

PACIFIC UNION RECORDER



“Then They that Feared the Lord Spake Often One to Another.”

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No. 22

Talk Courage — A Happy New Year

O, lightly the words, “Happy New Year,” are said,

Oft thoughtlessly spoken the phrase;
Yet mayhap its cheer will lift some weary head,
And brighten the sin-darkened days.

Yet say it not lightly; in heaven are heard

The words that we speak day by day;
May heavenly records show never a word
That turned a sad pilgrim away.

Speak softly, speak sweetly, a word from the heart,

A word that will comfort and bless;
Give love with your greeting, good cheer as you part—
Fear not that your store will grow less.

Then say it, and mean it, it can but bring cheer

To all whom you meet in the way,
For hearts all about you are trembling in fear—
Let this be your mission each day.

Talk courage and happiness—God’s on His throne!

O, bear a glad message of cheer!
Go forth in His strength, in His service alone,
And make it a happy New Year!

Max Hill.

Spiritual Power the Basis of Christian Success

The last words spoken to us by a dear friend are held as a sacred memory, and especially is this the case if the words in and of themselves are a real treasure. The last audible words from the lips of the Master to fall upon the ears of the disciples were:

“But ye shall receive power, when the Holy Spirit is come upon you: and ye shall be My witnesses both in Jerusalem, and in all Judea and Samaria, and unto the uttermost part of the earth.” Acts 1:8.

It would seem that the Master desired to leave in the minds of His disciples as the crowning part of His personal work upon earth the urgent need that they should have treasures of power. And He is also careful to tell us how we secure this power. “When the Holy Spirit is come upon you,” then it is according to the promise that “ye shall receive power.”

When Jesus, after His resurrection, met the disciples by appointment on the mountain in Galilee, the recorded words by which He sought to impress them with His power and presence that would attend them, are the following:

“All power is given unto Me in heaven and in earth. Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost: teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you alway, even unto the end of the world.” Matt. 28:18-20.

By these texts—and there are other similar ones—the Master would impress upon us the need of power in our work. We can not have success without power. The enemy meets us with his power of darkness to cause us to fail in our work, and thus discourage us and lead us into sin. And so the Lord designs and desires that we shall meet this enemy with all the power of heaven and of earth. “For we wrestle not against flesh and blood, but against principalities, against powers, against the rulers of the darkness of this world, against spiritual wickedness in high places. Wherefore take unto you the whole armor of God, that ye may be able to withstand in the evil day, and having done all, to stand.” Eph. 6:12, 13. The power of the enemy must be met by the power of God, and the power

of God is imparted to us by His Spirit. For the text says, “Ye shall receive power, when the Holy Spirit is come upon you.”

Then what we need above everything else to give us success in God’s work is power—the power of the Holy Spirit.

God’s Spirit comes to us as a gift. “If ye then, being evil, know how to give good gifts unto your children: how much more shall your heavenly Father give the Holy Spirit to them that ask Him?” Luke 11:13. In giving us His Son our Father gave us His Spirit, also. The one gift accompanies the other; and He wants us to ask for His Spirit, and He will give it to us. We ask for many things of lesser importance in our prayers; but do we realize that the gift most to be desired is the gift of the Spirit of God? And we may have this gift for the asking when we earnestly come to God in His way.

God’s word is filled with His Spirit, and consequently is also freighted with power, because of the Spirit that is in that Word. “For the word of God is living, and active, and sharper than any two-edged sword, and piercing even to the dividing of soul and spirit, of both joints and marrow, and quick to discern the thoughts and intents of the heart.” Heb. 4:12.

The word of God is made powerful to us through His Spirit; for the Spirit brings the Word to our mind, and impresses it upon us with new power and strength. “But the Comforter, which is the Holy Ghost, whom the Father will send in My name, He shall teach you all things, and bring all things to your remembrance, whatsoever I have said unto you.” John 14:26. It is the Comforter that brings the words of God into our minds just when we need to have them

to meet temptations, to drive away discouragements, to energize us for success.

"As man uses his talents, however small, with faithfulness, the Holy Spirit takes the things of God, and presents them anew to the mind. Through His Spirit God makes His word a vivifying power. It is quick and powerful, exerting a strong influence upon minds, not because of the learning or intelligence of the human agent, but because divine power is working with the human power. And it is to the divine power that all praise is to be given."—"*Testimonies*," volume 8, page 55.

It is clear that God's Spirit works most in minds that are filled most with His word, for it is through the Word that the Spirit works. One of its greatest offices is to bring that Word into our minds anew and with greater power and force. Then seeking the power of the Spirit can not be separated from diligent, thoughtful Bible study. And may we not ask, If our lives are powerless and barren, if we are failing to win success, is there not a good reason for it? We do not reverently study His word, and we do not ask Him for His Spirit in order that we may have power.

The greatest and most difficult tasks may be performed successfully and strongly by the one who is used by the mighty power of the Spirit of God.

A. O. Tait.

Success — What Is It?

Is it a phantom or a will-o'-the-wisp that has succeeded in fooling the world for centuries, or is there such a thing as real success that defies defeat, pain, and even poverty?

Is he right who said that "making use of the advantages at hand"—no matter how meager, no matter how lowly—"to the very utmost in every moment and place, is the secret of the seemingly magic process of success"?

Success is not measured wholly by material attainments. Unless advance in circumstances is accompanied by a corresponding advance in intelligence, in feeling, and in spirituality, there is no success—that is, true success.

I fear that the commercialism of the age has taught many of even the professed people of God to define success as the attainment or state of attainment of high position and rich rewards, or acquiring of wealth. But is success really that, and that only?

Never were the young man and the young woman so insistently counseled to

win success for themselves as they are today. And in most instances the young persons gather, from the advice given, that the counselor means that they are to use every energy and talent in a tremendous struggle to acquire wealth, social or political honors, position, or power.

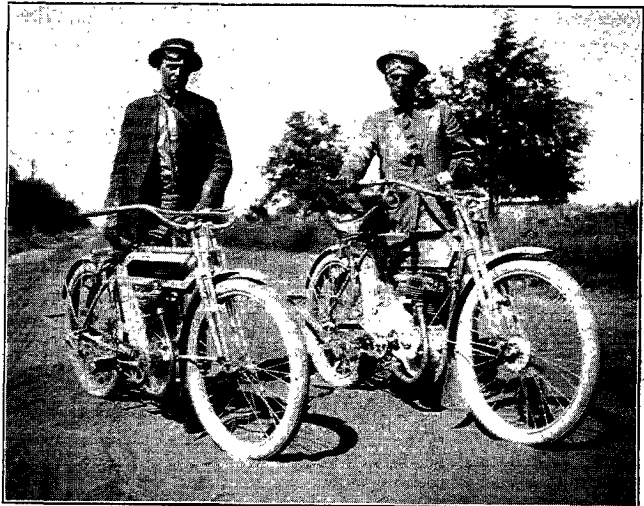
Father, mother, brother, sister, what did you mean when you urged that young man and that young woman to make a success of life? What impression did you leave upon their mind? Did you give a mental start toward the kingdom of God, or did you arouse in them the same spirit of material achievement that is so characteristic of our age?

Although so many have counseled and advised, yet you may have noticed that the greater number of the followers after

and join the mad rush in the rage of pursuit, it inevitably means the hardening of the feelings, the extinguishing of the spiritual perceptions, and a clouding and darkening of the discernment generally.

Compare the foregoing with the thoughts that follow, and then form your conclusions and make your decisions and resolutions for the new year:

"Every day to earn a little and to spend a little less," to grow a little more reasonable and a little more kindly day by day, are essentials of the truest prosperity. There should be something more in a man's daily life than a mere hustle for dollars—that is, for material success. The motive power of a man's life should be the thought of doing good, or



"Benzin wagons" have come to stay. Several were in use by our boys this season.

success seem to have halted this side of the earthly paradise. There have been supreme efforts, mighty struggles; still great material success has not been attained. All the heroic effort of these hopeful beings has been expanded on a vain quest.

"The pursuit of material success solves nothing in this world worth solving. It is a system that deceives and demoralizes and ruins, which blinds men to their actual situation in life."

By striving for individual material gain, we but wreck our own and others' opportunities. Success, then, in its ordinary meaning and in the meaning of some of the counselors, is not victory, either over the world or over ourselves. It is the sacrifice of what is best in man for a worthless prize.

If we take the common view of success,

of serving others. As the Master has said, he that is greatest of all is servant of all.

But are there not material successes for human beings in this world at all? Has the faithful canvasser no right to work for, nor to expect, material success? Just as sure as God's kingdom is a material kingdom, there is material success for him who works for it in God's own appointed way.

Each true canvasser is one of a body of workers who are working for the same end. Uppermost in the mind of every evangelistic canvasser is the thought of soul saving. He is a converted man, and of course "every truly converted person is filled with a burning desire to be used of God for the salvation of souls." He has learned that there is no true success outside of God and His service. He has

also learned that "the secret of success is the union of divine power with human effort;" and he has united his human effort with this "divine power," which works for the salvation of men. Many are the promises in the word of God of material blessings for such.

Every canvasser labors to help himself and his family, and according to the divine promises he has a right to look for material success in that line. He aims to acquire intellectual power by study and by observation, greater physical power and endurance, greater heart power and reliability; in short, a betterment of his condition in every way. Has he a right to labor for and expect success in these material things? Let him that doubts it read "Manual for Canvassers" and his Bible.

Yes, "the laborer is worthy of his hire;" and then, at the end of the race,

world calls success. Mere money making is not the test of fitness. If it were, then there are hundreds of men—millionaires—to-day whose names will occur to you as being greater than Christ's.

Rev. 14:1-3 is a record of the final triumph of those in our day who attain true success, and who, like Paul, can say at last, "I have fought a good fight, I have finished my course, I have kept the faith." Contrast this with the awful fate of those who have sought only worldly success, as recorded in Mal. 4:1, and then decide what YOU will do this coming year. Remember that what you decide for THIS COMING YEAR, may decide whether you will stand at last with Moses, Elijah, David, and Paul, or whether you and your works will be consumed by the fires from heaven.

The worker for God is the only one who will ever attain true and lasting suc-

cess. Do you want to make a success of your life? It all depends upon you, my brother, my sister. You have it in your power to decide the matter.

It is quite customary, at the beginning of a new year, to make many and various resolutions. "I have never heard of the resolutions of the apostles, but a great deal about their ACTS." Let us act, brethren! Let us act this new year for God and for the advance of the third angel's message, and success is ours.

week to week its readers will perhaps know more about what work has been done, as far as records show, than I do. Hence it seems unnecessary for me to give any statistics.

From nearly every one I meet comes this question: How is the work going? From this I conclude that we are more interested in what is being done, and what we shall see done in the future, than in past records. Personally, I know this to be true, provided we are doing something.

Our force, of course, is not large, but we are endeavoring to keep the flickering flame of enthusiasm alive until we can have a larger force of workers and more work done. Some who have been at work in the past are still holding on. Several new workers are beginning, and others give promise of joining the ranks. A good band of students are studying



A. A. Cone



J. T. Thompson



W. P. Dayton



J. W. Rich



C. C. Morlan

there is material success that again awaits the faithful worker for God. There is a material crown, and a material home where he may dwell in happiness through all eternity.

In order to gain this material success, however, the direct object in life must be something else. Have an ideal before you, and let that ideal be the idea of serving your fellow men. Work for the work's sake.

"Let me but do my work from day to day,

In field or forest, at the desk or loom,
In roaring market-place, or tranquil room;

Let me but find it in my heart to say,
When vagrant wishes beckon me astray:
'This is my work; my blessing, not my doom;

Of all who live, I am the one by whom
This work can best be done, in the right way."

Let us seek our success in the success of all, and forego the lure of what the

cess. Do you want to make a success of your life? It all depends upon you, my brother, my sister. You have it in your power to decide the matter.

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A. A. Cone,

Gen. Agent Pacific Union Conf.

A Word from the California Coast Conference

Having been in the field only a short time, it is a rather difficult matter to write intelligently regarding the book work in this conference. As reports have been published in the RECORDER from

their books at the college preparatory to entering the field at the close of school.

I have spent several days in the field with a prospectus getting some new experiences, and incidentally rubbing off some of the rust that gathers even on the field agent if he is out of active service for a time. These experiences are good even when our expectations are not always realized; for, first, it gives us a new glimpse of the great need the world has of the truth the books contain; then it refreshes and revives our own spirituality, for among the many who may not buy there are those who are eagerly seeking for the light.

Only yesterday one of our new men, Brother Nyman, was asked the question that some workers dread while giving a canvass: "Is this an Adventist book?" Brother Nyman promptly replied, "Yes, madam, it is." Those who have had this question asked them may well imagine

what he expected to follow. To his surprise the lady said: "O, I am so glad! The best book I ever had was one they published, and some one stole it. I have been wishing I could get another."

Such experiences are what inspire the house-to-house worker to meet courageously refusals and rebuffs, and steadfastly pursue his work.

Our books can be sold if we will only go to work with them. "As long as pro-



This is how so many "Great Conquerors" got into the regions of Mt. Shasta. The boys climbed the mountain. Ask them about it.

bation continues, there will be opportunity for the canvasser to work."—*Testimonies, volume 6, page 478.*

I trust that none will, by their actions, lead us to conclude that they think the day of probation has closed.

J. T. Thompson,
Field Agent California Conf.

A Retrospect

At the time of the division of the conference there was not a gospel canvasser in this field, and not until April 21 did our first report—\$31.00—appear. Our work started with the good old book "Patriarchs and Prophets," and we are glad that a goodly number of these books found their way into the homes of Stockton.

Upon the close of the Lodi Normal eight student canvassers entered the field, and by their courage and enthusiasm gave the book work its real start. It is encouraging to see the success that has attended their efforts. Trials and temptations have been in the way of many, but they have learned valuable lessons in faith and prayer.

One of our young men went up into one of the northern counties, where none of our workers had ever been before. Once his horse got away, and he had to travel about one hundred miles over the mountains to find her and return. At

another time he was lost a day and a half in the mountains; but learning to make trials stepping-stones to success, he forged ahead, leaving about \$500 worth of books in that county.

Another young man, who averaged forty hours a week through the summer, has learned the great lesson of prevailing with God till success comes. His sales continued to increase right up to the last, and his last week's work showed his best report for the season. One week he found a German settlement where one of our ministers had been forbidden the privilege of holding meetings. He sold books to nearly everybody in that neighborhood, the German minister included. Thus in another instance the books will deliver the message that our minister could not.

When the Pacific Union College closed, five more students joined our ranks, and these, together with our regular workers and a few others that came in later, swelled our numbers to fifteen.

One student's report for the summer, that shows faithfulness, energy, and perseverance, deserves special mention. In eight weeks he took orders for \$520 worth of books, and his deliveries amounted to \$529.50, thus making a 102 per cent delivery for the season. This young man sold fourteen dollars' worth on the Fourth of July.

Another experience is that of a sister who, without any help outside of correspondence and her own faith and perseverance, has averaged two dollars an hour in sales during the summer. She rejoices to have a part in this work.

The prayer band idea has been a great help to our workers in giving them the unselfish spirit of praying for their fellow workers' success.

It is a great encouragement to know that souls are being found and helped. We learned recently that four persons have accepted the truth as a result of reading a book sold by one of our canvassers. This family had been swindled by agents so many times that the man of the house forbade his wife to order anything more from agents. In the meantime Mrs. ——— had a dream that impressed her very much. It seemed that the sky was inky blackness, and suddenly there appeared two beautiful shining faces out of the darkness. She considered this a warning of some kind, but knew not what. In a few days a canvasser came to her house and explained to her the book "Great Con-

troversy." She at once thought of the dream, and was sure that it had something to do with this book, but she did not know whether it was a warning not to order, or an impression to take it. Finally she ordered it. After reading it, she and her husband began to keep the Sabbath, not knowing that there were any Seventh-day Adventists in the world.

The truth was so dear to them that they had to pass it on. This woman persuaded her sister to read the book, and she and her husband also were convicted of the truth, but lacked the faith to step out. It was not long till this woman had a dream too. It was a scene of Christ's coming. As He drew near she could see His face turned upon her. It was not angered and stern as she had feared, but sad. She cried out in alarm, "We're lost because we have not obeyed the truth." But when He passed over and vanished in the distance, she realized that it was a warning, and that they had another opportunity. When she awoke she told her husband, and he said: "Surely it is a warning. I shall never work another Sabbath."

Think of it—four souls rejoicing in the truth as a result of the faithful work of a humble canvasser! Did it pay? Many will be the stars that will shine in some one's crown. Will it be in yours? Shall we not let such incidents



One of our most successful lady workers carrying the message in the mountains of the Northern California-Nevada Conference. Average \$2.00 per hour.

as these spur us on to more faithful work, knowing that our reward is sure? These experiences will help us in the hour of discouragement, and will make our service for the Master a joy.

As this paper will reach a majority of the Seventh-day Adventist homes in this union conference, it is our desire that this work may be remembered by all, and that you will pray that more laborers will be sent into the field. Why not an-

swer that prayer yourself by saying, "Here am I; send me?"

W. P. Dayton,
Field Agent N. Cal. Nev. Conf.

Who Should Canvass?

During the past summer a minister came to one of our canvassers, and in the course of his remarks made a statement similar to the following: "You are too good a man to be in the canvassing work. Your place is in the ministry."

This expression lends some aid in solving the question as to how the canvassing work is looked upon by quite a number of our own people. The opinion seems to prevail that any one, regardless of his or her fitness for the work, can canvass, and that the book work is entitled to the support of those who have failed, or are unable to do anything else. Why is not the canvassing work in as great need of successful men and women as any other branch of the work? Truly the work is an important one, and needs tact and wisdom in its execution as verily as does the ministry or any other branch, and in some respects even more.

The man or woman who is meeting new and different types of men and women daily, truly needs the Holy Spirit and discernment to enable him or her to meet these people in the proper way. Why should we not recognize this principle?

The book work makes no plea for those who have never been successful in any other enterprise. The call now is for those who have personality and character, tact and discernment, push and perseverance. When the book work is understood as it should be, this principle will be recognized, and not until then will that work be placed on the basis where the Lord desires it to be placed.

"Very much more efficient work can be done in the canvassing field than has yet been done," is a statement that it is well for us to consider in this connection. Not until we come to the place where our canvassers are selected with as much care as are the men for the ministry, will this be fulfilled.

When we consider the importance of the work, and the high esteem with which heaven regards it, our own estimation will arise, and from all parts of the field canvassers will be chosen, not from the floating element of society, but from among those who have good address, tact, keen foresight, and ability. Those of the best talent and ability, who will take hold of the work understand-

ingly and systematically, are the ones to be selected. When these principles are recognized, the question, "Who should canvass?" will be answered and responded to by the Holy Spirit.

J. W. Rich,
Field Agent Central Cal. Conf.



The way Mono and Inyo counties were worked by C. O. Blincoe.

"To Canvass or Be a Missionary"

On hearing that a certain young man, who had been engaged in the canvassing work here in the home land, was going to a foreign field, a good brother asked him the following question: "Are you going to — as a missionary or just a canvasser?" Yes, to canvass or to be a missionary. When you have read the few lines that follow, just think for one moment, and see if you can discern any difference between the work of an evangelistic canvasser and that of the greatest missionary that ever crossed the Atlantic or the Pacific.

Just before school closed last spring, the question arose in the minds of some of the students of the academy, Canvass or bale hay — which? Canvass or work on a ranch — which? Because of the surer (?) returns offered by balers, ranchers, etc., a few of the students decided in their favor. The rest of them, realizing the importance of the work, and knowing that "the canvassing work properly conducted is missionary work of the highest order," took their prospectuses and went into the field, trusting that the Lord would give them success.

Did they make a success? Did they succeed financially, too? — Yes, they were self-supporting missionaries. One young man who did not canvass, but worked for three dollars a day and board, says that the boys who canvassed saved more money than he did. This young man has decided to canvass next summer too, not simply for the money he can make, but because of the excellent opportunities the

work affords for doing good — doing missionary work.

With but one or two exceptions, all who canvassed this summer are back in school again. Some remained in the work. One of these has now gone to the Philippine Islands to pioneer the work there.

But what about those who did not canvass? Some are back in school; several are not. Those who have returned to school agree that they missed a blessed experience, and have resolved to canvass next year.

Our two mottos, "With all the heart" and "Spiritual canvasses," have contributed largely to the success of our work this year. When we worked with all our hearts and gave spiritual canvasses, the Lord came very near and blessed by impressing the hearts of the people with His Spirit.

We know that facts and figures are usually considered "dry," but let us consider a few that will, I am sure, help to give us a better idea of what may be accomplished by the faithful canvasser.

The canvasser who puts in what is called "full time," forty hours a week, will, on an average, explain the message in his book at least fourteen times a day, or seventy times a week. Allowing the worker seven weeks out of the year for deliveries, vacation, etc., he will still have forty-five weeks left for soliciting. In those forty-five weeks the canvasser will have given the message contained in his books to at least 3,150 individuals.



"Heralds of the Morning" speeding on wheels. One of these boys averaged forty hours a week for the entire summer.

But that is not all. From our report of a recent week I find that the total number of orders secured was equal to about one fourth of the total number of exhibitions given. So the solicitor who works those forty-five weeks and makes 3,150 exhibitions will sell 787 books. Statisticians tell us that every

book that is placed in the homes is read by an average of five persons. Then aside from those who heard the warning as given by the canvasser, but did not buy the book, there are 3,935 individuals who do read the books, and many of these become converted, and in turn go and sell these same books to others. It is a known fact that nearly sixty per cent of those who accept this truth do so as a result of reading our books and papers. Reader, does the canvasser do missionary work, or just canvass?

Space will not permit us to relate many instances which show that the canvassers are getting results in the way of souls converted to the truths for this time, but one or two will suffice to show that the seed they are sowing "beside all waters" is springing up and bearing fruit.

One of our girls who was selling "Great Controversy" called upon a lady who, after learning that it was an Adventist book, said that she was very glad, for she and her husband had been studying the points of truth taught by the Adventists, and were anxious to get more light. They were very much pleased with the book when it was delivered, and began to study it at once. They are now rejoicing in the truth. Was that girl a missionary, or "just a canvasser"?

One young man who was also working with "Great Controversy," found a woman who was a member of the Nazarene Church and who seemed to be seeking for more light. After a brief talk on the Sabbath question, she was convinced that the views she had been holding were not in harmony with the Bible, and that the information she had received from her minister in regard to which is the Sabbath was not according to the teachings of the word of God. She said she had been praying for light, and now that she had learned the right way she was going to begin at once to walk in it. The next Sabbath she came to Sabbath-school, bringing her three children, her brother, and her minister. The minister now says that he also believes that Saturday is the Sabbath of the Lord. Is that young canvasser a missionary for God or just a bookseller?

The time has come when such consecrated workers will accomplish much in this line of work. A resolute purpose, sanctified by the grace of Christ, will accomplish wonders. God-fearing men and women will be accompanied by the holy angels and the Spirit of God as they go

from house to house in an honest endeavor to save souls. "Every truly converted person will be filled with a burning desire to be used of God for the salvation of souls." Are you filled with that "burning desire" to the extent that you will say, Lord, I will do anything you want me to do?

Many will be just getting ready to enter this work when probation closes. My brother, my sister, why put it off when the Lord so plainly says, "Go work to-day in My vineyard"?

There never was a time when our books sold as readily as they do now, and never was the world so ripe for the message as it is at the present time. Now is the time to go into the field with our God-given literature, and work as never before, keeping eternity in view. We often sing, "I'll go where you want me to go;" but are you willing to sing, "I'll go when you want me to go"? The Lord is calling for workers now, right now,



Floyd Ashbaugh who has gone to pioneer the book work in the Philippines. One of Fernando's student canvassers.

this winter. There never was a time like the present to begin.

Notice some of the late reports of fall and winter work. These are not exceptional reports, but are like we are getting right along:

35 hours	\$104.00
37 hours	100.00
40 hours	154.50
28 hours	97.50
37 hours	81.00
37 hours	77.00

Robert Ingersoll said, "I would rather



Fred Warren and his "Indian," working with "Great Controversy," made a 95-mile trip from eight A.M. to four P.M., and delivered every book.

sail the high seas of freedom of thought than to rot at some orthodox wharf." That is the way I feel about the canvassing work. I would rather be out selling the truth, meeting trials and overcoming them, and receiving the blessings that come to those who canvass, than to wither and dry up spiritually at some financial "snap" where everything is made to order.

Reader, can you say that you have finished your course? If not, and you have a passion for souls, it is your privilege,—yes, your duty, to do something now. Why not join us in this good work? There is none better or more exalted. It is "missionary work of the highest order." It is soul saving.

Come and see us about entering the work at once or write to us.

C. C. Morlan,
Field Agent S. Cal. Conf.

The "Christ's Object Lessons" Campaign in Southern California

In harmony with the instruction given in Volume 9 of the Testimonies, to the leaders of God's people, and especially to the brethren in Southern California, as regards the sale of "Christ's Object Lessons," it was the work of our committee to lay definite plans whereby a campaign could be carried on by the students of the Fernando school. In order to accomplish the double purpose of the book, the members of the churches bought a large number of these books and turned them over to the school as a worthy students' fund, thus liquidating some of the indebtedness of the school, and at the same time furnishing a means whereby students can go out and earn a scholarship. I like the thought of helping young people to help themselves.

It was a "Red Sea" experience for me to start out with so many young and inexperienced workers; but we knew God's promises were sure, and to-day we testify that He has done for us far above that which we expected.

A number of young people are with us in school that otherwise could not have been. Through these efforts we also have in our midst a young man from Los Angeles whose guardians were interested in our school by one of our "Christ's Object Lessons" workers. It is a joy to see him drink in this precious truth. He has accepted it fully and expects to be baptized.

We believe this is only a beginning of the good things the Lord has in store for our schools. From the very beginning of this school year we have been planning another campaign in connection with the regular book work.

We are also glad to see definite results in character building from the students going forth with the printed page. As a result of this, we have a much better spirited school this year than last. Missionary solicitors in the vacation season make missionary solicitors during the school year. And where can young men and women find a better field to work than that of helping younger school-mates?

We praise the Lord for our good book-men, and are always glad to see their smiling faces.

May the Lord so take charge of the work that a mighty army of workers may go forth from Fernando this year.

W. S. Boynton.

Arizona

Arizona has a reputation. By many who have never been here it is designated "the land of scorpions, centipeds, bad men, and sick folk." This reminds us of the land where God showed Israel His keeping power, for He led them "through that great and terrible wilderness, wherein were fiery serpents, scorpions, and drought, where there was no water." Do you think this fitly describes Arizona? Listen: God led Israel through just such a land, and He did it to prove them and do them good, for He says so.

No other place affords such opportunities to see God's leading hand as the field that is hard and dangerous. What is more assuring than seeing that God keeps us amid perils on every side?

Do "bad men" live here?—Yes. A few weeks ago one of these with a gun tried to chase me from his house. Shall we avoid such? Jesus says, "I came not to call the righteous, but sinners to repentance;" and they were the ones that heard Him gladly. Among such the God-fearing canvasser will find his best experiences.

Is it a hospital of sick folks? If it were, it would only speak the stronger in favor of success in winning souls, for none sought the Saviour as did those who were afflicted. If we, as evangelistic canvassers, live as near to God as it is our privilege, it will cheer our hearts to be able to heal the discouraged, broken

testing them from the dangers, and blessing them with rich sheaves for the harvest?

W. O. James,
Field Agent Arizona Conf.

(Continued from page 8)

we do that every moment is freighted with opportunities to bring the light of present truth to some one! From the Spirit of prophecy I read: "Our time belongs to God. Every moment is His, and we are under the most solemn obligation to improve it to His glory. Of no talent He has given will He require a more strict account than of our time."



E. R. Button and W. H. Button who are meeting with excellent success in the book work in Los Angeles.

heart, although we can not restore them to physical health.

We have but few canvassers here. One of these began work only last spring, but he has already seen fruit of his labors. One young man accepted the truth, came to conference with him, and was baptized. He feels well repaid for his summer's work.

After twelve years of canvassing in several countries and States, I can say that no field where my lot has been cast has yielded greater returns than has Arizona.

This field holds not only some of the richest copper and gold mines, but it also has its share of rich blessings for the consecrated canvasser.

Who will join us in the work here, and see what God will do by way of pro-

From the same writings I quote the following: "You can not afford to lose one day. For Christ's sake [your name here] make the most of the hours of this new year to place the light of present truth before as many as you can who now know it not. The hours of probation are fast passing. We have no time, not a moment, to lose. We are homeward bound." (See also Rom. 13:11.)

A. A. Cone.

The Sanitarium Young People's Missionary Volunteer Society has ordered one hundred seventy-five Morning Watch Calendars for next year.

"To believe a business impossible is the way to make it so."

Pacific Union Recorder

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G. A. Irwin, E. W. Farnsworth, E. E. Andross, J. H. Behrens, C. L. Taggart, H. G. Thurston, D. A. Parsons.

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THURSDAY, DECEMBER 28, 1911

The annual offering of the St. Helena Sanitarium church amounted to \$1,255.

A short visit was made to Loma Linda by Elder Irwin while *en route* from Salt Lake City to Mountain View.

The Pacific Press employees have just raised a club of 80 *Signs of the Times* weekly to be furnished to Elder and Mrs. S. N. Haskell for their work in Portland, Maine.

Several days of the past week were spent in Salt Lake City with the workers of the Utah Conference by Elder G. A. Irwin and Brother J. J. Ireland. Elder Irwin remained over the Sabbath, and spoke to the Salt Lake City church.

Here are some reports that came in this year which show that earnest effort is not without its reward. The report is for one week:

Conference	Agents	Hours	Orders	Value	Av. Hrs.	Av. an Hr.
Arizona	3	119	91.	\$352.25	39	\$2.96
California	8	302	174	541.75	38	1.79
S. California	12	407	163	585.30	34	1.44
N. Cal.-Nev.	12	356	206	634.50	30	1.78
Gen. Cal.	10	344	136	414.25	34	1.20
Utah	3	80	?	242.32	27	3.03
Total	48	1,608	770	\$2,770.37		
Total sales for union for one week				\$2,770.37		
Average time per agent				33 2-3		
Average sales per hour				\$2.03		

The total sales for each conference for this year as reported to date are as follows:

Conference	Sales	Del. to Dec. 1
Arizona	\$3,826.70	\$2,328.95
California	6,374.00	5,497.95
S. California	10,686.25	9,066.25
N. Cal.-Nev.	6,491.37	5,402.90
Gen. California	4,201.05	4,331.95
Utah	1,214.39	99.40
Total	\$32,793.76	\$26,727.40

Although many of the agents that were enrolled this year worked only during the summer vacation, and others worked only a month or two, or even less than that, yet the total sales to date show an average of \$669.26 worth of orders for every one enrolled.

The total of actual deliveries shows the Pacific Press sales to these various conferences. Many of the orders were taken for a Christmas delivery, but it is cheering to know that up to December 1 \$26,727.40 worth of our good books have actually been placed in the homes of the people of this union conference this year. Our deliveries have been good in most instances during 1911. God has greatly blessed. We feel very much encouraged, and look for better things this coming year.

A. A. Cone.

Our Creed

WE BELIEVE in our organization, every man from the canvasser up, and in our ability to get results.

WE BELIEVE that our message-filled books can be sold by honest methods.

WE BELIEVE in working, not waiting; in laughing, not crying; in boosting, not knocking; in the pleasure of doing the work for the work's sake.

WE BELIEVE that a man gets what he goes after, and that no man is down and out till he has lost faith in himself.

WE BELIEVE in honest dealing with everybody, in kindness, in generosity, in good cheer, in friendship and brotherly love, and good, honest, hard work.

WE BELIEVE in expanding our business and doing bigger things every year, and that the way to do it is to HUSTLE for it.

WE BELIEVE in praying as if everything depended upon God, and then working as if everything depended upon us.

“Regret not that you can not go back in life—but thank God that you can go ahead.”

“People are prone to mistake weakness from within for obstacles from without.”

“Keep your courage hot—no matter what gets cold.”

“Man’s power to serve, and therefore to profit, is in direct proportion to his A R E A—his Ability plus his Reliability plus his Endurance plus his Action.”

“As to the selling proposition: When a man makes a sale, that sale does not take place in the order-book or the check-book or the pocketbook; but every sale that is made to-day—whether it is a paper of pins or a railroad—first takes place in the human mind. Fortunately for us, humanity has always wanted teachers; and the man who wants to succeed to-day will go into the teaching business, and convince the people to have confidence in him and in what he has to sell.”

“The one thing an honest man can’t even in part repay is stolen time. You can right a wrong, restore money, repair an enemy’s blasted reputation—but repay time—*never*. Therefore, brother, think kindly even of the thief if you’ve ever robbed the other fellow or yourself of the most precious thing on earth—time, jeweled by the glints of opportunity.”

The Value of Time

“I was talking the other day with a man who is making fifteen thousand dollars a year on a salary. Ten years ago he was making less than one thousand five hundred a year.

“I asked him the secret of his success, and he replied: ‘I used every minute of my time during business hours to advantage. As a matter of fact I actually put in twice as much time as any other man in the office, because I planned my work and didn’t have to spend fifteen minutes wondering what to do next. My employer at that time raised my salary to double what the others were getting, because I accomplished twice as much as they and actually earned the extra money.’”

If a man of this caliber recognizes the value of time, and saves the spare moments that are usually wasted, and if it has paid him so handsomely to follow this plan of action, what might it do for you? If a business man of the world is so careful of the precious minutes simply because of their money value, how much more should we prize them, knowing as

(Continued on page 7)