

Bulletin

OCTOBER 1, 1923

VALIANT WARRIORS

"And take the helmet of salvation and the sword of the spirit, which is the word of God."—Ephesians 6:17.

The text shows plainly that it applies to the church, and the context shows that the time of application is at the end of the Gospel age and near the end of the earthly journey of the church. Prophetically St. Paul looked down to the time when there would be a great falling away from the faith by those who claimed to be followers of Christ Jesus. The facts now apparent exactly fit the words of the prophecy. Even among ourselves there are some who have claimed to be following the Lord and feeding at his table and have now turned aside to partake of another table, denying the presence of the Lord and the time of the harvest and the end of the world. But a greater falling away is manifested amongst the masses of nominal Christianity. The Modernists openly repudiate the Bible as the inspired Word of God, and deny the blood of Jesus, by which mankind is purchased. There is also a great army of those who in a measure hold to the Bible, believing it to be God's inspired Word, and who believe that Jesus is the Redeemer; yet they are floundering about, not knowing which way to go. They call themselves Fundamentalists because they believe some of the fundamentals of God's Word. Their shepherds have permitted them to starve for want of an understanding of that Word.

Strengthen Wavering Faith

What a wonderful opportunity now presents itself to the fully consecrated Christians, who possess the zeal peculiar to the Lord's house. Such see more plainly than ever the need for the helmet of salvation; that is to say, for a knowledge of the divine plan, both an intellectual understanding and a heart appreciation of it. These also see the great necessity of aiding the honest Fundamentalists to get a better understanding of God's Word. Such desire to enable seekers for truth to put on and keep on the helmet of salvation. Now the opportunity is here to render such help. With the opportunity comes responsibility. Duty now calls the consecrated and loving zeal prompts him to put forth every effort to give the message of the kingdom to those who have a hearing ear. Such zeal is like fire in the Christian's bones, compelling him to go forth with the message of truth and salvation to his neighbor.

Creed Errors Not Bible Truths

Again the words of the inspired Apostle to the consecrated ring out: "Take the sword of the spirit, which is the word of God." The sword is an instrument of warfare. With it the Christian defends himself from the attacks of the adversary. With it he also assaults the great errors put forth by the adversary, thereby doing his part to batter down the strongholds of error that the people might see and understand and be relieved from the blinding influence of the adversary. The Lord has sent forth his ambassadors with instruction to use the sword of the spirit as valiant soldiers under the great Captain who is leading his army to certain victory. Now is the time in which every true and faithful follower of Christ Jesus must wield the sword of the spirit.

Where Life and Happiness Are Found

Let each consecrated one ask himself or herself, Am I a member of the Lord's army? If so, what am I doing in the great battle for truth? If the Lord has given you the opportunity to use the sword of the spirit, then hasten to avail yourself of that opportunity and do so. Wield the sword deftly and lovingly, yet with a firm hand. Hasten to the honest Fundamentalist and help him to get on the helmet of salvation by giving to him an understanding of the great plan of salvation. Doubtless there is yet a great multitude of those who believe the Bible insofar as they understand it and who are anxious to have a clearer understanding of it. These have been blinded by the instruments of the adversary, by his dumb dogs, who cannot themselves bark, but who prevent others from having an understanding. Conditions are now shaping to separate all the honest-hearted ones from those who name the name of Christ and yet deny his saving power. The only class of people on earth who are armed with the weapons of warfare, who have on the armor of God, are those who now have a clear understanding of the divine plan of salvation as set forth in the publications of the SOCIETY.

Possessors of Only Aid

Thus the Lord has armed each one of his faithful followers with the sword of the spirit and laid upon such the obligation of using it to his glory. Let all such, therefore, quit themselves like men. Be valiant soldiers in the army of the Lord. Perfect love makes bold the Christian in the day of judgment. We are now in that day. Therefore gird on the armor and go forth to battle. Let all who appreciate the opportunities joyfully participate in the service of the Lord. Let each one in Zion say to his brother, as ye go forth: "Let not your hand be slack." The joy of the Lord is our strength.

Proclamation for Distribution

The Resolution passed at the Los Angeles Convention has been prepared for distribution in tract form. It brings to the attention of Christians the attempt of the Modernists to disregard the Word of the Lord, and calls upon Fundamentalists to align themselves with the Lord's Word. It sets forth conditions prevalent among Christians today. To obtain the help that they require, they should be acquainted with the truth as contained in the STUDIES IN THE SCRIPTURES. The tract emphasizes the necessity of taking a stand; and while the people are in this attitude, the workers' opportunity is to aid them to come to a decision.

In the "Letter of Instructions to Directors" the method of procedure has been outlined. We urge workers to follow up the distribution quickly with the eight-volume offer, not permitting the distribution to interfere with the workers' canvassing for the eight-volume set; and so soon as these tracts are available to attempt to put forth as much effort as possible to reach the Fundamentalists while the matter is prominent in their minds. Possibly the distribution can be taken care of by some not able to get out in actual canvassing or by distributions Sunday mornings, if possible, this distribution to prepare territory for canvassers to work in during the week.

October 31st has been set as the date for concerted effort in distribution, to be followed by a thorough canvass of the territory in which the tracts were distributed with the complete set.

May the Lord bestow his strength and grace as you seek to reach those people who cleave to his Word, and as you endeavor to aid them to see the Lord's plan and providence on their behalf, thus stimulating their faith and confidence in his Word.

With Christian greetings, we are

Your brethren and servants in the Lord,

Watch Tower B. & J. Society.

Advertise the KING and KINGDOM

METHODS OF WORK

Sets of STUDIES IN THE SCRIPTURES will be placed, providing that the objections which people may have are met. Reasons that may be advanced for not purchasing are good ones if they cannot be answered. Any worker who turns from a door with the conclusion, "That was a weak excuse," has capitulated to the prospect's way of thinking that it was a worth-while reason fully justifying him in not purchasing. It is not impudence on the part of the worker who aims to help people realize the value of the books, nor is it a contradictory spirit. Answering their objections is merely conceding that they are not fully advised, and consequently is serving them. It is certain that they cannot depend upon the churches for information regarding the books; for the church supporters are arguing for their own publications. If they appeal to the minister for advice, he will attack the books. Hence people rightly depend upon those who support the truth to produce a defence for their work. Objections oftentimes put are frequently a play for your answer.

Colporteurs Suggested Use

"We are selling a few sets of eight volumes; but I find that most of mine are to people who think that they are a fine set of reference books and a bargain, although they really do not know much about their contents, only as I have tried to present them. I just carry the volumes along and sell them outright. If I cannot sell them all I drop to three, then to the HARP, and then to the booklets."—Mrs. Gregory Sakatos, *Ore.*

The worker's attitude in the approach directly influences the respect given them; for generally people are seeking an understanding of World Distress.

Seek Favorable Consideration

"We find it best to talk with ease and not too fast, making it a personal canvass or visit as much as possible; and we look the parties we are canvassing in the eye, thus gaining their confidence. We find the first thing necessary is to gain their confidence; and if they are working in the yard we often take time for a few friendly words as 'See you are busy'; or, if invited in, we say: 'It is a lovely morning; and we usually tell them that we have just called for a few minutes and shall not detain them. Thus they dismiss their work from their minds.'—Anna E. Zimmerman, *Ind.*

Accommodating oneself to people's circumstances many times gets them the books even though at some inconvenience to the worker.

People "In Expectation"

"We find that the people are ripe for the message. Some who have not been accustomed to work as canvassers are astonished at the readiness of the populace to heed the message that a few years ago they would have scorned. This merely proves that the Lord is breaking down the hardness of hearts as he declares in his word he will do."—Jno. G. Catron, *Ark.*

Getting Books into People's Hands Assures Payment

"I received mail and shipments of books O. K. We have good success with complete sets, but I would like you to know that we have to leave them on payments. We find the volumes very nice to canvass with; the people's eyes open when they see them. When we tell them that if they have not enough money to pay the full price, they can have them on part down, we have no trouble. I believe by Fall they will go as fast as the HARP."—Thomas J. Scannell, *Mich.*

A canvass that is interesting keeps abreast of the times, using new talking points that the daily news affords.

Items They Know Of

"Present world distress is causing people everywhere to become fearful as to the possible outcome of the trouble. Even the newspapers are advertising for plans whereby nations might gain peace, offering \$100,000 to the persons presenting the best plan, and even \$5,000 for the next best four or five plans submitted. No doubt you have read about it yourself."—Adolphine Lass, *Wise.*

Demonstrating by your opening remarks that your call is of importance often diminishes the importance of what people are found doing.

Demonstrating Call More Important than Chores

"Tuesday mornings many are found ironing. If they say that they can't listen as they have the electric iron going, I often say: 'I can talk to you while you iron.' Soon they become interested and forget to iron, and I oftentimes make a sale. Sometimes they say: 'I am so busy this morning; I haven't any time.' Then I say: 'The busiest people are the happiest, and I will not detain you. Surely you have seen "The Finished Mystery" advertised. It explains Revelation and Ezekiel, and no doubt you always have thought that Revelation is the hardest book of the Bible to understand. Some say: 'I haven't much time.' Then I tell them that I appreciate that, as I have just a few minutes to spare, too.'—Malinda F. Zook, *Ind.*

Drawing Quick Retort

"After saying: 'I have a message for you. I use the statement: I really believe you may be one of the millions now living that will never die. You do not care to die, do you? Do you know of any one who *does* want to die?' If this is said with actual belief and assurance it seems the very best way to feel the pulse and find what next to say."—Eunice S. Lamson, *N. Y.*

Admitting Need—Books the Solution

How to use the books is an effective argument.

"My principal (and very seldom different) way is this: To call the people's attention to the very significant period of human history in which we are now living. Then I usually put in the thought that we would naturally have good reasons to look to our Creator for some information on such an important thing. Just lately I have been using the following expression: We have been looking to our different denominations and the teachings of their creeds; but these big problems that are arising now could not be entrusted to them for solution, because these things are too big for them; and they frankly admit that they do not know of any solution or remedy. So why not try the Bible now without these different creeds? And I have noticed that quite a good many will appreciate this and say that they have gone to the church very little of late because they do not learn much there."—Sava Dracha, *Ind.*

Why Did It Happen?

"I present the Seventh Volume first, telling them it contains the Scriptures that are being filled right before us, and telling us the outcome of these times from a Bible standpoint. My main point is *hard work*, and one will surely find the interested ones."—Mrs. E. A. Kennedy, *Ind.*

Let them know that yours is not vocational but voluntary work.

Carries Books But Defines Call

"I say: My motive in coming to you is purely the help I have received in these ways and my desire to have others know of the same aids to understanding the Bible as God's plan."—Mrs. E. A. Kennedy, *Ind.*

A purpose well in mind keeps the discussion in line with the message you are presenting.

Church Membership No Hindrance

"Many people object because they are church members, Lutherans or Catholics. If asked whether they think it essential to salvation to belong to any particular sect they will invariably see the narrowness of the view and say: 'Why, no; a real Christian, no matter of what sect, will be saved.' 'Pardon me, lady, if this is so then I fail to see what these divisions have accomplished; rather I believe as the Bible teaches, and you will agree, I am sure, that the church are those whose names are written in heaven, that God only knows those who are his and none can by any means pluck them out of his hands, and that they are all one in Christ Jesus.'—Adolphine Lass, *Wise.*

Keeping up to date on present conditions will assist the canvassers.

Presents a Pro-Bible View

"Wake your prospect up with a few of these after you have felt his pulse. Fit the right one to the right person. Use 'Views from THE WATCH TOWER' to open people's eyes to the denominational and ministerial situation. Put yourself into your words and work. Higher Criticism and Evolution in our schools are making havoc of the faith of our young people in God and the Bible."—Eunice S. Lamson, *N. Y.*

Remove doubts that the book cannot accomplish what is claimed for it.

Actual Demonstration of Books' Worth

"Some think we have such a good knowledge of the Bible. I tell them that all I know I got out of these volumes and that they can know just as much if they apply themselves; that eighteen years ago I didn't know beans about the Bible, but that the volumes were more interesting to me than any novel I ever read."—Emma Martin, *Cal.*

A feeling that they might be joining the "Better than thou's" in purchasing Bible books sometimes exists, and the worker should reckon with this attitude by pointing out the difference between "Thou shalt not's" and the happiness that a knowledge of God's plan imparts to men.

Disassociate from Churches

"Some fear that it is a denominational publication. We tell them that the International Bible Students Association takes the view that no denomination ever contained all the Christians, and that it would be impossible to get all Christians into one denomination now, so it advocates none. That topics are treated from an unbiased standpoint, the object being to give the entire Scripture connection on every subject and show the harmony of the Bible."—A. Z. Becker, *Iowa.*

Ferret Out and Overcome Suspicions

"Just recently I met a M. E. preacher's wife, not knowing this at the time. She took the HARP from my hand, after we had talked a while, saying, 'I am a M. E. minister's wife.' She looked the book through from beginning to end, over and over again. Finally I said: 'For what are you looking?' She said: 'I am wondering if you folks believe in the blood of Christ.' I showed her the chapter on the ransom and began talking on same. 'Oh! Do you people believe in Russell's teachings?' I assured her we did; and quicker than a flash she handed back the book, saying, 'I do not want your book. I would put it into the fire.' I said to her: 'Sister, can you show me with the Scriptures where I am making a mistake? I am seeking for the truth.' She said: 'I am, too.' I said: 'Well; come, let us reason together.' After we had talked a while she said: 'You folks claim nobody will be of that kingdom class but the Russellites.' I told her she had been misinformed, that the Lord had been selecting a choice class all down through the Gospel Age.

We talked for nearly an hour, during which time she contended that she and others would be as high or higher in the kingdom than the Russellites. I said, tenderly: 'Sister, you know there was strife amongst the followers of Jesus in his day, and he rebuked them; and that we should not strive over these things but should strive for the spirit of love in our hearts to the extent that Paul had it (calling her attention to Romans 9:1-3). I myself want that unselfish love in my heart, and I will rejoice to see you and others above me in the kingdom if it is the Lord's will to put you there; and I hope, Sister dear, if it is the Lord's will to meet you in the kingdom.' I told her of the utter destruction that was soon to come to Christendom. She broke down and cried, and we wept together. I rose to go and she said: 'I want your book. If it is possible that I am one of those foolish virgins, I should know of it.'—Mrs. C. A. Miles, *Kans.*

Making possession an easy matter assures people that your delivery of the books is no inconvenience.

Remit by Mail

"If they say that they cannot afford the books we tell them that they can pay \$1.35 or \$1.50 when we deliver. We will then leave the books and the rest they can pay later. If we leave town before payment is finished, we will leave a self-addressed envelope with their return address on back, and the amount they paid and the amount to be paid inside. We often state that they can deduct the amount it costs for stamp and money order. If a small amount, they may send it in one-cent stamps. I find that people send remittances more readily with addressed envelope ready to mail."—Anna E. Zimmerman, *Ind.*

Thinks Results Not the Exception

"It began to look this afternoon as though this would be the first day I had failed to get an order for a full set of eight volumes, but out of the last five calls four people ordered full sets. The last three weeks have been full of blessings and privileges of service, and how thankful we are that we may serve thus. It never seemed easier to sell the set of SCRIPTURE STUDIES unless it was in the fall of 1915, when we were selling the six books for \$1.95; and my territory at that time was unusually good, for everything was booming. I find that the STUDIES and the HARP go well together. Some are interested in one and some in the other; and if there is interest at all they are ready to take the eight books. The eight books are not more than people usually pay for one book. Have worked just 17 days in this territory with results of 583 bound volumes and 49 booklets. This is very unusual for me, but from experience I think that all the colporteurs should make a special effort with the eight books. Never were our privileges of service greater, and from nowhere else can people get real spiritual food."—E.R. Eckley, *Minn.*

"Since writing the above I have worked 31 days and have sold 11 full sets, 21 extra HARP Courses, 13 First Volumes, and 20 booklets."—E.R. Eckley, *Minn.*