. Miles and L. C. Chadwick were named to serve the convention in this capacity.

A paper on "Contract Obligations" was read by N. P. Dixon, and the following resolution passed:—

*Resolved*, That all canvassing should be done under contract, and that every agent should personally be required to sign the same, and be educated to respect it, and live up to it in every particular.

The paper read by J. E. Froom on "Lady Canvassers," which is given below, and which contains valuable suggestions on this important subject, called out many good thoughts from others. The Secretary was requested to prepare resolutions, embodying these ideas, to be presented for the consideration of the convention.

#### LADY CANVASSERS.

When we suggest the canvassing work to our sisters, they are very apt to consider that work as entirely out of their reach, entertaining the idea that a successful canvasser must be a very bold person, who has had much experience in dealing with the world. But any sister of moderate abilities who knows how to prevail in prayer is a fit subject to enter the canvassing field.

In the States where ladies have been employed, they have averaged as many orders to the number of exhibitions as the men. Last year the lady canvassers in Illinois were mostly young, yet they averaged four orders each for every day they worked, and one order for every three and four-fifteenths exhibitions. These figures clearly demonstrate that our sisters can do good work. Nearly half of the canvassers in New England are ladies; and I know of no reason why we should not follow their example, and try to get many of this class into the work.

The younger lady canvassers should be placed in charge of an older person of more mature judgment and experience. In case half are trained workers it is an excellent plan to let the experienced ones take a new hand, and go as the Saviour sent out his disciples, two and two. If there is a lack of trained workers, larger companies can be formed, in charge of a brother and his wife, though more order and discipline will be required in large companies.

The past summer Sister Helen Cowles has been in charge of a large company of ladies in St. Joseph, Mo. Her company consisted of ten members. After working that city she sent them to the neighboring towns, which they worked for one month. Then

they re-canvassed St. Joseph for another book. All share in the domestic work, and it is so arranged that each knows the part she is to perform, and having done that, she is free to engage in reading or study for self-improvement, while the others are doing their respective proportion of work. I consider this system a very important matter.

The one who has charge of a company of ladies must have more care for them than is needed for companies of young men. She must direct in matters of general deportment and dress, and see that they do not endanger their health. She should know what is required, and be able to command willing obedience, and win the respect and love of the young people under her charge.

I believe that to carry forward this work, the State agent should have one or more experienced ladies whom he can send from one company to another at the expense of the Conference, as they can work with the ladies much more freely than can the State agent.

J. E. FROOM.

The resolutions called for on this subject were subsequently prepared. They received a very hearty support, and were unanimously adopted. They read as follows:—

*Whereas*, There are in some of our Conferences many ladies who would become efficient canvassers if encouraged to qualify themselves, and enter the field; and,—

*Whereas*, There are places, especially large towns and cities, which may be worked to better advantage by ladies; therefore,—

*Resolved*, That it is the sense of this convention that this subject should receive prayerful and thoughtful attention by the district and State agents, and the officers of the Conferences and tract societies, and that plans be adopted to utilize this talent.

*Whereas*, It sometimes occurs that canvassers of experience and having ability to teach others are so situated as to make their services available, and of great value in assisting the State agent; therefore,—

*Resolved*, That we approve the course of the Conferences that have allowed the State agent judiciously to call to his aid such assistance when needed, and we recommend that others consider favorably the importance of adopting this plan; and especially that competent lady canvassers be employed to instruct and assist their inexperienced sisters in the field; and we further recommend that these teachers and helpers be settled with the same as other tract society workers, and that they canvass on commission when not needed for this special work.

#### SIXTH MEETING.

The time of this meeting was devoted to reading and discussing papers and answering questions. The papers are the two which immediately follow in this connection.

#### CANVASSING AMONG THE COLORED PEOPLE.

"Go ye into all the world, and preach the gospel to every creature." Mark 16:15.

This is the command of the Saviour to his disciples, and all nations and tribes are included in this broad commission.

The din and strife of war has long since ceased.

The smoke of battle has rolled away, leaving our southern States free, and on them may shine once more the healing beams of day's bright orb. Though darkened once by clouds whose vapors were reddened with human blood, we still retain the rightful title; for the sun has pierced these mists of darkness, leaving our title clear — the Sunny South.

Twenty-five long years have passed since the shackles of slavery were stricken from the black man, and he is no longer classed as chattels, but is admitted to the brotherhood of man, free and equal. Now is the time, under the canopy of liberty, for the son of Ham to become educated and enlightened, in order to receive the truth.

Experience teaches us that a thorough canvass should be made, so that every house may be visited. The pearl diver cannot tell by the outside appearance which particular shell contains the prize. He must gather them in, and search for the precious jewels. So the agent cannot tell from the outward appearance of human habitations which contains his order, or the outward looks of humanity who are the the Lord's jewels. We must give all a chance that the blood of souls may not be found on our skirts.

Some may argue that agents should canvass their own color. This we find is not the best plan, for the black man looks up to the white man as his superior, and a white man, as a canvasser, has more influence with them than a man of their color would have.

In canvassing among the colored people, an agent does not lower his standing in a community; but this is not the case with those who preach. If a white man is found preaching to them, he is immediately marked, placed under the ban of suspicion, and not countenanced nor admitted into respectable society.

This is due to so many carpet-baggers from the North, who have made it their business to incite the colored people to acts of insubordination, that the Southern people look down on all who associate with them in any social capacity. Colored ministers will have to do the preaching for that race in the South.

We cannot conceal the fact that the colored people are considered socially inferior to the white race. They consider themselves in that condition, and do not respect the white person who treats them as social equals.

A white person may stand side by side with a colored man at the same counter, examine and purchase the same goods; but they may not sit at the same table, and take an apple or piece of bread from the same plate. The black man does not expect this; neither will he do it.

Adventists should be the last to draw the color line. On the other hand we should not ignore the fact that it does exist, and govern ourselves accordingly, if we would have the respect of both races of the South.

The educated and refined do not deem it necessary to disparage the colored people in order to maintain their superiority, but are willing to give them credit for all the mental qualifications they may possess, and do not consider that they are lowered in the moral or intellectual scale by associating with them in business

relations, or by purchasing the same goods, reading the same books, or teaching the same Bible that the black people buy and read.

Knowing that prejudice exists in the minds of many, it is wisdom to guard against exciting this prejudice; and while spreading the truth, be wise as serpents and harmless as doves.

The book agent or the agent of our publications is the "John the Baptist" or forerunner to the preacher of the third angel's message, and it is his work and methods that we are here to consider.

This is one plan we pursue in our department, and the instructions we give to our agents to follow in their canvass:—

Begin the work with the better class of whites, and continue until all the white people are canvassed. Then proceed in the same way with the blacks.

Another plan which we consider best is to canvass all — both whites and blacks — as we come to the house, the white people writing their names in the prospectus, and the colored people putting their names on the stub of the order book, thus doing thorough work and saving time and the expense of going over the field the second time.

In the country this is found to be by far the best plan, in fact, the only practical method, as the houses are generally a considerable distance from each other, and the objections of an indiscriminate canvass would not exist.

In a country canvass we always look out a respectable white family before it is time to stop, and make arrangements with them to lodge for the night. Then continue work until dark, when we return to our stopping-place for the night. Secure the order, if possible, and give credit on the book. In no case ever put up with the colored people.

Thus the canvasser goes from house to house, sowing beside all waters, not knowing which will prosper, this or that, or both alike be good.

CHAS. F. CURTIS.

#### CITY MISSIONS AND THE CANVASSING WORK.

The part which the canvassers may act in our work for the people of the great cities is a very important one, and is not receiving the attention which it deserves. But as the subject assigned me is the relation between this city work and the canvassing work, I shall begin by asking, What are our city missions, and what is their legitimate work?

1. The most simple form of a city mission that we have heard of, and possibly the most inexpensive and effective, is made up of a large canvassing company, and composed largely of ladies, with a competent leader, working the city thoroughly by the ordinary methods.

2. Next to this, stands the self-supporting city mission, as illustrated in the work under the management of Brother Kutz, at Philadelphia. In this mission the manager and three or four competent city workers are employed by the Conference, and are paid by the week for their work, each being allowed to select his own boarding place, and to pay for his board. The invariable choice is to board with the



manager of the mission, who is wholly responsible for the expense of the establishment.

The workers in this mission devote a large part of their time to canvassing, making this their introductory work, and following it with Bible readings, where opportunity offers. All commissions from their canvassing is returned to the Conference which pays them. There seem to be many advantages in this, over the plan of having a larger boarding-house maintained at Conference expense for the accommodation of a few workers. The chief criticism which may be offered to this system, is the danger that the few workers will not be thorough in the canvass of their territory, and thus hinder the necessary work of sending in a large and well trained company of field canvassers, to give the city a thorough canvass. Perhaps the use of a new book, by the canvassing company, would permit of their harmonious work in connection with such a mission, and each company of workers would be an encouragement to the other.

3. The original plan for conducting city missions, although somewhat varied, was in the main a plan for house to house visiting, accompanied by Bible readings, the loaning and sale of reading-matter after several years' experience, in which it was an undecided question as to whether the Bible reading or the sale of books should be the introductory work. A plan was quite generally adopted, however, of giving the sale of publications the precedence, and in many places, the health journals were used for this work. Much success has attended this plan of work, and it is not likely to be abandoned. But the publication of new works and the results of the imperfect and hasty work done by some, has led to the adoption of other methods. The leaders in the health work have thought that it was injustice to the cause of health and temperance for our workers to use health publications as a means of introduction, and then follow it so quickly with religious books that it would appear to all that this was the object of the health book canvass. In some cases the *Good Health* has been returned in anger, and refused because of the close connection with religious works with which the reader had no sympathy.

At the same time, it has been found that for Bible-reading work there can be no book better to introduce the work than "Bible Readings for the Home Circle." In one of our western States, what was once quite an expensive city mission, is now conducted as follows: One brother, an able preacher, gives his whole time to canvassing for "Bible Readings," earns a good living, and is bringing many to a knowledge of the present truth, aided by one faithful and experienced lady Bible worker, who is employed by the Conference.

In view of these facts, we see that the relation of the most economical of the regular city missions to the canvassing work, is now a very close one.

4. The city mission training school, has been given many difficult tasks to perform, without sufficient resource or support, and under great discouragement. For lack of a sufficient number of advanced students,

it has done some excellent work, and is preparing to do better. At first the principle requirement was to train some young ladies to hold Bible readings, according to a prescribed plan, in our larger cities. But the present requirement is that those attending shall be taught; 1. How to canvass. 2. Missionary correspondence. 3. How to conduct a branch tract society. 4. How to conduct Bible work in a large city. 5. How to do Bible work among our small churches.

The student in the training school is expected to spend five hours each day in study and recitation, one hour in domestic work, and four hours in some line of practical work. What, then, shall this practical work be? The student is always anxious to begin at once to hold readings, but this is not good for the student, and it cannot be very beneficial to the listener. After four months' instruction, they are usually allowed to begin, and we think that this is soon enough. During these four months the beginner is usually employed for the four hours in the canvassing work. And right here I wish to call your attention to the necessity of having at each one of our training schools a canvasser of experience, who is a good teacher, to take charge of the instruction of these beginners.

If we allow our young ladies who are to become our leading workers in city missions, to begin this most difficult work, in this most difficult place, with a teacher of indifferent ability, they will regard it as a sort of penance, or initiation that they are to go through before reaching something better. Let us secure to our training schools the very best instruction in this line.

We may also question the wisdom of allowing country girls who have had but little experience in the city, to engage in this work at the very beginning. Would it not be better for them to spend the four hours in missionary correspondence under a good teacher, and by this, and thorough instruction in the canvassing methods and in how to prepare for city work, get a good readiness before starting out to do house to house work? I suggest that two months be occupied in this preparation before any canvassing is allowed.

W. C. WHITE.

#### SEVENTH MEETING.

The first part of this meeting was devoted to answering questions. The convention was then favored with the following paper and resolutions, from L. C. Chadwick:—

#### HEALTH AND TEMPERANCE CANVASSING WORK, AND HOW IT CAN BE MADE A SUCCESS.

To the Delegates in Convention Assembled:

DEAR FELLOW-LABORERS: In preparing a paper on this topic, I have tried to use as few words as possible to express my ideas on the subject assigned me, knowing that many of you will wish to take time to examine it in all its bearings.

I take it for granted that every delegate in this convention would be glad to see a success made of this part of the canvassing work, or it would not

have been given sufficient thought to have made it a topic for consideration, and a special order of business for this hour. For this reason I shall not dwell upon the importance of the health and temperance canvassing, or the reasons why we should devise plans for making it a success, but simply confine myself to the practical phase of the question; viz., how can we do it?

I believe that the positions taken are correct, because they are based on the valuable experience we have gained in our regular canvassing work. I will enumerate them for convenience in consideration, as follows:—

1. Our entire canvassing work in all its branches should be under one general head; viz., a General Canvassing Agent.

2. The canvassing work should have several departments, and as fast as books are brought out that are for a special line of work, the oversight of each department be placed in the hands of a competent person, who shall plan and manage the details of his branch of the work, under the general supervision of the General Canvassing Agent. (The health and temperance branch of our canvassing work is at present one that needs this special attention.)

3. In State work, I am thoroughly convinced that the plan which was introduced in the last session of the International Tract Society by the following resolution, is the only one that will bring about the result which my topic indicates that we desire to see:—

“Resolved, That we recommend that an assistant to the State agent be chosen for the health and temperance work, in the same manner as the State agent is appointed, who shall labor under the direction of the latter in appointing and instructing agents for this line of work.”

4. Until the health and temperance branch of the canvassing work shall have grown to such proportions as to demand assistant district agents for this branch, the district agent should feel the same responsibility in regard to it in his district, as he does for the general denominational work, in proportion to the openings and needs for his assistance and encouragement.

5. The details of the health and temperance work in each State should be left entirely with the assistant appointed for this purpose, who should devote his entire time to this work, under the general direction of and in perfect harmony with the State agent, each using his influence to assist the other, by encouraging such persons as he may find, who would be better adapted to work on books that are under the management of the other, than his own.

I am aware, dear brethren, that as far as a practical test of this plan as applied to this branch of the work is concerned, it is almost entirely untried. In the matter of experience, I can only speak of what is being done in Pennsylvania, but as far as the principles and plans are concerned, they are precisely the same as have made our general canvassing work what it is at the present time.

With a hope that something of this kind might be brought about, Pennsylvania sent a young man to Battle Creek last October, and kept him here for a

few weeks, fitting him for this line of work. On his return to that State, there were several reasons that kept him from doing any real active work in the field till about the middle of January. But in the meantime he was busy collecting testimonials from prominent members and officials of the Young Men's Christian Association and Woman's Christian Temperance Union, and secured some agents outside of and among our own people. Since I came to this place three weeks ago, I have received encouraging reports from his work. He is getting some good agents among influential people, among them being the president of the Woman's Christian Temperance Union of my native county,—a lady who has become so much enthused that she promises to assist in working up the circulation of our health and temperance literature among the unions in the county, as much of her time is spent in traveling among them.

I have the utmost confidence in the success of the health and temperance canvassing work in that and all other States which will take hold of it along this line of system and order that has proved so successful in our other work.

I am glad to see Pennsylvania leading out in this branch of the work, but would not be so selfish as to wish it to be the “banner State” in all its branches of book sales, and so earnestly hope that some, yes, all of the other States here represented, will take hold of this plan, and that some of them may even take the lead of Pennsylvania. It has been several times stated in the last few days that Pennsylvania was one of the last States to put a State agent in the field. This is true. There were those who lacked faith in the plan, and we did not have the right man to put into it, but as soon as we found the right man, and the faithless ones became convinced from the experience of other States, that the plan was right, we fell into line, and the results show that we did not make a mistake. But, brethren, we have tested the plan now, and it must be that in the most of our States there can be found a man who, with the proper training, will be fitted for this work. Let us unite our influence in favor of a move that will bring up this branch of the work to the place where it should be.

Anticipating one question that may arise, I will state that I believe that every subscription book on health and temperance or any other subject, which the authors or publishers may wish to have the denomination indorse and sell, should come under the general rules that govern the sale of all other books which we are selling by subscription, through our canvassers.

I do not doubt that there will be many questions in the minds of the delegates, and perhaps a spirited discussion of this paper, but I believe that after mature deliberation, and a thorough test of these plans, that in process of time all will see their force, and favor their adoption. And now in conclusion, in order to bring the matter before you for consideration and action, I beg leave to submit the accompanying resolutions, touching the question under consideration.

Very truly yours,

L. C. CHADWICK.

1. *Resolved*, That we express our approval of the resolution that was adopted by the International Tract Society at its last session, in regard to the appointment of a person in each State to give special attention to the health and temperance canvassing work.

2. *Resolved*, That we respectfully request the General Conference Committee, and the Executive Boards of the International Tract Society and Health and Temperance Association to take into consideration the advisability of appointing a person as assistant to the General Canvassing Agent, who shall labor entirely in the interests of the health and temperance canvassing work, under the direction of the General Canvassing Agent.

3. *Resolved*, That as district and State agents, we will put forth every reasonable effort in our power, to place this question intelligently before the proper officers in our districts and States, and urge, encourage, and assist in the selection of suitable persons to take up this line of work in the various States, in harmony with the plan adopted by the International Society.

These resolutions were adopted without any opposition. It was voted that the Chair appoint a committee to consider the matter of improving *Good Health*. The following persons were named as this committee: Dr. J. H. Kellogg, E. E. Miles, F. L. Mead, J. N. Brant, and J. E. Froom. It was voted to appoint a committee to present to this convention methods of canvassing for health publications. This committee was named as follows: L. C. Chadwick, Wm. Sanders, S. N. Curtiss, P. F. Bicknell, C. F. Curtis.

A committee to consider and make recommendations concerning the matter of furnishing our various periodicals to canvassers, was appointed as follows: E. E. Miles, S. N. Curtiss, L. C. Chadwick, C. F. Curtis, and Wm. Sanders.

#### EIGHTH MEETING.

The first hour was employed in securing information concerning the number of periodicals needed to furnish the canvassers in the several States, and concerning items to be included in the individual report blank. At four o'clock Elder O. A. Olsen gave a talk on "Canvassers' Preaching or Holding Bible readings," the substance of which we insert below:—

#### TALK TO THE CANVASSER.

*Is it profitable to engage in holding Bible readings or preaching in connection with our canvassing?*

Our work is one. There are different lines and different branches, yet the work is one, and all interlink together to complete one whole. But this does not say that it is profitable for *one individual* to do all kinds of work at the same time. We look upon the business world. Men do not act on that plan. Go into a factory or workshop; go through its various rooms and departments, and you will find that one set of hands do one kind of work, another set of hands another kind of work, and a third set a third kind, and so you will find it distributed. In a wagon factory it takes many different hands to make one

wheel. One makes the spokes, another the hub, and so on; each workman prepares one piece, and then when these are all gathered up, it makes one complete whole. Experience has taught us that this is the most successful plan to work on. If one should attempt to do all kinds of work, it would not only make it more expensive, but it would lack efficiency, and would lose a great deal of time in making this change from one work to another.

We find that the same principle holds good in religious work to quite an extent. Here is the minister, the canvasser, the Bible-worker, the Sabbath-school, and health and temperance work, and others might be mentioned. It is all one work; but they are all different lines or branches of one work. Now the question is, Is it profitable for canvassers to try to preach or hold Bible readings while they are engaged in canvassing? We answer this in the negative. I do not know whether I shall meet favor from this audience on that matter or not. I think that this company will bear me out in that position. But I am sure that you have found many, and so have I, that believe that another course would be far preferable. All have to learn more or less by experience. You tell a canvasser that it is not for the best interest of his work to try to preach or do Bible work while canvassing, and he will hardly believe you till he has fully tested it.

When I first interested myself in getting out canvassers, I told them that if they would stick to selling books alone, they would succeed much better to their own satisfaction, and the results as a whole would be much more efficient than if they should attempt preaching or Bible work in connection with it. But, say they, Are we not laboring for the object of getting out the truth? are we not laboring for the purpose of saving souls? and ought we not to do all we can to hasten that work and make it as efficient as possible? We answer, Most certainly. We want you to do all you can to hasten that work, and make it as efficient as possible. And for that very reason we advise you to stick to one line of work. But some would not be satisfied till they had tested it themselves; so we said, You may try it. Here is the result just as a canvasser related it to me:—

"It worked just like this. I came into a neighborhood and took orders readily and was prospering. Then I came to a house where I stopped over night. After the family gathered, I would have a good talk with them and hold a Bible reading, and we had a very good time together. They asked many questions, and I answered them of course, and we had a good Bible talk. But somehow or other, the next day I could not take orders as I could before. People seemed to be shy of me, and the next day again it was still more so. I did not know what to make of it, but finally I got hold of it. Some of the family where I had stopped over night had met some neighbors, and said, 'Did you know that that canvasser was an Adventist?' 'No, was he an Adventist?' 'Why, yes.' 'How do you know?' 'Why, he staid at our house the other night, and he just told us all about it.' 'Well, we want to

look out, we want to be careful. We don't want anything to do with that book.'"

After trying it several times he found that by holding a Bible reading he just shut the doors on himself. He closed up the hearts of the people, one might say. Well, was he not doing good work in holding a Bible reading, and making them acquainted with the present truth? You will think that he was; but on taking a second thought, you will see that by so doing he shut himself out of their houses. He could not get access to the people; they would not listen to him. He said that in one instance it just drove him out of the neighborhood. That is, by holding that Bible reading and talking so freely, the people were prejudiced, and they would not have anything to do with him; they just let him alone. This is the general experience of all, therefore we advise them not to hold Bible readings, unless the agent should be in a locality where the people are acquainted with him, and where they know his views, and there should be a family that is specially interested in the truth and wishes some instruction on different points. In such a case it might be proper. But if you go into a new community to make a canvass of a city or village, or in the country, where they are not acquainted with this truth, you will have the best success by behaving yourself like a Christian gentleman, and just sticking to your work.

In reference to preaching, the fact is, you cannot do justice to two lines of work at the same time. In order to be a successful canvasser you want to put all your soul and all your strength and all your mind to it. Your study will be, How can I present the book, and show it up to the best advantage? How can I conduct the canvass so that it will leave the best impression on the minds of the people?

We do not want to conduct our canvass in the way of the world; we want the Spirit of God in our work, and work for the salvation of souls. If a man is going to do that and take the proper interest in his work, he cannot preach. His whole interest, his strength, his whole mind will be absorbed in that work and that alone. Just as soon as he gets the idea of preaching; then his mind will be divided, and he will weaken his power to sell books. If he is going to preach, he has to study. His mind will be in that direction, he will pray specially in that direction, thus his mind will be diverted from his work. How can a man canvass, and have his mind on something else? Make it as favorable as you can, still it greatly interferes with his work, and neither his preaching nor his canvassing will be satisfactory. The fact is, there is so little of us that we cannot spread ourselves very far; if we divide ourselves in several different lines of labor, we do not amount to much. I know all about it.

It is a good work to preach and to hold Bible readings. It is an excellent thing to work for souls in that way. But it is not profitable to try to do too much, for if you do not succeed, you then become discouraged. This in turn will have a discouraging effect on others; our failures will discourage others

from entering the work. But if we make a success, that will encourage others. We want to organize for success in every instance, and we can do it just as well as not. Why not, brethren, all heaven is on our side. All heaven's interest is in our favor. This is God's truth and God's message, and let us then go ahead and be encouraged, for surely we cannot fail.

O. A. OLSEN.

#### NINTH MEETING.

The following recommendations were presented by the committees appointed to take into consideration the matter of improving *Good Health*, and methods of working with health and temperance publications:—

*Your committees would recommend*, That the publication of *Good Health* be continued at its present size and price, and that an eight-page supplement be issued at the additional cost of twenty-five cents per year.

*We would also recommend*, That immediate steps be taken for carrying out the resolutions already adopted in regard to the selection of State agents' assistants, who shall take a four weeks' course of preparation at the Sanitarium, to begin March 1, 1890.

It was voted to adopt the first recommendation, and to defer action upon the second until some future meeting.

The next was a paper by S. N. Curtiss, who also presented three resolutions on the same subject, which were adopted. The paper was entitled—

#### HOW SHALL NEW BOOKS BE BROUGHT OUT?

How shall new books be handled so as not to cut off the sale of those already in the field, and so that the new publications shall receive the attention they deserve, and not fall dead from the press? This and kindred questions bearing on this point are subjects of no little importance to both authors and publishers at the present time.

In this paper we shall not confine ourselves to the discussion of the question from a single stand-point, but shall present several views, and briefly call attention to their advantages or disadvantages. We cannot present actual experience only, but must deal largely with theory.

One plan is that the publishing houses control the output of new books, and that no new one shall be brought out until the one already in the field has had its run. We think there are many objections to this plan. It would take at least two years to complete the canvass for each book, and we who believe and are engaged in the circulation of a *present truth* know that often it would be impossible to hold back a new book for one or two years to give another book its full time. This plan would be a discouragement to publishers and authors, and a hinderance to our work.

If it is said that there is danger of our having too many books, we will say that we believe we can safely trust that our denominational book committee will not recommend for publication a book which is not demanded for the advancement of the message.

Again: with our present or prospective force of workers, two years would not be a sufficient time for many of the States to work thoroughly their terri-

tory. So that the canvass for a book, equally appropriate for all sections, could not be completed simultaneously. Therefore it will appear that important books which may be brought out from time to time at the close of our work, will have to be circulated at the same time that a part of our force is giving its attention to other books of perhaps equal importance.

Another plan is that all our books shall be given equal prominence, and that the leader or State agent shall direct as to what particular book each agent shall handle. But in this plan there are also difficulties. Our canvassers work on commission, and while they are willing to receive advice, they feel that they should have the principal voice in the selection of a book. They depend on this work for a livelihood, and feel that to a certain extent their success depends on their handling the book of their choice, and this we believe to be true in a measure. Still we can see that there might arise special reasons why it would be necessary that a certain section should be worked on some other book than the one which the individual canvasser might without counsel select. We know, however, that in such a case our canvassers would listen to the advice of their brethren, and would take hold with a hearty good will to carry out their plans.

A third plan would be, that the introduction of a new book should not be the signal for all to drop the work which they were handling, but that a new force of workers should be raised up to carry forward the sale of the new publication. Thus the force already in the field could continue its work without interruption until the territory was completed or there was some important reason for a change.

We think this plan is the best one. It offers an inducement for new workers to enter the field. We can tell our people that here is an important work which the public need, and encourage them to engage in its sale by showing that the force of old canvassers is engaged in a work which it ought not to leave, and that we must look to others to introduce this new book. The securing of workers for the introduction of new publications should early receive the attention of the State agent, that there may be no long delays in getting the work under way. Thus every new publication will add recruits to our working force. We believe, however, that it will be best to make an exception in regard to *all* being new workers, in that competent leaders should be selected from the old canvassers to instruct and assist the new workers. Their success depends on this being done, and we would call especial attention to the importance of this part of the plan.

If the ministers in the field interest themselves in this question of searching out those who might be enlisted to engage in the sale of new books, they can give to the State agent the names of many persons in different parts of the State, who can be secured for the work. Then district conventions might be held, companies organized from those called in, and with their experienced leader set at work right in that vicinity; or, if some have been instructed who

cannot work in connection with a company, allow them to canvass their own neighborhood, or a limited territory near by, which they may select. This plan gives the new workers the first chance at the field.

We are of the opinion that agents who have had this instruction and thorough drill under a competent leader, should be asked, or at least encouraged, to continue on the same book for not less than two years. Their first year's work is but the work of an apprentice, and another solid year should be given to the book they are handling.

In this connection we may suggest that there might be circumstances when it would be proper to turn some of the old canvassers onto a new book. For instance, when a company had completed the territory in its vicinity, although other but distant parts of the State might still be unworked, it might be better to have this company take up a new book in their old territory than to be to the expense of moving them to another part of the State, provided that other companies were nearer the uncanvassed field.

We encourage our canvassers to work in such a way that they can go over their field again. Why not give those who are working alone and have completed their territory, the privilege of recanvassing it with the new book?

That there will be difficulties in the way of carrying out any plan, we do not doubt, but this work is growing rapidly, and plans must be laid wisely and broadly, so that all can take hold with satisfaction to carry them into effect. We submit these suggestions with the hope that at this convention such plans may be developed for the bringing out of new books as will insure the greatest success in placing our important publications before the people. S. N. CURTISS.

1. *Resolved*, That we are in harmony with the plan of depending principally on new canvassers for the introduction of new books instead of drawing them from the force already in the field.

2. *Resolved*, That we will work diligently to secure a competent force of canvassers for each new book as early as possible after its publication.

3. *Resolved*, That we will encourage our canvassers when entering the work to do so with the intention of continuing two years on the book upon which they have received instruction, unless territory is completed sooner, or there are other important reasons for a change.

The chairman offered the following resolution, which was also adopted:—

*Resolved*, That we recommend that competent leaders be selected from the old canvassers, to instruct and assist new workers.

Brother F. W. Morse read a paper on—

“CANVASSERS NOT OF OUR FAITH.”

Shall we allow those not of our faith to canvass for our books, and if so, what rules shall govern their work? In considering this, as well as all other questions that may come before our council, I apprehend that we are all in union and perfect agreement upon

principles. We all wish to adopt the best plans for the advancement of the cause in all parts of the field, and to fit our general plans. The grand object we have before us is the bringing of the Bible for this time before the masses. We should so recognize the hand of God in the work of those who have preceded us in missionary enterprises, wherever we go, that we can even turn the talent and Christian experience developed in that missionary work, to the upbuilding of the truth. If we guard wisely against undervaluing or antagonizing those who have gone out before us in gospel labors, looking well to the integrity of our special work, we are to recognize the sentiment expressed by the Saviour, concerning those who did miracles in his name, and yet followed not with him, "And John answered him, saying, Master, we saw one casting out devils in thy name, and he followeth not us; and we forbade him, because he followeth not us. But Jesus said, Forbid him not: for there is no man which shall do a miracle in my name, that can lightly speak evil of me." Mark 9: 38, 39. And when we consider the vast extent, and destitute condition of the gospel field, and how little we have really done, it becomes a matter of very serious doubt as to whether the plan of confining our canvassing strictly to our own people will ever result in scattering the printed truth like the leaves of autumn, among all the millions of our fellow-men yet in darkness.

It really does not call for a very widely extended observation for us to be able to see that we do sometimes indulge in overdrawn fancies as to the stir we, as a people, are making in the world. Allow me to call your attention to our nearest neighbor, the Dominion of Canada, with a population of some 5,000,000. There are more church-going, Bible-reading people among them, as a nation, than among us; and they are nearer to God and his work, because they have not rejected so much light and truth; and yet there is scarcely one in several thousands of the whole mass, who ever heard of such a thing as "present truth," or Seventh-day Adventists. Take the Province of Ontario; we have not a single organized church there, and but one company where regular meetings and Sabbath-schools are maintained; thus in the entire Dominion, of 5,000,000 people, there are not 500 Sabbath-keepers—less than one to every 10,000 inhabitants. Then the adapting of this question to our needs in that country has to do with the fact that we have neither recruiting force of our own people to draw from, nor ministers to work up an interest in the direction of canvassing; and also that we have at the same time a plenty of good Christian people in that country, whom we might employ, if thought best, who would, we believe, take a conscientious interest in the canvass for our good books. And they are received as such in that country. After they have purchased and read them, we hear nothing but commendation.

From what little experience we have thus far obtained with the outside canvassers we have already employed, we feel very well pleased with the result. They succeed as well as our own people, and in devis-

ing plans best adapted to that field, their help has been of most excellent advantage to our work. I am led to conclude from the best light we can get in what we have tried to do thus far, that it is not wise to set aside their help, considering the mold of the people, the wants of the cause in that field, and a degree of hesitancy readily to accept foreign workers as canvassers, by whom they have sometimes been badly duped.

We feel assured even from our limited observation and experience there, that of many with whom we have the pleasure to become acquainted, it can be truthfully said, "Thou art not far from the kingdom of God." With proper effort on our part, some of these may not only join in the work we are trying to do, but doubtless become fully united heart and soul with us to bless the good people who live there, with a knowledge of the most glorious truth and Christian work that has ever blessed the world.

We know that much wisdom is needed to train, develop, and fully qualify the canvasser in our sacred work, and whether they be our own people or not, there is a solemn responsibility connected with our supervisory work as State and general agents,—a responsibility that can only be met in the right way, as we fully depend upon that wisdom that comes from him who giveth liberally to all who humbly and truly ask his aid, in submission to the declaration of the divine word, which declares that it is "not by might, nor by power, but by my Spirit, saith the Lord."

In harmony with the above, I beg leave to offer the following resolution:—

*Resolved*, That it is the sense of this convention, that persons of good qualifications and Christian principles, even though not of our own religious faith, who desire to enter the canvass for our religious publications, may be encouraged so to do under contract that no work strictly connected with said canvass be done on the Sabbath of the fourth commandment.

This resolution, after being discussed somewhat at length, was referred to F. W. Morse and E. E. Miles for revision.

#### TENTH MEETING.

The resolution presented by Brother F. W. Morse, and referred for revision from the Ninth Meeting, was brought in again without change, and after an extended discussion, action was deferred until the next day.

#### ELEVENTH MEETING.

The resolution concerning canvassers not of our faith, postponed from yesterday, was taken up and passed all voting in the affirmative except seven. Five of these; namely, C. F. Curtis, J. B. Buck, Daniel Graber, A. F. Harrison, and S. N. Curtiss, voted in the negative, and two did not vote; namely, J. E. Froom and N. P. Dixon. Brother Nels Jergenson read a paper on the "Canvass of Foreigners in America," which contained the following practical suggestions:—

"The sympathy of people who have but a limited education, and who are wedded to their own churches, can best be secured by giving them something good and easy to comprehend. Health publications suit this purpose well. They appreciate these; and by canvassing for *Good Health* first, the agent becomes acquainted with the people, and can easily secure an invitation to come again with a book such as he thinks would be of interest to them. By pursuing this course he not only teaches them to appreciate things a little more difficult to understand, as he follows with one book after another, but he also disarms them of prejudice which would most likely be aroused if he should approach them with one of our larger denominational books at first.

"The same system should be employed in the foreign canvassing work, as in the American, the agents' being required to work their territory thoroughly, and all should work in harmony. There should be a leader in each State to act as an assistant to the State agent in looking after the foreign work, and there should be a general agent to have the oversight, as is the case with the American work."

The names of Wm. Saunders and F. L. Mead were added to the committee on topics, and the Chair requested that they bring in a resolution concerning this phase of the canvassing work. The last part of the meeting was devoted to a talk by E. E. Miles on the "Training of Canvassers."

#### TWELFTH MEETING.

The resolution postponed as recorded in the minutes of the ninth meeting, was taken up and adopted.

The following resolutions were also adopted:—

1. *Resolved*, That we recommend the tract societies to assume the responsibility of paying the State agent, and such additional help as may be made necessary in their office work by the increase of business caused by the canvassing work, as soon as they are financially able to do so.

2. *Resolved*, That we recommend the Board of Directors in each State to select a standing committee of three, empowering them to arrange the matter of wages, and settle with and pay the laborers mentioned in Resolution I.

3. *Resolved*, That we recommend that company leaders report the time that they spend as leaders, and the nature of the work performed during such time, also the expenses incurred as leaders, to the standing committee of the society mentioned in Resolution 2, as often as once a quarter, and that said committee have power to settle with them in full for such time and expenses as they may agree should be allowed.

The following recommendation was offered by F. E. Belden, and unanimously adopted:—

*Whereas*, The training and encouragement of canvassers in the field where they are actually at work is one of the most effective methods of qualifying them so that they may be successful; and,—

*Whereas*, This may be accomplished largely through the efforts of company leaders, if sufficient time can be devoted to this work by them; therefore,—

*We recommend*, That until the foregoing resolutions can be carried into effect, each State tract society settle with its company leaders for time actually employed by them in the assistance of members of their company; and suggest that the tract society president, secretary, and State agent act as an auditing committee in such cases.

L. C. Chadwick presented the two following resolutions which the Executive Board of the International Tract Society had voted to refer to this convention.

*Resolved*, That principals of schools be allowed a discount of twenty per cent on all our subscription books.

*Resolved*, That any person who has subscribed for one of our subscription books be allowed to subscribe for additional copies of the same book at a discount of twenty per cent, providing he signs a paper certifying that he is to pay for them himself, unaided by others, and that he will not sell them again for less than the retail price.

The first of these resolutions was amended to include superintendents of public instruction, and passed. The second was laid on the table without being considered.

The following resolution was then presented by L. C. Chadwick, who moved that action on it be deferred till the next meeting.

*Resolved*, That the entire proceedings of this convention, including the papers on the various subjects, be printed as an Extra to the HOME MISSIONARY.

#### THIRTEENTH MEETING.

The resolution on which action was deferred at the last meeting was taken up and adopted. Another resolution was then adopted as follows:—

*Resolved*, That the Chair appoint a committee of three, himself being one, to edit and prepare and publish the proceedings of this convention.

The resolution laid on the table at the last meeting was taken from the table, and the last clause changed to read as follows: "And that he is not buying them to sell again," and adopted, all voting in the affirmative except two who voted in the negative.

Brother E. P. Auger then read a paper on "The Canvassing Work among the French Roman Catholics," and presented the following resolution which was adopted:—

*Whereas*, The French canvassing work is far behind all the other foreign branches of the cause; and,—

*Whereas*, The few French canvassers who are engaged in the work have to lose much time and incur much expense in searching out their people scattered over all the States; therefore,—

*Resolved*, That we, as State agents, make the French-speaking people an object of special missionary effort by instructing our canvassers to note all the villages, towns, cities, and counties where there are French people, and send these names to Brother C. El-

dridge, giving the per cent of population, the religion, and if possible, whether they are educated in their own language; also to collect addresses of these persons; and that wherever among our churches we find French Seventh-day Adventists, we send their names to the French tract and missionary society, at Battle Creek.

THE CANVASSING WORK AMONG THE FRENCH ROMAN  
CATHOLICS.

*Dear Brethren Assembled in Convention:—*

It is with fear and trembling that I attempt to set before you this subject, which I feel is so great and of so much importance, that I have not the ability nor the time to present it in all its bearings.

Do not think me ready to join the Catholic Church when I tell you some facts which have been obscured to many minds, because of the unfavorable pictures held up to view. The French Roman Catholics are a good people. They have much truth in their doctrines, much more than Protestants generally are aware of, or are ready to give them credit for. Many of them are devoted, honest lovers of truth, and we should do all in our power to give them the whole truth. They would rejoice in it as much as we. Do not judge the people by their leaders. They love honesty, and though much prejudiced against Protestants, they are ready to acknowledge the honesty of others. Indeed, they admire those who are upright in their lives, no matter what their belief is. The French Roman Catholics are good material to develop, and when we can see in them qualities that will excite our sympathies and our love, then we may hope to do them good. God's store-house of wisdom and grace is yet full, and we can with all assurance draw from it through Christ's merits to rescue this nationality.

It is estimated that there are in America 3,000,000 French, and that of these only 30,000 are Protestants; therefore, in working among this people, we are dealing almost exclusively with Roman Catholics.

In some parts of the States, the French are found in communities by themselves, but for the most part they are widely scattered. One great difficulty is to find the French settlements. If the workers are left to find them without assistance, it will cost much time and money; hence, they must depend largely upon the State agents to secure the information needed. A directory is being made up of places where there are French people. Will not each State agent instruct all his canvassers to remember the French work, and to assist in this effort? Also let them collect the addresses of French-speaking people, tell whether they read French, and what their religious faith is. Send to C. Eldridge, Battle Creek, Mich., the names of villages, towns, cities, and counties where there are French people, giving the number and per cent of the French population.

There are Seventh-day Adventists in many of our American churches who speak French, and who do not know anything about what is being undertaken for the people of their own nationality. Their influence would be much greater among their own people, and we need their help. The names of all such should be sent to the French tract and missionary

society at Battle Creek, Mich., care of Review and Herald, that they may be instructed to work where they can do the most good. The same system and order should be observed in this as in the other branches of the canvassing work.

The French army needs recruits. Who can be induced to respond to the call? We are glad to say that we know of five or six French canvassers who will enter the work in the spring, but there is room for as many scores.

The situation can only be appreciated by those who will give thought and attention to our great needs, and who will endeavor to lend a helping hand. May God give you feeling hearts to cause you to look with favor upon this work for the French people. E. P. AUGER.

The following resolution was next passed:—

*Resolved*, That as district and State agents, we will put forth a diligent effort to seek out and encourage suitable agents to sell those books that have been translated and published in foreign languages.

The following resolutions were presented by the committee to whom was referred the subject of supplying the canvassers with our periodicals, and adopted.

1. *Resolved*, That we recommend our offices of publication to furnish for the use of each company and isolated canvasser in the field, one copy of each of our various papers at one-fourth the regular subscription price, and that each be furnished with one of our health journals, either *Good Health* or *Pacific Health Journal*, at the same rate.

2. *Resolved*, That we recommend the various State tract societies to take clubs of these periodicals sufficiently large to furnish such companies and canvassers one copy of each, and that they be paid for by the State societies, and furnished free to the canvassers.

Several recommendations which were to be considered at the next meeting, were read.

FOURTEENTH MEETING.

A paper on "Individual Success" was read by E. W. Chapman, and the resolutions appended to it were adopted.

INDIVIDUAL SUCCESS.

*Dear Fellow-workers in Convention Assembled:—*

IN considering this subject I can speak only from experience. Among the many things necessary to success, I consider of greatest importance a living faith in God and in the success of the canvassing work. Following this, such a knowledge should be had of the book to be sold, as to be familiar with the subjects treated, also a deep interest in the same; some acquaintance with the best methods of meeting the people, getting them interested in the book, and causing them to decide to purchase it. If possible, instruction should be given by a competent person.

A complete canvassing outfit, including helps to pay expenses, a diagram of the territory to be



worked, and as much information in regard to it and its inhabitants as can be readily obtained.

Secure, if possible, good recommendations from the most influential ministers in the territory to be worked, even if it be at the expense of a book to each. I consider it very important to have the names of influential persons to head the list. The work should be done in a thorough, connected, and systematic way, with an energy and enthusiasm that will command the respect of the people. Every subscriber should be furnished with a guarantee card, and assured that a notification card or slip will be sent him about ten days before delivery.

I find it best to canvass from four to ten weeks continuously, working from six to twelve hours per day, before making a delivery. Plan to deliver at a time when the people will be most likely to have money. In delivering, if the cash is not forthcoming to pay for the book, and the subscriber cannot be induced to borrow it, or cannot succeed in doing so, if they are reliable parties, their due-bill, payable in thirty, sixty, or ninety days, can often be secured, and the book delivered when it could not be otherwise. Exchange books, when possible, for every thing needed in the way of food, clothing, rent, horse hire, etc. Pay cash for books; keep out of debt, and never cease taking orders except to deliver.

Always be cheerful, courteous, and full of courage and faith. Be interested in what the customer is interested, until his attention can be secured to the book.

Stop when night comes, and consider the shelter found, a home. Report each week to the State tract and missionary secretary, or State agent, or both. Economize both time and money. Pay an honest tithe, and be successful and happy.

E. W. CHAPMAN.

*Whereas*, Individual success depends largely upon the consecration and devotion of the worker, and an understanding of the principles and best methods of doing the work; therefore,—

1. *Resolved*, That we recommend that great care be exercised in the selection of persons to act as agents for our religious books.

2. *Resolved*, That we most earnestly recommend that those who desire to engage in the canvassing work be given the instruction and training necessary to their success, by a competent teacher, in every case where the circumstances will permit.

The following resolution was then passed, all concurring:—

*Whereas*, There are many worthy persons among us who would, with due preparation and a few weeks' experience, become efficient workers in the canvassing field; but who are not able to enter the field at once, and sustain themselves until they can make a delivery of books; and,—

*Whereas*, The results are satisfactory in those Conferences that have a canvassers' fund from which to assist such persons, thus enabling them to begin work without delay, and to follow the most approved methods of canvassing; therefore,—

*Resolved*, That we do hereby approve of the plan of having a canvassers' fund, and we recommend the raising of such a fund in

each Conference by subscription or otherwise, and that it be controlled by a committee of three, which shall be composed of the State agent and president and secretary of the tract society, and we recommend that the treasurer of the society act as treasurer of the fund.

In the process of discussion, it was learned that New England has such a fund, and that they require all who receive aid from it to sign a receipt and pledge, which we insert in this connection as being worthy of attention by others who have the management of such funds.

\$..... 18.....

This is to show that I have this day borrowed..... dollars from the New England Canvassers' Fund, and I hereby promise not to use this money or any part of it for anything except the canvassing outfit, the expenses of attending a canvassers' institute, or for traveling expenses and board while actually engaged in canvassing; and I further agree to engage earnestly and faithfully in the canvassing work, and to pay this amount back into the fund with my first profits from the sale of books.

Signed,.....

The following report of the Committee on Blanks was accepted:—

*We recommend*, That a pass-book be prepared in which the canvassers may keep a record of their missionary work as well as their canvassing work.

That the individual report blanks, which are already partially prepared by the committee, be perfected.

That suitable blanks for the use of district and State agents be prepared.

That the annual report blanks be simplified.

That the agents' contract and other blanks that may need drafting or revision receive due attention.

*We further recommend*, That a committee be immediately appointed with full power to act, and that they be requested to have these blanks ready for use as soon as possible.

Next came the following recommendation, which was adopted:—

*Whereas*, It has been demonstrated that ladies can do efficient work in the canvassing field, especially in large cities; and,—

*Whereas*, In many of our States there are few cities and no large ones; inasmuch that the State agents in such States have been at a loss to know how to utilize their favorable material for this class of canvassers; and,—

*Whereas*, There is a great demand for trained canvassers in foreign countries, such as Great Britain, where there are many large cities; therefore,—

*We recommend*, That suitable provisions be made for the development and training, under competent lady instructors, of such of this class as would be at liberty to go to foreign fields.

The following resolutions were also adopted:—

*Whereas*, The population of some of our Conferences contains a large element of foreigners; and,—

*Whereas*, It is difficult to procure State canvassing agents who are familiar with the different languages; therefore,—

*Resolved*, That we favor the selection of suitable persons to assist the State agents in training persons to canvass in any foreign language prevalent in such Conferences, and that these persons be placed at the head, and have charge of such work if deemed best by the proper authorities.

*Resolved*, That as far as possible canvassers should be as well provided for with books in foreign languages as in the English language.

It was voted that a committee of three be appointed by the Chair to prepare the matter contained in brother F. E. Belden's "Christian Canvasser" for publication in pamphlet form. (F. E. Belden, E. E. Miles, and J. E. Froom, were appointed as such committee.)

*Resolved*, That we hereby express our grateful appreciation of the courtesy, kindness, and generous consideration, extended in various ways to this convention, individually and collectively, by Dr. J. H. Kellogg, president of the Sanitarium; and be it further resolved, that a copy of this resolution be presented to him at his office.

*Resolved*, That we hereby express our gratitude to our brethren of Battle Creek for the many kind and Christian courtesies and hospitalities they have extended to us.

The Committee on Blanks was named as follows :  
L. C. Chadwick, F. E. Belden, and J. E. Froom.

The Chair announced the names of E. E. Miles and L. C. Chadwick to act with himself as a committee to edit and publish the proceedings of the convention.

Adjourned, *sine die*.

C. ELDRIDGE, *Chairman*.

E. E. MILES, *Secretary*.

Nearly all the delegates remained in the city over Sabbath and Sunday, and some informal meetings were held for instruction and the discussion of such questions as had not received attention during the convention proper. At one of these meetings the following preambles and resolution were unanimously adopted, all voting in affirmative : —

*Whereas*, There are, and will be, two opposite parties in the agitation of the civil rights and religious liberty question, and to be classed with one would be to lose the patronage, and encounter the opposition of the other; and, —

*Whereas*, The canvasser should not do anything needless to lose the favor of either of these parties or to arouse their antagonism; but should conduct his work so as to secure the co-operation of both, and to do them both good by selling them our larger publications; therefore, —

*Resolved*, That, as a rule, we do not advise that canvassers carry petitions, and such pamphlets as "Civil Government and Religion" and "National Sunday Law;" but it is our opinion that other helps should be used instead by those who are so situated financially that they need to make some ready sales as they go to pay expenses.

### THE "EXTRA."

In preparing the matter for this extra number of the HOME MISSIONARY, we have given the substance of the proceedings of the State agents' convention as they occurred from day to day. We have revised and condensed some of the papers that were read, not because they were not all good, but because of lack of space, and have simply inserted in this paper the most important parts of the papers that were read on the various topics.

This Extra will be mailed to all regular subscribers, which will include all canvassers, and in most of the States the church elders and librarians. We have a small supply of extra copies printed, which will be supplied to those who may wish them, at two cents per copy. We are sure that our regular subscribers will appreciate this Extra, and that it will be the means of increasing the interest of many of our people in the canvassing work, as they become better informed in regard to it.

This convention was something entirely new in the history of the subscription book business; not simply among us, as a people, but in the history of any book business. Never before was a body of delegates representing so many different States called together for the sole purpose of considering the subscription book business.

The results of the convention were entirely satisfactory to all who attended it. The delegates came together at considerable expense of time and money, but it seemed to be the universal opinion of them all that it was a good investment, and we are sure that the work in the future will prove this to be true.

With the growth and increase of our canvassing work, it is just as necessary to have consultation and instruction on general plans, so that the work in different States will be carried on in harmony with general plans upon which all are agreed, as it is for the worker in a State or even in a company to consult in regard to the details of their work.

We hope that no misunderstanding will arise as to the authority which this convention assumes. It does not claim any authority whatever. Its resolutions are simply recommendatory. No State should feel that it is under obligation to adopt any of the recommendations which this convention has made, unless they see that there is in them that which will help forward the work in their State. It is hoped, however, that the officers of State Conferences and tract societies will give their immediate attention to all the recommendations that need their action, before they can be carried into effect.

For convenience of reference, we have classified and numbered all the resolutions that were adopted by the convention, and placed them on the last two pages of the Extra. This will enable any resolution on any point to be easily found without looking through the entire proceedings.

C. ELDRIDGE,  
E. E. MILES,  
L. C. CHADWICK,

*Committee to publish proceedings.*

**RESOLUTIONS OF THE CONVENTION.****NEW FIELDS AND FOREIGN LANDS.**

*Whereas*, There is a great call for workers to enter new fields, and foreign lands; and, —

*Whereas*, It has been shown by the success of the canvassers sent to the South and to England, that this class of workers are enabled, by the blessing of God, to meet in a measure the demands of the cause; therefore, —

1. *Resolved*, That it is the sense of this convention that the canvassers in the several States should be encouraged to fit themselves for canvassing missionaries, and hold themselves in readiness for a call to go to some other field.

**FRENCH CANVASSERS.**

*Whereas*, The French canvassing work is far behind all the other foreign branches of the cause; and, —

*Whereas*, The few French canvassers who are engaged in the work have to lose much time and incur much expense in searching out their people scattered over all the States; therefore, —

2. *Resolved*, That we, as State agents, make the French-speaking people an object of special missionary effort by instructing our canvassers to note all the villages, towns, cities, and counties where there are French people, and send these names to Brother C. Eldridge, giving the per cent of population, the religion, and if possible, whether they are educated in their own language; also to collect addresses of these persons; and that wherever among our churches we find French Seventh-day Adventists, we send their names to the French tract and missionary society, at Battle Creek.

**BOOKS IN FOREIGN LANGUAGES.**

3. *Resolved*, That as district and State agents, we will put forth a diligent effort to seek out and encourage suitable agents to sell those books that have been translated and published in foreign languages.

*Whereas*, The population of some of our Conferences contains a large element of foreigners; and, —

*Whereas*, It is difficult to procure State canvassing agents who are familiar with the different languages; therefore, —

4. *Resolved*, That we favor the selection of suitable persons to assist the State agents in training persons to canvass in any foreign language prevalent in such Conferences, and that these persons be placed at the head, and have charge of such work if deemed best by the proper authorities.

5. *Resolved*, That as far as possible canvassers should be as well provided for with books in foreign languages as in the English language.

**CANVASSING UNDER CONTRACT.**

6. *Resolved*, That all canvassing should be done under contract, and that every agent should personally be required to sign the same, and be educated to respect it, and live up to it in every particular.

**NEW CANVASSERS.**

7. *Resolved*, That we are in harmony with the plan of depending principally on new canvassers for the introduction of new books, instead of drawing them from the force already in the field.

8. *Resolved*, That we will work diligently to secure a competent force of canvassers for each new book as early as possible after its publication.

9. *Resolved*, That we will encourage our canvassers when entering the work to do so with the intention of continuing two years on the book upon which they have received instruction, unless territory is completed sooner, or there are other important reasons for a change.

10. *Resolved*, That we recommend that competent leaders be selected from the old canvassers, to instruct and assist new workers.

**LADY CANVASSERS.**

*Whereas*, There are in some of our Conferences many ladies who would become efficient canvassers if encouraged to qualify themselves, and enter the field; and, —

*Whereas*, There are places, especially large towns and cities, which may be worked to better advantage by ladies; therefore, —

11. *Resolved*, That it is the sense of this convention that this subject should receive prayerful and thoughtful attention by the district and State agents, and the officers of the Conferences and tract societies, and that plans be adopted to utilize this talent.

*Whereas*, It sometimes occurs that canvassers of experience and having ability to teach others are so situated as to make their services available, and of great value in assisting the State agent; therefore, —

12. *Resolved*, That we approve the course of the Conferences that have allowed the State agent judiciously to call to his aid such assistance when needed, and we recommend that others consider favorably the importance of adopting this plan; and especially that competent lady canvassers be employed to instruct and assist their inexperienced sisters in the field; and we further recommend that these teachers and helpers be settled with the same as other tract society workers, and that they canvass on commission when not needed for this special work.

*Whereas*, It has been demonstrated that ladies can do efficient work in the canvassing field, especially in large cities; and, —

*Whereas*, In many of our States there are few cities and no large ones; insomuch that the State agents in such States have been at a loss to know how to utilize their favorable material for this class of canvassers; and, —

*Whereas*, There is a great demand for trained canvassers in foreign countries, such as Great Britain, where there are many large cities; therefore, —

13. *We recommend*, That suitable provisions be made for the development and training, under competent lady instructors, of such of this class as would be at liberty to go to foreign fields.

**INDIVIDUAL SUCCESS.**

*Whereas*, Individual success depends largely upon the consecration and devotion of the worker, and an understanding of the principles and best methods of doing the work; therefore, —

14. *Resolved*, That we recommend that great care be exercised in the selection of persons to act as agents for our religious books.

15. *Resolved*, That we most earnestly recommend that those who desire to engage in the canvassing work be given the instruction and training necessary to their success, by a competent teacher, in every case where the circumstances will permit.

**OUTSIDE CANVASSERS.**

16. *Resolved*, That it is the sense of this convention, that persons of good qualifications and Christian principles, even though not of our own religious faith, who desire to enter the canvass for our religious publications, may be encouraged so to do under contract that no work strictly connected with said canvass be done on the Sabbath of the fourth commandment.

**HEALTH AND TEMPERANCE WORK.**

17. *Resolved*, That we express our approval of the resolution that was adopted by the International Tract Society at its last session, in regard to the appointment of a person in each State to give special attention to the health and temperance canvassing work.

18. *Resolved*, That we respectfully request the General Confer-

ence Committee, and the Executive Boards of the International Tract Society and Health and Temperance Association to take into consideration the advisability of appointing a person as assistant to the General Canvassing Agent, who shall labor entirely in the interests of the health and temperance canvassing work, under the direction of the General Canvassing Agent.

19. *Resolved*, That as district and State agents, we will put forth every reasonable effort in our power, to place this question intelligently before the proper officers in our districts and States, and urge, encourage, and assist in the selection of suitable persons to take up this line of work in the various States, in harmony with the plan adopted by the International Society.

20. *Resolved*, That we recommend that immediate steps be taken for carrying out the resolutions already adopted in regard to the selection of State agents' assistants, who shall take a four weeks' course of preparation at the Sanitarium, to begin March 1, 1890.

21. *Resolved*, That we recommend that the publication of *Good Health* be continued at its present size and price, and that an eight-page supplement be issued at the additional cost of twenty-five cents per year.

#### CANVASSERS' FUND.

*Whereas*, There are many worthy persons among us who would, with due preparation and a few weeks' experience, become efficient workers in the canvassing field; but who are not able to enter the field at once, and sustain themselves until they can make a delivery of books; and, —

*Whereas*, The results are satisfactory in those Conferences that have a canvassers' fund from which to assist such persons, thus enabling them to begin work without delay, and to follow the most approved methods of canvassing; therefore, —

22. *Resolved*, That we do hereby approve of the plan of having a canvassers' fund, and we recommend the raising of such a fund in each Conference, by subscription or otherwise, and that it be controlled by a committee of three, which shall be composed of the State agent and president and secretary of the tract society, and we recommend that the treasurer of the society act as treasurer of the fund.

#### PAPERS TO CANVASSERS.

23. *Resolved*, That we recommend our offices of publication to furnish for the use of each company and isolated canvasser in the field, one copy of each of our various papers at one-fourth the regular subscription price, and that each be furnished with one of our health journals, either *Good Health* or *Pacific Health Journal*, at the same rate.

24. *Resolved*, That we recommend the various State tract societies to take clubs of these periodicals sufficiently large to furnish such companies and canvassers one copy of each, and that they be paid for by the State societies, and furnished free to the canvassers.

#### PAYING TRACT SOCIETY HELP.

25. *Resolved*, That we recommend the State tract societies to assume the responsibility of paying the State agent, and such additional help as may be made necessary in their office work by the increase of business caused by the canvassing work, as soon as they are financially able to do so.

26. *Resolved*, That we recommend the Board of Directors in each State to select a standing committee of three, empowering them to arrange the matter of wages, and settle with and pay the laborers mentioned in Resolution 25.

#### PAYING COMPANY LEADERS.

27. *Resolved*, That we recommend that company leaders report

the time that they spend as leaders, and the nature of the work performed during such time, also the expenses incurred as leaders, to the standing committee of the society mentioned in Resolution 26, as often as once a quarter, and that said committee have power to settle with them in full for such time and expenses as they may agree should be allowed.

*Whereas*, The training and encouragement of canvassers in the field where they are actually at work is one of the most effective methods of qualifying them so that they may be successful; and, —

*Whereas*, This may be accomplished largely through the efforts of company leaders if sufficient time can be devoted to this work by them; therefore, —

28. *We recommend*, That until the foregoing resolutions can be carried into effect, each State tract society settle with its company leaders for time actually employed by them in the assistance of members of their company; and suggest that the tract society president, secretary, and State agent act as an auditing committee in such cases.

#### BLANKS.

29. *We recommend*, That a pass-book be prepared in which the canvassers may keep a record of their missionary work as well as their canvassing work.

That the individual report blanks, which are already partially prepared by the committee, be perfected.

That suitable blanks for the use of district and State agents be prepared.

That the annual report blanks be simplified.

That the agents' contract and other blanks that may need drafting or revision receive due attention.

30. *We further recommend*, That a committee be immediately appointed with full power to act, and that they be requested to have these blanks ready for use as soon as possible.

#### DISCOUNT ON BOOKS.

31. *Resolved*, That principals of schools and superintendents of public instruction be allowed a discount of twenty per cent on all our subscription books.

32. *Resolved*, That any person who has subscribed for one of our subscription books be allowed to subscribe for additional copies of the same book at a discount of twenty per cent, providing he signs a paper certifying that he is to pay for them himself, unaided by others, and that he is not buying them to sell again.

#### PROCEEDINGS OF THE CONVENTION.

33. *Resolved*, That the entire proceedings of this convention, including the papers on the various subjects, be printed as an Extra to the HOME MISSIONARY.

34. *Resolved*, That the Chair appoint a committee of three, himself being one, to edit, prepare, and publish the proceedings of this convention.

#### PAMPHLET ON CANVASSING.

35. *It was voted*, That a committee of three be appointed by the Chair to prepare the matter contained in Brother F. E. Belden's "Christian Canvasser," for publication in pamphlet form.

#### GRATITUDE.

36. *Resolved*, That we hereby express our grateful appreciation of the courtesy, kindness, and generous consideration, extended in various ways to this convention, individually and collectively, by Dr. J. H. Kellogg, president of the Sanitarium; and be it further resolved, that a copy of this resolution be presented to him at his office.

37. *Resolved*, That we hereby express our gratitude to our brethren at Battle Creek for the many kind, Christian courtesies and hospitalities they have extended to us.