

Missionary Worker.

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IMPORTANT CHANGES IN THE TRACT AND MISSIONARY WORK

We take pleasure in presenting before our brethren and sisters of the British Conference some definite steps which have recently been taken by the European General Conference and the British Conference Executive Committee for the reorganisation and upbuilding of the tract and missionary work. It will not be necessary for us to present in detail many conditions which are already known, which have caused serious embarrassment to this department of the work in Great Britain.

Until the present time we have had no distinct ~~idea~~ our canvassing work has not received the attention that its importance demands. As there has been no strong, distinct leadership, and no one to put a decided, progressive mould upon the work, the agents and societies have drifted more or less into irregular methods, such as working for several books and periodicals at a time, in territory which was not very clearly defined. The results have been such as might naturally be expected. Agents who have worked for several books at one time, and have wandered about more or less from place to place, have lost their old ability to sell one book successfully, and their work has greatly weakened. This has brought upon them hard times, and many have not been able to pay up their accounts in full. This has brought serious trouble, both to the International Tract Society, and to the agents; and we feel certain that all our brethren, and particularly the canvassers who are devoting their lives so earnestly to the circulation of our literature, will welcome a change, and will put their shoulders to the wheel, and help us in every way possible to establish better regulations, and a strong, thriving work in the British Empire.

Some of the regulations which have been adopted may, on first consideration, seem rather strong, and may appear like a hardship to some of our agents; but we wish to assure all our workers that it has been the intention of the brethren in council to make arrangements which will improve

the conditions of all concerned. Some things which seem agreeable to us to-day, impose hardships upon us to-morrow, and that which sometimes seems unpleasant for the present yields very satisfactory results; and we feel certain that our workers who have laboured so devotedly and earnestly during the past years, will unite with us most loyally in these efforts we are making. If some of the regulations should seem to impose hardships upon any, such workers will doubtless feel it a privilege to bear some burden, and thereby assist in bringing the entire field into better working order. If any regulation or suggestion is not fully understood, please write to us freely, and we will take pleasure in giving full explanation, and in making such suggestions as are really necessary in order to help on the good work.

General Arrangements.

In future the International Tract Society will be a department of the British Conference. Its annual meeting will be held in connection with the British Conference, as a part of its deliberations, and the policy of the Society will be determined by the Executive Committee of the British Conference.

Brother S. Joyce has been appointed General Canvassing Agent for the British field, and will appoint, instruct, and direct all canvassers for our books. Brother A. D. Gilbert will remain in charge of the periodical work, and will appoint, instruct, and direct all agents engaged in that line. Miss M. Jacques has been appointed Corresponding Secretary of the Society, and will conduct its correspondence with the agents, churches, and isolated members. All orders and general correspondence should be addressed, as in the past, to the International Tract Society.

At the recent meeting of the European General Conference, much earnest study was given to the Tract Society and canvassing work, and the following recommendations were adopted:—

1. That Conference and other labourers unite in a systematic effort to engage and instruct all the members of our churches in the circulation of our literature.
2. That great care be exercised in the selection

and instruction of regular canvassers with the purpose in view of securing God-fearing missionary workers, only, to engage in this service, and that they be instructed thoroughly in Gospel methods.

3 That the general canvassing agents manage their field work in a thoroughly systematic manner, and we emphasise the following points:—

(a) That agents be employed under a salesman's contract which shall state clearly the regulations under which the agent is engaged, the territory to be worked, and the book to be sold.

(b) That complete, carefully prepared, weekly reports be required from each agent, and that books be stocked and supplied only to the extent that they have been thus reported.

(c) That good, permanent record books be kept, in which shall be entered the weekly reports of agents, and the results of their work in each territory.

4. That our missionary departments and publishing houses adopt a cash policy along the following lines:—

(a) That cash with orders be required from church societies, Sabbath-schools, Conference labourers, and lay members.

(b) That a complete settlement of his account be required from each agent at the time of his delivery, and that no agent be permitted to continue his work until this has been done.

After the close of the European General Conference, a joint meeting was held of the members of the British Conference Executive Committee and the International Tract Society Board. Among the resolutions adopted were the following:—

1. That the International Tract Society, Ltd., be made the Tract Society Department of the British Conference for the distribution of our literature.

2. That the management of this department be conducted by the British Conference Committee and the directors of the International Tract Society.

3. That the annual meeting of the International Tract Society, Ltd., be held at the time of, and in connection with, the general annual meeting of the British Conference as a part of its deliberations.

4. That Miss M. Jacques be appointed Secretary of the Tract Department, and that she be relieved of her present duties, and be furnished with such assistance as may be required.

5. That all business be carried on on a cash basis, as recommended by the European General Conference.

6. That the Secretary of the Tract Department conduct all correspondence with the workers, churches, companies, and isolated members.

Regular Canvassing Agents.

By regular canvassing agents we mean all who make a business of canvassing for our subscription

books, who will work under the direction of Brother Joyce. We invite the attention of all such to the following regulations which will come into effect from this date:—

1 All agents will be employed under a definite contract, which will state the territory to be worked, the book to be sold, the per cent. of commission to be allowed, etc.

2 Agents will be permitted to canvass for only one large book at a time. Those who wish to sell a small book at the same time for cash as a help, will be permitted to do so.

3 Agents will be required to send full reports at the close of each week on blanks provided for that purpose. We have had much difficulty in the past in our effort to secure the number of books required because agents have not reported promptly and accurately. In future, the agents' reports will be made the basis for securing supplies; therefore the Society will be able to furnish books only to those who have reported fully and accurately.

4 Agents will be expected to pay their own travelling expenses, and all freight and mail charges. The custom which has prevailed in the past of paying freight on one hundredweight or more of books has conferred favours upon the prosperous agent which have been denied to the less prosperous. It has also led many of the agents to order one hundredweight of books when a much less quantity was required. Therefore it seems advisable to place all agents on the same basis, and ask each to pay his own freight charges.

The Cash System.

5. The Society has adopted a cash system, and we hope that all agents who can do so will send cash for their books with the order; but realising that there are many who are unable to do that, the Society has arranged the following terms which, we believe, will not be difficult, and which will be quite satisfactory: The agent will be expected to canvass several weeks before making a delivery. He should then order only such books as he will require for the delivery. As soon as the delivery is completed, he will be required to settle his account in full. If there are books left on hand, they, too, must be paid for, or returned to the office at the agent's expense. Nearly every agent who is now in debt in this field has been brought into that condition by adding little by little to his account, until, in some cases, quite heavy accounts are being carried on the Society's books. This is a serious matter, and has brought us into great difficulties in many ways. To prevent this condition, which we are certain has brought as much hardship upon the agents as upon anyone, we will require in future that each account be balanced in full with each delivery as explained above. In

cases where there are heavy debts already standing against agents, the old account will be placed by itself, and the agent will begin anew; then as rapidly as he is able he can pay off the old amount. Brother Joyce will give his whole time earnestly to the work of assisting the canvassers in the field, and will, both by correspondence and personal visits, do all in his power to make arrangements which will prove permanently satisfactory, and lead to better system, better order, and better success, we trust, than has been experienced in the past.

Other Agents.

Agents for the *Present Truth* and small books will be expected to send cash with all orders. Blanks will be printed for agents' orders, and orders will be filled only on condition that they are accompanied with payment in full. If there are any upon whom this regulation works special hardship, we wish to hear from such, and will do all in our power to assist.

We recognise with much appreciation the earnest work being done by our agents for periodicals. Their self-denial, and devotion to this work has been manifested to a very marked degree. Our only regret is that in some cases debts, which they are hardly able to meet, have been added to their burdens, and we trust that this regulation will prove helpful, and bring satisfaction to all.

Churches, Sabbath-schools, etc.

As indicated by the above resolutions, our churches, Sabbath-schools, Conference labourers, and lay members, will all be asked to send cash with their orders for books, tracts, and periodicals. At an early date we will be able to furnish you with new catalogues giving a full list of publications and their prices. If for any reason you are unable to ascertain the prices, please write to us, and we will always take pleasure in furnishing you with information.

Now, dear brethren, we solicit most earnestly your hearty co-operation in these matters. We know it will mean a struggle for many of you to pay cash for all your publications at first; but there is no truth more clearly taught in God's word than that we should "owe no man anything." If we would teach the truth, we must first live it, and though it may seem difficult to come fully up to the mark, we are confident that God will greatly bless all the workers, and help them to be faithful in these matters; and when, by our united struggles and efforts, we have established a good cash business free from debt, and all its attendant embarrassments, we will then experience a happy day indeed, and our hard-working agents will be relieved from a most grievous burden. From past experience we know the loyalty of our brethren in such matters of

vital importance, and we look forward with pleasant anticipation to your most cordial support and sympathy. Do not fail to write freely concerning your needs and perplexities, and we assure you we will do all in our power to make your work prosperous; and may the good Lord who has blessed you thus far, make your work fruitful to His glory and the salvation of many souls.

BRITISH CONFERENCE COMMITTEE.

"CULTIVATE whatever in your character is in harmony with the character of Christ."

MOST people would exchange their lot with most other people with gladness, but would re-exchange with glee.—*Ram's Horn*.

THOSE who serve God with all their might soon find more might wherewith to serve Him.—*Amos R. Wells*.

HOW many there are whose "burden is light," but not with the Master's lifting! Are you gladly carrying a burden of service for the Lord and with His help?—*Ram's Horn*.

THE time is short; the task is great; the workers are few; fidelity is rare; eternity hastens; angels help; souls perish; Satan rejoices; death triumphs; therefore, O servant of God, "Whatsoever thy hand findeth to do, do it with thy might."—*Sel*.

WE shall lose efficient workers in Brother and Sister Buckland and Brother Gillatt and wife, who have it in their hearts to go to India and Africa respectively. Just how soon these brethren may start is not decided. They will have the earnest prayers of the WORKER family for their success.

UNLESS we understand the importance of the moments that are swiftly passing into eternity, and make ready to stand in the great day of God, we shall be unfaithful stewards. The watchman is to know the time of night. Everything is now clothed with a solemnity that all who believe the truth for this time should realise. They should act in reference to the day of God. The judgments of God are about to fall upon the world, and we need to be preparing for that great day.

Our time is precious. We have but few, very few, days of probation in which to make ready for the future, immortal life. We have no time to spend in haphazard movements. We should fear to skim the surface of the Word of God.

MRS. E. G. WHITE.

The Missionary Worker.

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WORD comes from Brother Bullinger at Leeds, that he and Brother Altman have at length found a favourable location for their tent.

PROF. SALISBURY left London last Friday for a trip among the churches in the South and West, in the interests of the educational work.

THE children are succeeding admirably with June *Good Health* Master Raoul Aufranc, of North London, aged eight, went out the other day and sold some fifty copies.

THE greater portion of space is devoted this week to a full setting forth of the plans for carrying on the canvassing and general tract and missionary work. We would suggest that careful attention be given to these instructions, and that the agents preserve this copy of the WORKER for future reference.

ORDER the Coronation Number of *Present Truth* early, so as not to be disappointed. No more papers are printed than are ordered beforehand, therefore be sure to order all that you think you can use, and believe that you can use a good many. Remember that it is next week's paper, and all orders should be posted not later than Friday of this week.

I FEEL a deep interest in those who profess to be the children of God, that they may be the light of the world. If they respond to the requirements of God, there will be need of much greater watchfulness, much more untiring diligence. The responsibility of representing Christ to the world does not rest alone upon those who are ordained as ministers of the Gospel. Each member of the church should be a living epistle, known and read of all men. A working church will be a living church. Those who are elected as elders and deacons should ever be on the alert that plans may be made and executed which will give every member of the church a share in active work for the salvation of souls. This is the only way in which the church can be preserved in a healthy, thriving condition.

MRS. E. G. WHITE.

IT will be noticed that cash with order is not absolutely required in the case of *Good Health*. We feared it would work hardship in some cases if such a demand were made. Nevertheless, it is our desire to work toward this end as quickly as possible, meanwhile the old rule, of settling within thirty days will be followed, and we feel sure that this will be readily complied with by all our friends. The health work is just as much in need of funds as the other branches, and would be seriously crippled by any failure on the part of the workers to meet their obligations promptly. Those who are able to send cash with their orders will do us a favour. Let us all work hand in hand faithfully for the establishing of the health work upon a strong basis and the starting of a sanitarium.

AN INTERESTING REPORT.

THE following extract from an interesting letter from Sister Borrowdale, of Plymouth, is in line with what we are continually hearing with regard to *Present Truth* being sent by its readers to their friends in other lands:—

"I am writing to thank you for so kindly answering the question I asked. I have been reading the paper regularly and like it so much, and I believe presently the pipe will be given up. An old gentleman who has been getting the *Present Truth* for some time called in one day to tell us how he liked it, and what a comfort it was to him. He says it is every word of it truth, and he sends it away after he has read it to a dear sister who is about 130 miles from Adelaide, who says it is good to get it. She drives to a church once a month, but tells her brother that she is heartily sick of the service there, as there is nothing to feed on, but only a lot of anecdotes to amuse the folks. So we see that one paper not only does the work in one family, but they go around and supply the needs of perhaps five or six. Another gentleman told me that he sends his away, after he has read it, to his son in British Columbia. Still another, a sergeant in the Engineers, sends his away, and takes some weeks six or a dozen, as he can dispose of them."

Thus the 20,000 copies sold weekly do not represent the number of *Present Truth* readers, since in many cases several families get the benefit of one copy. This is an incentive to diligence in increasing the circulation, for every additional thousand means the reaching of several thousands more with the message of truth.

"SUCCESS does not come half way to meet half-work."