

# Missionary Worker.

Vol. 7.

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No. 6.

## THE INCREASE OF FACILITIES.

A GREAT work must be done all through the world, and let no one conclude that because the end is near, there is no need of special effort to build up the various institutions as the cause shall demand. You are not to know the day or the hour of the Lord's appearing, for this has not been revealed, and let none speculate on that which has not been given him to understand. Let everyone work upon that which has been placed in his hands, doing the daily duties that God requires.

When the Lord shall bid us make no further effort to build meeting-houses and establish schools, sanitariums and publishing institutions, it will be time for us to fold our hands, and let the Lord close up the work; but now is our opportunity to show our zeal for God and our love for humanity.

We are to be partners in the work of God throughout the world; wherever there are souls to be saved, we are to lend our help, that many sons and daughters may be brought to God. The end is near, and for this reason, we are to make the most of every entrusted ability, and every agency that shall offer help to the work.

Schools must be established that the youth may be educated, that those engaged in the work of the ministry may reach higher attainments in the knowledge of the Bible and the sciences. Institutions for the treatment of the sick must be established in foreign lands, and medical missionaries must be raised up who will be self-denying, who will lift up the cross, who will be prepared to fill positions of trust, and be able to educate others. And besides all this, God calls for home missionaries. The workers for God, in the field or at home, are to be self-denying, bearing the cross, restricting their personal wants, that they may be abundant in good fruits.

A faith that comprehends less than this, denies the Christian character. The faith of the gospel is one whose power and grace are of divine authorship. Let us make it manifest that Christ abides in us, by ceasing to spend money on dress, or needless things, when the cause of Christ is crippled for want of means, when debts are left unpaid on

our meeting-houses and the treasury is empty. Let the work advance as it began, in simple self-denial and faith.

Use your means to create, rather than to diminish, agencies for good. Let no one listen to the suggestion that we can exercise faith and have all our infirmities removed, and that there is therefore no need of institutions for the recovery of health. Faith and works are not dissevered. Since the Lord is soon to come, act decidedly, and determinedly, to increase the facilities, that a great work may be done in a short time.

Since the Lord is soon coming, it is time to put out our money to the exchangers, time to put every dollar we can spare into the Lord's treasury, that institutions may be established for the education of workers, who shall be instructed as were those in the schools of the prophets. If the Lord comes and find you doing this work, He will say, "Well done, good and faithful servant, enter thou into the joy of thy Lord!"

MRS. E. G. WHITE.

## THE NORTH ENGLAND CONFERENCE.

I HAVE recently visited Birmingham, Birkenhead, Liverpool, Bolton, Manchester, Leeds, Hull, Grimsby, and am now at Derby, in the order mentioned. In each of these places the Lord is at work.

Elder McCord is located at Birmingham for a few months, and a good interest is reported in his meetings. Sister Bartlett is working in the Bible work here and her hands are full. Our Conference Office is located there for the present, and Brother Castle, Secretary of the Conference and Missionary Society, and Treasurer of the Conference, and Sister Castle, Secretary of the Sabbath-school work in the Conference, are doing a good work with the church.

Elder Haughey, assisted by Brother O'Donnell and Sister Cousins, is carrying forward aggressive work in Birkenhead, and they are doing what they can in the work in Liverpool. We are praying that Elder Corliss may soon be able to take his place once more in the field after his serious illness.

The work is still onward at Leeds where Elder

Altman, Sisters Bacon and Sanders are labouring. Elder Parsons has gone to Hull to assist Brother Brandt in work. There is a very good interest there at present. The Lord has certainly gone out before the workers in Hull, and we confidently look for a number to obey the Truth there very soon. Last evening three earnest souls followed their Lord in baptism. A few others have requested baptism at an early date.

We have a very earnest and devoted little company of canvassers working with the books and papers through the conference, and the Lord is blessing them greatly. Brother Gillatt is doing good service in placing our book work on a better basis, and we look forward to the near future when we shall see our periodicals and large publications placed in all the towns and cities of this conference. By looking over the recent census I find that we have 152 towns in this conference with a population of from 10,000 to 25,000; fifty-three from 25,000 to 50,000; twenty-eight from 50,000 to 100,000; seventeen from 100,000 to 500,000; and three over 500,000. With this vast territory before us, all can see that we have a great work to do in the canvassing field, and we are anxious to have every one who feels that the Lord is calling them to this line of work, report for duty as soon as possible. All these cities must be worked with our books and papers before the Lord can come, so let everyone do his best. There is no question about succeeding where there is perfect consecration to the work and a proper training given for it. The first is dependent on the worker, and we are now prepared to give the best of assistance in securing the latter. Take this matter to the Lord and see if He is not calling you to more active service for Him.

We are very much encouraged with the way the brethren and sisters are taking hold of the work of raising their proportion of the Sanitarium Fund. While much has been done, still much remains to be done before the whole amount is raised. I hope that every one will feel the responsibility of doing their part, and that quickly. The proportion per member is one pound. This should be in the hands of our Treasurer, C. H. Castle, 19 Leyton Road, Handsworth, Birmingham, as soon as possible, as it must be sent on for payment on the first of March. We have promised to raise our part of the whole amount, and we must not fall now. Let every one do his best at this time.

E. E. ANDROSS.

"IN the morning sow thy seed, and in the evening withhold not thy hand; for thou knowest not whether shall prosper, either this or that, or whether they both shall be alike good."

## FROM THE FIELD.

IN company with Brother Sisley, Jan. 26-Feb. 3, I attended the meeting of the European General Conference Committee at Skodsborg, Denmark. We had a very interesting and profitable meeting. Many important measures relating to the work in Europe, especially Scandinavia, received careful attention. Space will not permit us to mention these in particular.

Since my return, I have had the pleasure of visiting the churches at Bath, Plymouth, and Southampton, also East Cowes, I. W., Portsmouth, and Bristol. At all these places I found our people of good courage in the Lord. We had excellent meetings, and realised much of God's blessing in the study of the Word, and our relation to the work for this time.

All take a deep interest in the matter of raising funds for the Sanitarium, and are determined by the blessing of the Lord to do their part,—even little children coming forward with their pennies. The Lord is as well pleased with this spirit of self-sacrifice now as when He commended the poor widow in the time when He was on the earth. May the Lord's blessing continue, and the work spread rapidly till the final "Well done" is spoken to all the faithful.

O. A. OLSEN.

"HAVE you tasted of the powers of the world to come? Have you been eating the flesh and drinking the blood of the Son of God? Then, although ministerial hands may not have been laid upon you in ordination, Christ has laid His hands upon you, and has said, 'Ye are My witnesses.'"

## THE SANITARIUM ENTERPRISE.

WE are much pleased with the interest that has been shown and the manner in which our people have taken hold to raise the money for the purchase of the Caterham property for a health institution. All are aware that the property is to cost £3,000. Our brethren in America are donating £2,000, leaving £1,000 to be raised in the United Kingdom. The whole amount must be on hand, ready to be paid over, by March 1. Some of the churches have already sent in their full quota, and others will do so during the next few days, and the Lord's blessing will follow this earnest work.

What a privilege it is that we may all have a part in raising the funds, and thus even the poorest become members of the concern. Let the good work go on, and as it continues to grow may we all be faithful and share in the final triumph at the coming of our Lord.

O. A. OLSEN.

# Canvassers' Department.

## HINTS TO CANVASSERS.

THE Lord is blessing the canvassers in the North England Conference, and making them a channel of blessing to others as they go from door to door with the books and papers laden with the saving message of truth.

Many canvassers have expressed their astonishment to me that they have been so successful in a work which they feel their utter inability to perform. This is as it should be. For the moment we begin to attribute our success to our own cleverness, that moment we lose our hold of our only means of help, and if we do not repent of our backsliding, no matter whether we *sell books* or not from that moment we can date our downfall. "When Ephraim spake trembling, he exalted himself in Israel, but when he offended—he died." Hosea xiii 1

But while it is desirable that every canvasser should remember that "success is a gift from God" it is equally desirable that they should always be trying to improve on their past attainments. And so it may not be thought out of place at this time to mention a few points where improvement is necessary to the best success.

### Canvassing the Book.

First. I find that many canvassers seem to take it for granted that they will not be invited into the house by the person whom they desire to canvass, and so they do not try to get in at all but as soon as their knock is answered they straightway plunge into business, oftentimes with disastrous results so far as taking an order is concerned. For it many times happens that the person who has answered the door is not the lady of the house at all but a sister or daughter or a friend who patiently waits until you have gone all through your canvass and then says "I will ask Mrs. Smith," and after an absence of ten seconds perhaps comes back with the answer "No thank you" and smiles you out of the garden gate.

How much better it is to ask if you are speaking to the lady of the house and when satisfied that it is, do your utmost to get a private interview. Do not be too readily put off. Let it be seen that you expect to be invited inside, and having obtained admission you will have far better prospects of obtaining an order than if you had stayed on the door step, besides keeping your prospectus much cleaner.

I would like to give a word of caution at this point. Do all that you can so as to get invited into the house, but do not, on any pretext whatever, enter the house before you are invited to do so. If you do, you will be looked upon as an intruder and treated accordingly and though you may get an order the chances are that when you go to deliver the book you will get another order—to quit. The husband having been informed about your first visit and the way you entered uninvited is offended, and so he forbids his wife to take the book. Far better canvass the lady on the doorstep than to bring about trouble through lack of courtesy.

Second. I have noticed also that some canvassers are too easily put off. They do not show enough persistence but as soon as the one canvassed shows a little uneasiness they stop and give the person an opportunity to say "No thank you," and then they meekly go next door when had they kept on, talking about the merits of the book they carried, and lifted up their hearts to their Divine Companion for help they would have seen the cloud lift. The one canvassed would have become interested by some remarks or paragraph read, and after looking at a few more interesting items would have said "Yes, you may bring me one." Thus when you had gone next door you would have had another name to lend its influence in obtaining that order, and many times that is the binding influence too. We must take advantage of every legitimate means placed in our hands and not let a single opportunity slip by improved because of our lack of persistence.

There are many points that I might speak upon at this time but I will only mention one more. That is the important point of

### Delivering the Book.

When we call on the people on the date of delivery it is very essential that we meet the people in a proper manner. It is possible to lose orders by our timidity on the one hand or by our overbearing manner on the other. The one is just as bad as the other, for by showing timidity and fear we lose sight of the fact that "The Lord Jesus standing by the side of the canvassers, walking with them, is the chief worker," and so do not allow the Lord to show His power to deliver the order He gave us. And by our overbearing manner we drive Him away from our side and so have to stand alone when we might have had His assistance to speak just the right words in the proper manner.

The better plan would be to seek the Lord earnestly before starting out; talk to Him as to a loving Companion. Claim His promised assistance, place your hand in His and then go forth nothing doubting, for He will do all that He has promised. But do not in an unguarded moment forget that He is with you, but ever remembering this blessed

fact let His "courage drive away your fear and His gentleness make you great." And then when you meet the people and some of them want to cancel the order you will be able to meet them with courteous firmness, reminding them that you have fulfilled your part of the contract and you expect them to fulfil theirs. Do not show by your manner that you have the slightest doubt of their taking the order but take off the outer cover and extend the book to them in such a way that they will see you understand your work.

It many times happens that the excuse offered by the customer is genuine and many times it is not so. But true or false, treat all alike. Perhaps the excuse offered is sickness in the family or some other unavoidable circumstance which has arisen since the order was given. If so tell them that you do not expect anything unreasonable. Suggest that they give you a portion of the money, say one half or one third, and tell them that you will then call again in two or three weeks' time. I find this plan works admirably having tried it with the utmost satisfaction in very many cases, but I never leave the book until it is completely paid for. Some will ask you to leave the book on the first payment, but if you use a little tact they will be perfectly willing that you should keep the book until it is paid for.

I am sure if this plan is followed there will be a much greater percentage of deliveries of orders taken than has been the case in the past. The Lord has given us the orders, so let us do all that ever we possibly can to deliver them.

J. GILLATT.

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### SCOTLAND AS A CANYASSING FIELD.

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DEAR FELLOW WORKERS:—

We will not take your time to read a long report of what little we have been able to accomplish, for when we see the field before us, what has been done seems entirely eclipsed by the work there is to do, and the openings we are unable to fill. True there have been a great many books sold in Scotland, yet there are many places in this field where not a page bearing the last message of warning has been presented to the people. This is not because our publications will not sell, for there is not a better field in the United Kingdom.

Brethren, we feel overwhelmed sometimes when we think of the work yet to be done. This field is ready for the Third Angel's Message, and should be flooded with our literature this next summer. The Scotch are known the world over as a slow, cautious people, yet in spite of this fact we see greater results for the actual work done among this people than in any other place where it was ever our

privilege to labour. They are a religious people and appreciate a definite message with a definite purpose. As canvassers we cannot always see the results of our work, but the fact that this people take an interest in religious literature assists us in disposing of our reading matter.

Times are not so good in and near Glasgow as they were two years ago, yet even this district will compare favourably with other parts of the United Kingdom. Only last week one brother in Ayr took orders for "Home Hand Book" amounting to over £16. This, however, is not common for this time of the year. The weather has been bad, and for those of us who have our families located in Glasgow it is difficult to reach the best territory. But now the summer is before us offering wider fields and greater opportunities. The farming country in Scotland is the finest it was ever my privilege to visit. The farmers are prosperous and buy books readily so that my greatest record for any one day's canvassing was made among the farmers in Scotland. The Scotch do not act quickly, but investigate until they are sure they are getting a good article, yet in spite of this caution one of our agents who last summer canvassed with "Christ Our Saviour" worked right through the season with an average of thirty orders per day, and on one occasion took as many as fifty-nine orders in a single day.

With such a field as this before us we should have not less than twenty good agents in the field in the coming summer. Who will respond to this call? We desire no one to come just because books sell well in Scotland, but, brethren, when the books sell, the *truth* is being placed in the hands of the people, and God's Word will not return unto Him void. Scotland is ready for the message, and we should step into the opening of providence. I will be pleased to correspond with any whom the Lord may impress to enter this field. Your brother in the work,

W. B. SCOTT

Address: 23 Mayfield Street, Balaclava Drive, Possil Park, Glasgow, N B

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"He who in his work meets with trials and temptations, should profit by these experiences, learning to lean more decidedly upon God. He should feel his dependence every moment.

"No complaint should be cherished in his heart or be uttered from his lips. When successful, he should take no glory to himself, for his success is due to the working of God's angels upon the hearts. And let him remember that both in the time of encouragement and the time of discouragement the heavenly messengers are always beside him. He should acknowledge the goodness of the Lord, praising Him with cheerfulness."

# The Health Work.

## HEALTH NOTES.

THE Lord has blessed our health workers during the last month in a remarkable way. Brother and Sister Buckland have been further following up the interest in Leicester assisted by Brother and Sister Buxton, and they report very good times with the people. Brother and Sister Normansel, and Brother Smedley, who took up the work at Birmingham, have had excellent success. They have enlarged the work begun by Brother and Sister Buxton, and are pressing forward with courage and enthusiasm. Sister Hampton is doing very well in Wales; and Brother and Sister Ellis, who have recently taken up this special work with *Good Health* in Manchester, are making a good start. Brother James, labouring recently in Leeds, has enjoyed his usual marked success. Brother Wilkinson has had some difficulties to contend with in Middlesborough, but he also is of good courage. Brother and Sister Brandt, who are in Hull and vicinity, are realising much of the Lord's blessing in their labours. Brother Brandt lately went to Goole, where he sold 800 copies of *Good Health* and *Present Truth* in the course of three days.

It has also encouraged us to hear during the last month from an especially large number of persons, who are studying the paper with deep interest, and practising the reforms it advocates. One man writes that he came across a copy of the May issue, and says: "I was struck with the total absence of anything in the shape of an axe to grind, from which the majority of the health papers are certainly not free." We are glad that the people recognise *Good Health* as an advocate of right principles, and not as a commercial enterprise of any kind. Another man writes: I accidentally came across a copy of your paper the other day, and was delighted to find it. It was just the sort of paper that I wanted. I find it very interesting, and intend to get it regularly. I will also talk about it to my friends. It ought to be more widely known than it is." Is it not possible that there are a great many others who, if their attention were called to it, would find that *Good Health* is just the thing that they need?

The March issue of the magazine is now on the market, and contains some things to which we wish to call special attention. Dr. J. H. Kellogg has an article on "The Essence of Beauty," in which he shows that all that is truly beautiful comes from God, and that "beauty is in its essence a quality not of matter, but of the soul." The doctor also

has an excellent article on the subject, "How to Feed the Baby," which mothers will be specially interested in.

Dr. E. J. Waggoner treats in a simple, practical way the subject, "A Whole Man," bringing out the principle that God heals, as well as forgives, and the Gospel includes physical, as well as spiritual health.

Dr. Eulalia Sisley takes up, and discusses in a practical and helpful manner the subject, "A Substitute for the Corset." This article is illustrated by diagrams showing just how to make the "freedom waist," which is the best substitute for the ordinary corset. We have been telling our readers for a long time that corsets are harmful, and they have asked, "What shall we use in place of them?" This article answers the question.

In the home department there is an article taking up "Balanced Menus, and the Best Sources of Proteids." There are also several excellent recipes. "Hints on Spring Hygiene," "Some Things to Do for Headache," and "A Delightful Tonic," are other subjects taken up. The editorial department is devoted to a careful discussion of the "Hygienic Treatment of Diabetes," a disease which is coming to be very common. One of our sisters gives in the experience corner an account of how she was led to give up tea, and other harmful indulgences, and how it has resulted in new life and vigour. "Disease in Relation to Crime" brings out clearly another interesting phase of the health question.

These are some of the leading features discussed in the March number of *Good Health*, which is beautifully illustrated, and should sell very readily. There is also a full page devoted to an announcement of our Special Temperance Number, which will come out the following month, and will also be the Easter Number of *Good Health*. We shall give a fuller announcement of this number a little later. Almost everybody is interested in the temperance problem at present, owing to the remarkable popularity of the semi-teetotal movement. It is an excellent time for a strong plea in behalf of true Bible temperance. We are getting out this special number of the magazine, thinking it will offer our friends an opportunity of getting in touch with temperance people. The health principles really lay the foundation for an efficient all-round temperance reform. We ought to circulate 100,000 copies of this number. If every one takes hold with enthusiasm, depending upon the Lord's help, great things can be done. May we not have the earnest prayers and co-operation of all in this enterprise?

M. E. OLSEN.





## The Missionary Worker

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BROTHER W. R. SHORT writes: "I am glad to say I am still of good courage as I go forward in the work. I feel the Lord to be nigh at hand, as I put my trust in Him."

BROTHER T. F. WILLMORE who is working at Manchester writes: "The success that is attending my efforts in canvassing with "Christ's Object Lessons" is far beyond my expectations. There is plenty of work, and plenty of success waiting for young men who will handle this book."

MRS. GERTRUDE BURNS who is working with PRESENT TRUTH at Oldbury writes: "I have much joy in my work here. Sometimes when it has seemed like a mountain before me, the Lord has removed it to a plain. I try to get the paper into some of the worst homes, in the hope that it will be the means of leading the people to Christ."

WORKER readers will be interested to know that the little company of Sabbath-keepers living at Catford, London, S.E., have by earnest, self-denying efforts made up their quota of £13 toward the Sanitarium Fund. They further took up of their own accord, a collection towards an endowed bed, amounting to 2/2. It is their intention to continue to give regularly toward this latter object, in order that provision may be made for the sick poor. These brethren are poor themselves, but their hearts are in touch with suffering humanity, which leads them to self-denial in behalf of others. May this same spirit characterise all our people.

M. E. O.

WE have received complaints from several of our *Present Truth* workers because we send their parcels with open ends. The Railway Co. allow a special rate for periodicals, which is half the ordinary parcel rate, but only on the condition that the ends are left open that they may receive inspection. Quite frequently we have requests from our *Present Truth* workers to enclose books in their parcels, but if we do this we cannot be responsible if they are damaged during transit. If we enclose

books at all we ought really to close up the ends and send the parcel at book rate. Will our workers kindly take note of this.

BROTHER G. W. SHORT writes:—"I am thankful the Lord still gives me a part in His work. I have enjoyed His presence with me this week as I called upon the different families. He gives me words to speak that take effect on the hearts of the people, and several have given their orders with little more than the introduction of the book."

### JOY IN SERVICE.

DEAR FELLOW-WORKERS:—

May I just tell you a little of my experience in canvassing for the book "Power for Witnessing."

In the first place let me say I am not a born canvasser; I naturally shrink from the work, and it is the last thing in the world that I would think I could do. But when I consider the great things the Lord has done for me, I take joy in carrying the message of His love and goodness to others; but I can only go when assured of the promise "My Presence shall go with thee." I am finding out more and more that it is not so much the theory of the truth we need; but a knowledge of the presence of the abiding Spirit to give power to witness to the things that we know.

I met a lady the other day who was in great distress, and as I talked to her of the love of God and His willingness to help her, she burst into tears and said "I am not a Christian, but I know God helps me when I pray to Him, and I will seek Him for power to overcome sin. She went over a whole list of sins that troubled her, and I have evidence that from henceforth she will serve the Lord. She ordered the book and is delighted with it. Another lady I called on treated me very coldly, so much so that I was afraid of her. However she took me inside and I showed her my book, and talked to her of the love of God, and told her a little of what He had done for me. Her face soon changed and she said in a kind manner, "When will you bring me the book? I should like to have it." I did thank God for what He did for me that time. I proved His words, "Open thy mouth wide and I will fill it."

There are many other things I could tell of, but room will not permit. The Lord is faithful and will, I know, do far greater things for us than have as yet entered into our minds, if we will only get out of His way. I am glad for the way in which He has led me, and I am glad for the sufferings I have had which enable me to comfort others with the comfort wherewith I have been comforted of God.

Pray for me. Yours in the Master's service,

THELMA BUCKMAN