

Bulletin

AUGUST 1, 1923

REPRESENTING THE KING

“Now then we are ambassadors for Christ, as though God did beseech you by us we pray you in Christ’s stead, be ye reconciled to God.”—1 Corinthians 5:20.

AN AMBASSADOR is one who represents the king or ruler. His is a most honorable position. Every spirit-begotten and anointed Christian is by reason thereof the ambassador of Christ. He represents the King of glory. No person in this world ever held so honorable a position. Brother Russell once wrote: “The English ambassador at Washington receives a salary of \$60,000 per year, equivalent to more than \$20 per hour. As ambassadors of the King of kings we hold a still more dignified position; and our time, from God’s standpoint, is worth still more.” How true that statement! The value to oneself of honest and faithful service unto the Lord cannot be measured by money. Ambassadors for earthly kings labor for a substance that soon loses its value. Those who represent the now tumbling thrones of Europe

realize this. But he who works in the cause of the Lord labors "not for the meat which perisheth, but for that meat which endureth unto everlasting life." (John 6:27) What a blessed privilege, then, to be the ambassador of the King of glory!

Rewards that Benefit Both

True, the tangible compensation for the present is small, yet the Lord sees to it that those who labor in his cause suffer not for bread. (Psalm 37:25) He knows what things we have need of, and graciously provides every need. But there are present rewards. Amongst these is the joy of the Lord that comes to one who serves for love. To know that you represent the King of kings; that his kingdom is now being set up, and that you have a part in making that known; that this blessed kingdom of righteousness will undo all that the wicked one has done and will bring lasting relief to the people who for ages have been groaning and travailing in pain, waiting for this blessed kingdom: to carry this message of salvation and comfort to the hungry souls and see their countenance light up with hope—all these things bring real joy to the heart.

But a Foretaste

Then by faith look a little further on, when the ambassador's change to glory comes, when the laborious part of the service here has ceased and the work of love goes on in the presence of the King.

By faith look forward to the multitudes of earth having the burden lifted from their shoulders, the eyes of their understanding opened, the deaf ears unstopped; and behold the hosts long silent in death awakening and coming unto the temple of God with songs and everlasting joy upon their heads. This picture, which soon will be a reality, brings real joy to the heart. Then look higher still to the time when the ambassadors shall stand in the presence of Jehovah, beholding his loving countenance, him who in love has planned it all. And behold the glory and beauty of the Lord Jesus, who in love has executed that plan; and then remember that standing in his presence will be fulness of joy, and that at his right hand will be pleasures for evermore.

Working for Position in Spiritual Phase

Can such boundless riches be measured by any or all of the wealth of earth? No, indeed! All such is but dross. Blessed, then, is the position of the ambassador of Christ who now, prompted by loving devotion to his Lord and King, renders joyful service, thereby laying up treasures unto eternal life. Our Lord and Master would have us now by faith see some of these riches to come, that we might be fed as new creatures and strengthened in hope as we seek to faithfully represent his interests here.

Each day every colporteur, every class worker should go forth to the service with increased joy, singing in his or her heart: "The Lord is my strength and song. Gladly will I represent my King."

Points for Canvass

Good Morning!

Do you expect to be one of the 'millions now living who will never die'? You would like to live on earth forever, wouldn't you?

There is a way to life and happiness.

Christians of all denominations have prayed for this time: "Thy kingdom come; thy will be done on e-a-r-t-h."

The Bible foretells the world conditions that will mark this time as "a time of trouble such as has not been since there was a nation."

The world is in distress. From the affairs of the nations to the door of every household there is sorrow and perplexity. It grows worse daily. The statesmen and leaders have lost control, and this world distress is identified as the time spoken of by Jesus: "Upon the earth distress of nations with perplexity, men's hearts failing them for fear, looking after the things that are coming upon the earth."

Big business is oppressing the people; politicians seem to be in league; the clergy have lost faith in God's Word and are turning to higher criticism. There is no way to life and happiness under present conditions; for happiness is ever marred by sorrow, pain, and trouble and d-e-a-t-h.

You are living in the greatest period of the world's history—the transition period. This evil world is being ushered out. God is establishing his kingdom. You may be one of those favored individuals who will never die. You may live through this trouble.

The Bible mentions this class, saying that they are those who are seeking to know righteousness.

God's Word, the Bible, tells of God's plan for man.

The International Bible Students Association is seeking to help people to understand God's Plan and is offering a library of eight topically arranged BIBLE STUDY BOOKS written in ordinary, not theological, language.

With the help of these volumes you are able to answer such questions as: Is there any significance in the present-day breaking up of kingdoms and empires and republics?

To what catastrophe does prophecy indicate conditions and events are leading?

How was it known thirty years before that the end of the world would begin in 1914? (Hand the prospect card 345-358 to glance at as you proceed)

You can look into scriptures and prophecies that are obscure. You can have an explanation of any text in the Bible; for this complete index locates where the scriptures are explained.

The HARP BIBLE STUDY COURSE has been included in this library of eight volumes. Weekly reading assignments are mailed and a self-quiz card. You don't submit written answers; the cards help, as you read to watch for the important items.

The entire library of eight books, containing over four thousand pages, for \$2.85 for the entire set.

Keep the HARP OF GOD and begin your reading tonight. I will bring you the other books Wednesday. But I wish to make clear that there will be no further payments upon delivery than two dollars and eighty-five cents.

Advertise the KING and KINGDOM

METHODS OF WORK

I. B. S. A. Week, August 19th to 26th inclusive, will have as its special object canvassing for the sale of the seven volumes of STUDIES IN THE SCRIPTURES and THE HARP BIBLE STUDY COURSE for \$2.85, ending the week's work with the public meeting August 26, subject for which is to be "All Nations Marching to Armageddon—but Millions now living will never die."

The work done with the HARP has located many people who are interested in the I. B. S. A. publications, many who are extremely sympathetic with the presentations in our literature, and who, when pressed for a reply as to their views on religious matters, frankly state that the I. B. S. A. gives us the most reasonable explanation of present-day conditions. This interest on the part of the people has been accomplished by the work in the field. Looking back two or three years, no doubt every class can remember the opposition to its work; but by their service in the field the Lord's people have overcome or broken this opposition by persistently telling the truth. People are desirous of learning the International Bible Students Association's view upon religious subjects; and the STUDIES IN THE SCRIPTURES provide them with a complete library on every subject of importance to the people of the world.

Recognizing this attitude, the recommendation of the SOCIETY is that from henceforth the principal canvass be for the eight volumes. Failing to place the entire set, canvass for the HARP BIBLE STUDY COURSE; and failing to place the HARP BIBLE STUDY COURSE, then canvass for the booklet "World Distress—Why? The Remedy."

Experiment to Demonstrate

Feeling that probably the experience of the colporteur might be duplicated with the class workers, we submit here our correspondence with a number of colporteurs. When the eight volumes at the price of \$2.85 were first announced, many colporteurs began canvassing for this offer immediately and enjoyed marked success. Others hesitated; and to these particular ones we wrote the following letter:

"In checking over your reports we note that you have not disposed of full sets of STUDIES IN THE SCRIPTURES and THE HARP OF GOD. We are wondering whether you have tried out this offer, and if so, with what success. The reports of colporteurs who are working with the full sets of STUDIES IN THE SCRIPTURES indicate that there is quite a large field for disposing of these books. We are certain that you would be successful in placing more literature in the hands of those you canvass if you present the full set of STUDIES IN THE SCRIPTURES to them first; and then if unsuccessful in placing these, canvass them for the HARP BIBLE STUDY COURSE, or booklets. Ultimately people will purchase the full set of STUDIES IN THE SCRIPTURES; and we are certain that the time is here when the majority of them will take advantage of the offer that you bring to their attention. We would like to have you try canvassing for the full set for a few days. It may be that you will not place so many full sets as you expect; but we are certain that you will place more than when canvassing merely for the HARP OF GOD. Then, too, we are certain that the canvassing for the full set will not influence in the least your success in selling the HARP or the booklets. The experiment, we believe, ~~will be a success~~ ~~and you will be advised by you whether your~~ ~~experience is the same as that of the colporteurs reporting to us."~~

The following are a few of the replies we have received:

Sets Placed Where Harps Only Would Have Been Sold

"In reply to your letter of recent date will say that when I first entered into the work in Medina, N. Y., I tried the canvassing with the complete set of Volumes together with the HARP and found that I did not have very much if any success with them. And as I thought perhaps it would be better to get one rather than none at all into the hands of the reading people of Medina, I used the HARP and found that I did fairly well with it although prejudice seems to be great in the city. They certainly do not wish to know of the great King and his wonderful kingdom which is soon to be established. But on receipt of your letter I thought I would at least give your suggestion a fair trial, and so on Friday morning, the day I received your letter, started out. Though I did not do a rushing business, still in three hours after starting I had received two orders for the complete set, including the HARP. In the afternoon I was unsuccessful, but the dear Lord gave me the privilege of leaving the message with one here and there, for which I was truly thankful. I will continue canvassing with the complete set of volumes, and wish to thank you for your many suggestions which have been a decided help to me in the work."—*Jennie M. Casbohm, N. Y.*

Proved Capable of Greater Work

"An honest confession is good for the soul. I must confess I did not canvass for the STUDIES. I thought that I could not; it looked too big a thing for me to do. Last Friday I made up my mind that I would try canvassing for the STUDIES, and I sold two sets and eight HARPS; so I felt greatly encouraged. Then when I received your letter I was determined to do as I was advised; and I went out the next morning, and sold four full sets in three hours. Believe me, I was not trying to do my way, but I felt so weak and incompetent that I didn't think I could sell SCRIPTURE STUDIES; but I learned my lesson well. If we give ourselves wholly over to the Lord and let his will be done with no thought of self, he can do wonderful things."—*Mrs. Carrie C. Moore, Md.*

Task Looked Hard

"Your letter of June 21st received today. I rejoice to say that on this same date I started to canvass for the complete set with HARP COURSE, and to my surprise have the promise of four sets in the near future, one already promised for July 1st. It seems really easier to canvass for the complete set than for the Combination; at least that is the way it seems so far."—*Mrs. Bessie Browning, Ga.*

Sold Out in Three Days

"I have just finished my first week's efforts along the line of selling THREE complete sets of eight volumes. I worked about three days, and received orders for the whole ten sets you sent me, and delivered three of them. Also received orders for three HARPS, and sold four. Hope to receive more sets soon. I am so glad that our Lord has permitted me to take up the work again."—*Mrs. Frank Ross, Ind.*

Overcame Impediment to Sets Canvass

"I think I made a mistake in not going out with the full sets sooner. One reason why I did not was that I was not physically able to carry the set all day. A few days before I received your letter, I had been canvassing for the full set with at least fairly good success. Now I am carrying the first volume, seventh volume and prospectus."—*Mabel Barton, Wash.*

Took Them Along, And They Sold!

"Your letter of the 17th of this month has been received. I had not been canvassing for the whole set of SCRIPTURE STUDIES, but only for the HARP OF GOD, for I have not been able to learn a canvass for the full set. This last week, however, I have taken a full set along and showed them to the people who were interested in God's Word, and have orders for three full sets."—*Hermine Stigmann, N. Y.*

Same Number of Sales—More Books Placed

"In answer to your letter of June 21st, will state that the first day I canvassed for the set of STUDIES IN THE SCRIPTURES I met with no success; but on the second day that I canvassed, I took orders for four sets and several HARPS. The following day I took an order for one set, but sold seven HARPS. So it varies greatly; but nevertheless I am rejoicing in proclaiming the message of the Lord's presence and of his preparation for the establishment of his kingdom."—*Miss Olga Geving, Minn.*

Set Offer in Time with People's Inquiries

"I have no trouble to sell the complete sets; and the attitude of the people convinces me the world is ready for the message and is willing to take note of what we say."—*Mrs. N. A. Johnson, W. Va.*

Greater Bargain Values

"Your ever welcome letter of the 17th received today and contents carefully noted. In reply would say that most of my sales were of the full sets of eight books. I sold the sets more readily than the separate books or the Combination."—*Geo. E. Kafoory, Pa.*

Proving Itself Opportune

"I wish to say that in years past I have sold many of the different publications of our SOCIETY, and experience teaches me that the method suggested by you to try to sell the full set of STUDIES IN THE SCRIPTURES first is the most successful method of getting the message to the people."—*J. C. Stewart, Tex.*

Many of those whom we wrote have replied that they did not have the books on hand. Others said that they had on hand a large quantity of Combinations which they wished to dispose of first; but that they intended canvassing for the entire set very shortly. Of the replies we have received, *not one has stated that his experience in canvassing for the eight volumes has been unsuccessful.* This only emphasizes the advantage to be enjoyed in canvassing for the complete set as compared with canvassing for the HARP alone. The following are a few letters we have received from colporteurs who have been canvassing for some time for the entire set. We are certain that, considering the amount of time that class workers can devote to the service, they will enjoy as marked success in the sale of the books as have our colporteurs.

"Our report for the week ending June 15th is as follows:

E. A. Kennedy	Sister Kennedy
15 full sets, 8 volumes	14 full sets, 8 volumes
1 Harp	12 single books
Our report for June 22nd was:	Sister Kennedy
E. A. Kennedy	11 full sets, 8 volumes
15 full sets, 8 volumes	6 Harps
4 Booklets	4 Booklets

Making in all for two weeks, 55 full sets of 8 volumes, and 19 single books, and 8 booklets."—*E. A. Kennedy, Ind.*

Efforts Blessed

"I have put in over 80 hours work the last three weeks, that is, canvassing and delivering, and sold 6 full sets of volumes and HARP COURSE, 4 sets of seven volumes, 2 sets of the first six volumes, and one extra volume. I also sold 20 SCENARIOS, 9 Our Lord's Return, 2 T. D.'s and some Millions books. Considering my lack of experience I think that is fine, don't you?"—*Reeva Wheeler, Mont.*

Sales of Eight Books

"This week I came back to the lower part of the county where I was working before the convention. In a small village I have tried the set of STUDIES and HARP BIBLE STUDY COURSE. I have sold and delivered 81 complete sets and taken orders for 10 to be delivered August 1st. I could place single copies of the HARP in five homes where I could not place the whole set."—*Eva M. Gilman, Maine.*

In One Week

"I received both boxes of goods. I sold 30 sets last week. I had a beautiful display room for my books; but as the lady is renting her house out, I am making some changes."—*Scottie P. Lee, Ill.*

Tried-Out Territory

"The place where I dreaded to go because of certain rumors afloat concerning murders, etc., so far has yielded very good results and there is absolutely nothing to fear. Today I took orders for seven sets of 8 volumes, 8 HARP COURSES, 6 Foreign Volume A, took a year's subscription to the WATCH TOWER, besides a few booklets."—*Anna E. Myers, Pa.*

Prospect for Large Sales in Next Four Months

We would be pleased to hear from the workers as to the success enjoyed in canvassing for the eight volumes, especially if you have more difficulty in placing the eight volumes than you have in placing the HARP alone, and just what these difficulties are.

Indications in the financial and business world are that by December 1st there is quite likely to be a season of business depression, but up until that time the present prosperous condition will continue. Accordingly, the months of August, September, October, and November, in fact the most favorable months for canvassing in the year, will find the people in a position to purchase the entire eight volumes; whereas after this season, being pressed financially, they will naturally seek to guarantee themselves the necessities of life before purchasing books. Additionally they will have the volumes on hand for their comfort in a time when they will not only have opportunity to read them, but when they will be seeking for an explanation of the increasing trouble they are passing through. This is the primary reason for giving attention to canvassing for the eight volumes now. Hence we urge that the workers profit by the experience of the colporteurs as herein submitted, and make their primary canvass for the seven volumes of STUDIES IN THE SCRIPTURES and the HARP BIBLE STUDY COURSE.

With Christian greetings, we are

Your brethren and servants in the Lord,

Watch Tower B. & J. Society.