

A MAJOR CHANGE AT HARVESTIME BOOKS —

A Powerful New Colporteur Program

— AND YOU MAY WISH TO BE PART OF IT

SEVERAL MAJOR CHANGES

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Introduction—As we draw closer to the end of this present world, it is urgent that we pay close attention to the many Spirit of Prophecy statements telling us to focus our attention on the important things to be taught and done at this time. It is urgent that we share the final truth with others!

These messages should center around such key points as the three angels’ messages; obedience by the enabling grace of Christ to the law of God; the non-immortality of the soul; the truths about the in-

vestigative judgment; as well as the final judgment, when all the wicked will be forever blotted from existence. We are also told that we must unite this with the health message. We here at Mission Evangelism are trying to do just that.

The methods by which we are to carry these messages to the world are also given to us in the Spirit of Prophecy. The sharing of *Great Controversy*, our health message, and other special doctrinal books and papers are emphasized.

An important part of the ministry our people

New books—As of October 2009, we have **NEW English and Spanish Encyclopedias, and revised How Sell booklets.** Because of the present, ongoing financial crisis everywhere, **our Natural Remedies Encyclopedia is becoming the fastest-selling book ever published by our people.**

When people see the new GOLD EDITION opened before them, they rather quickly recognize that it will be able to save them tens of thousands of dollars in coming years. They see that just

to have it in the home will bring them a new peace of mind.

This provides a way for many of our faithful believers to support themselves while, at the same time, being able to widely distribute the special doctrines for our time in history.

If you think that God may be calling you to become a part- or full-time colporteur, I can send you a *Distribution Agreement* to fill out.

are to do is the colporteur work. Repeatedly, in the Spirit of Prophecy, we are told that God wants us to do all we can to provide canvassers with solid books which contain simple, drugless, home remedies, and the doctrinal books. We are also told to combine the health message with our basic doctrinal beliefs.

Our *Natural Remedies Encyclopedia* is the first such book which combines both under one cover. It is also the largest and most complete home remedies book ever published by our people.

In accordance with the emphasis to be placed on that book, we here also publish several editions of *Great Controversy*, along with nearly 60 missionary paperbacks and hardbacks in English (including some in Spanish).

We were also told that the most important books need to be translated into other languages. Soon we will have an abridgment, in the author's words, of the book, *Great Controversy*.

***The situation after September 2008*—A little over a year ago, the financial situation for hundreds of thousands of people greatly worsened.** As a result, people everywhere began casting about for ways to save money. They are also looking for opportunities to make money.

This has caused the attention of many to fix on our *Natural Remedies Encyclopedia*. Ever since September 2008, when the *Encyclopedia* is shown by canvassers in homes,—people realize that this book will save them tens of thousands of dollars in the years to come. They will not need to see doctors, buy expensive prescription drugs, and go to the emergency room and schedule operations as often. Indeed, in addition to providing lowest-cost medical help, the instruction given in the book will greatly improve their health!

This makes the *Encyclopedia* a far easier book than ever before for colporteurs to sell as they go from home to home.

But there is a problem: An increasing number of people have realized that by purchasing boxfuls of the book directly from us,—they can offer them for sale in newspaper, magazine, and internet ads for very low cost—and with relatively little effort make a lot of money!

So while the financial crisis has resulted in greatly increased sales of the *Encyclopedia*,—a growing number of those sales are by non-colporteurs. Unless we make drastic changes here, we will no longer be able to effectively help canvassers support their families, and continue going from door to door. This is because the *Encyclopedia* is the bread-and-butter book. This is the book that colporteurs are using to pay nearly all their business and family expenses.

The Encyclopedia decision—On October 7, 2009, I met with some of the leading missionary colporteurs

in the Eastern States. One exclusively sells the *Encyclopedia* for \$100.00 a copy; and he regularly sells a lot of them! The other regularly sells them for \$80.00 to \$90.00.

We spent the entire day discussing the situation with them: both the problems and possible solutions to how to save the canvassing work. A week earlier, we had a conference call with the leading colporteur on the West Coast, and carefully considered his counsel.

On October 7, the decision was made that we would no longer sell boxfuls or pallet loads of *Encyclopedias* to non-colporteurs. This is a major decision.

So many people seem to live for money; and, due to the economic crisis at this time, we could make a lot of it by selling the *Encyclopedia* ourselves online, and to stores all across America and Canada.

But we have now totally stopped that source of income. Some may wonder why we have made such a drastic decision. The reason is the God of heaven wants the colporteur work to continue and prosper; and, due to reasons explained below, it is very near total collapse. There are 63 pages about the urgent importance of the canvassing work in the *Testimonies* alone. *Counsels to Parents and Teachers, Testimonies to Ministers, Publishing Ministry, and Colporteur Ministry* have another 361 pages about colporteurs and colporteur work.

Not only were our people told to spread the truth through the sale of our truth-filled books, but we have been instructed that those books are to be exclusively sold by our own Advent believers.

“I was instructed by One of authority that our work is to be carried on conscientiously by our own believing people. We are to unite our forces solidly, and work for the glory of God, multiplying the evidences of truth in every possible way. The Lord God is our counselor. Christ is our mediator and Saviour. **We are to bring into the work every living agency who feels that he is chosen of God to do, not a common, commercial work, but a work that will give light and truth, Bible truth, to the world.**”—*Letter 72, 1907; Publishing Ministry, 123.*

We have repeatedly been told that we must combine the giving of our health and key doctrinal messages. As you know, the *Encyclopedia* presents both more fully in a single volume than any other book ever published by our people.

“True religion and the laws of health go hand in hand. It is impossible to work for the salvation of men and women without presenting to them the need of breaking away from sinful gratifications, which destroy the health, debase the soul, and prevent divine truth from impressing the mind.”—*Review, November 12, 1901; Colporteur Ministry, 131.*

“Perfect unity should exist among the workers who handle the books that are to flood the world with

light. **Wherever the canvassing work is presented among our people, let both the health books and the religious books be presented together as parts of a united work.** The relation of the religious and the health books is presented to me as illustrated by the union of the warp and the woof to form a beautiful pattern and a perfect piece of work.”—*6 Testimonies*, 326 (1900).

“Our health literature is the helping hand of the gospel, opening the way for the truth to enter and save many souls. I know of nothing which so quickly unlocks hearts as this literature, which, when read and practiced, leads souls to the searching of the Bible for a better understanding of the truth.”—*Manuscript 113, 1901; Colporteur Ministry*, 132.

“The Lord calls for workers to enter the canvassing field. He desires the books upon health reform to be circulated. Much depends upon the question of health reform.”—*Manuscript 174, 1899; Colporteur Ministry*, 133.

“In the past the health books have not been handled with the interest which their importance demands. Though by a large class they have been highly appreciated, yet many have not thought it essential that they should go to the world. But what can be a better preparation for the coming of the Lord and for the reception of other truths essential to prepare a people for His coming than to arouse the people to see the evils of this age and to stir them to reformation from self-indulgent and unhealthful habits? **Is not the world in need of being aroused on the subject of health reform? Are not the people in need of the truths presented in the health books? A different sentiment from that which has heretofore prevailed regarding the health works should be entertained by many of our canvassers in the field . . . All should be interested in the sale of the books treating upon the health question as well as in the sale of the distinctively religious works . . .**

“The indifference with which the health books have been treated by many is an offense to God. To separate the health work from the great body of the work is not in His order. Present truth lies in the work of health reform as verily as in other features of gospel work. **No one branch when separated from others can be a perfect whole.**”—*6 Testimonies*, 326-327 (1900).

As you probably know, the *Encyclopedia* contains not only a complete presentation of nutrition, herbs, hydrotherapy, the treatment of disease, and childbirth; but it also contains our key doctrines on the law of God, the Bible Sabbath, the state of the dead, punishment of the wicked, and spiritualism, plus a number of important quotations from *Ministry of Healing*. It is the only natural healing book which has both a complete table of contents in front and a complete disease index in back. In addition, similar diseases are placed close to one another as an aid in the comparison of both symptoms

and appropriate remedies. Thus the *Encyclopedia* can quickly provide information needed, even in emergencies.

***Developments at HHES*—We want to learn lessons from the strengths and weaknesses of the church colporteur program, so we can emulate their strong points and seek to avoid the mistakes they have made. So I will briefly mention the following points which experienced canvassers of many years experience, have learned. Some have been in positions of leadership in the church colporteur program:**

The Home Health Education Service is an extension of the Publishing Department of our church, and was started many decades ago as the name under which the colporteur work should be carried on. Over the years, they have sincerely tried to do the best they could to promote the canvassing work, and give instruction and encouragement to colporteurs. We can all be thankful for their efforts in the past.

Yet, although they tried their best, the tendency gradually increased to protect the salaries of leadership and office staff on all levels,—while selling the books to the canvassers for higher and still higher prices. The concern came to cover all the top-heavy expenses of the upper levels of HHES.

One very knowledgeable, top-flight canvasser, who has been with HHES for decades, wrote it this way in a letter to me:

“Some of the main reasons for the collapse of organized colporteur work in North America: Spirit of Prophecy counsel no longer relevant. Church organizations did not protect trade and subscription [time-payment] books for colporteur distribution. Instead, they sold them to independent wholesale distributors. They even sold to non-SDA stores and other retail distributors, and marketed them via internet and other mass media.

“This has resulted in colporteurs’ prices being undercut, and their territory compromised. As a result, the personal integrity of the canvassers is questioned, when people discover they can buy the books cheaper elsewhere. The canvasser’s ability to support himself is compromised because he cannot compete with other SDA and non-SDA distributors.

“As a result, over a period of time, canvassers have been driven out of HHES. The organized HHES work needs a complete overhaul.

“As a result, an increasing number of full-time colporteurs are looking to your independent ministry as the source of their colporteur hardbacks and paperbacks. They are becoming increasingly aware of the Spirit of Prophecy’s call to combine the health message with our religious messages.”—*October 2009*.

Another leading colporteur with many years’ ex-

perience, both as a canvasser and leader, explained it to me in this way:

“HHES put in place a sales structure which nearly all the profit went to the conference, union, and North American publishing departments, and the Review & Herald and Pacific Press. As a result, the financial situation became so severe that, in 1994, Pacific Press [PP] was forced to take over the canvassing program on the West Coast. PP was allocated one-third of the territory, and the Review about two-thirds. The first to manage it in the East was ___ who, in 1996-1997, invested a large amount of the HHES money—and lost it. The conferences had to fork over millions of dollars in order to save HHES in their territories from total collapse. After this, they quietly began to let the colporteur work slowly die.

“Meanwhile, when PP took over the West Coast, it became very protective of the structure; that is, of leadership and staff on all levels above that of the colporteur. The problem was that there was no one out there who was protecting the colporteur. All through the 1990s, more and more canvassers quit the field.

“In 1998, the credit [time payment] program from book purchasers was closed down. A lot more canvassers left, since the canvassers were required, for example, to sell each set of *The Bible Story* for \$500.00,—and no one would pay that much in cash. Financing for advertising was also stopped. This ended the lead card system.”—*Fall 2009*.

A third, very knowledgeable canvasser who formerly was a leader, described the problem this way:

“As of right now, the West Coast States and the Southern Union are the only places where much HHES canvassing is taking place. In the Southern Union, just now, there are about 55 colporteurs, most part-time. Only 12 are getting the \$4,500 month commission from the Union. In order to receive it, each canvasser must sell \$4,500 worth of books each month. Then he gets nearly \$2,200 (which is 18% of those sales) in commission. But if he sells less than that, he loses \$800.00. What is needed is for every colporteur to make the same income off each book sale, regardless of the number of books sold each month or how many hours he puts in each week.

“The canvasser is told to sell the *Bible Story* set for \$500.00 (\$580.00, including shipping to the customer). Yet the Review also sells them to ABCs, and also to independent LEs and distributors who in turn sell them to stores; yet they can be purchased in the stores for \$175.00. That is because the Review sells them to the stores at a low price! Yet the colporteur is required to pay HHES \$160.00 for each *Bible Story* set. The Review

also sold them to 3ABN at a low price, which then advertised them for \$99.00 a set ‘for a donation.’ But 3ABN had earlier promised the Review that they would not sell them at such a low price, so they did not keep their promise. In 2007, the Canadian Union dropped the HHES work and it was taken over by the Review.”—*Fall 2009*.

Over the years, leadership at HHES and the publishing houses had a definite plan to only sell to colporteurs, but eventually they violated their own plan in order to make money on the book inventory sitting in their warehouses. Because they were selling them at cut-rate prices to non-colporteurs, every year fewer colporteurs were buying books.

But here at Harvestime Books, we also had a problem. At first, only colporteurs knew about our colporteur books; so our staff was in the habit of selling to everyone that ordered books. But the 2009 financial crash caused many people who, after learning from canvassers how wonderful the *Encyclopedia* is, began buying it from us and selling it themselves.

But now we are going to stop that entirely.

Our Harvestime Books sales structure—Our sales structure is dramatically different than that of HHES. This is not said to brag. Leadership has for years tried to help keep the canvassing work going; and we are very sorry they are experiencing difficulties. However, you should be aware of what is taking place.

Whereas the HHES sales plan is top-heavy, ours is bottom-heavy. To say it another way, instead of the money siphoning off to upper level expenses, all the profit on our books goes to the colporteur. This is because most of HHES profits goes into salaries and housing subsidies, telephone allowances, medical insurance, and retirement benefits for all the workers on levels above that of the canvassers,—whose only “benefits” consist of an adequate commission; that is, if they manages to sell an extremely large amount of books each month; something only few are able to do.

In contrast, here at Harvestime Books we all live in a rural location and are paid a low wage, without any phone, medical, and retirement benefits. No royalties are paid to anyone. The books are sold to the canvasser at wholesale prices only a little above printing house costs. Whatever profit the colporteur makes he gets to keep. Instead of receiving a commission (part of the profit from each sale), he gets all the profit. A part-time canvasser makes as much profit on each sale as a full-time canvasser. That is a refreshingly different way of doing things!

The objective is to help the canvasser support

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his family while he sells the *Encyclopedia* and our other hardbacks. This helps him pay for the free copies of our lowest-cost missionary paperbacks which he distributes at homes where he cannot make a sale.

Why do we do this? Because this plan agrees with Spirit of Prophecy counsels about pricing structure, and the importance of helping the colporteur work continue and increase; so they can spread the books everywhere.

According to the Spirit of Prophecy, helping colporteurs succeed is the will of God for His people at this time; we here want to be in the center of His will.—And we believe that many of you want to have a part in fulfilling God’s plan also.

Who is a “colporteur”?—Our new plan, which was decided on October 7, 2009, is that, with almost no exceptions, we will henceforth only sell our bread-and-butter book, the *Natural Remedies Encyclopedia*, to those we consider to be bona fide colporteurs.

But what is our definition of a “colporteur”? Here it is:

They sell **part-time or full-time**. They sell **from house-to-house, or at business establishments**. They can **sell at shows** (craft, trade, etc.), flea markets, and fairs. They can **sell to groups**, such as cooking schools. But they must **sell on a person-to-person basis, with each book sold at the regular high price (not less than \$60.00)**. It is usually one book per person (although more than one copy at full price may be sold to that person, when he wants to purchase several to share with others.)

The *Encyclopedia* is **never to be sold for a low price**. Each sale must be for a relatively high price and never for the purpose of resale. We ask that they be sold for **not less than \$60.00 per copy**. One friend regularly sells every third or fourth home, and places each copy for \$100.00 a copy. Others sell them for \$80.00 or \$90.00. Let us keep the price up there! Doing so helps all the canvassers to be able to support their families while they spread the final messages for our time in history. *When canvassers sell the books at a low price, they are hurting themselves and other canvassers.* If they do it long enough, soon all the canvassing will stop.

What colporteurs are not to do: **No low-price sales. No boxful sales to stores or other sales outlets**, at any

price. **No sales through mass media (newspaper, magazine, radio, TV, or online ads)**, at any price.

If we learn that you are doing any of the above, we will stop selling *Encyclopedias* to you. This prohibition is required to protect the other canvassers; so they can sell individual copies of the book, person-to-person, at a relatively higher price—without being called a thief and a robber (which has happened); and also to protect the integrity of the work.

Purchase of Encyclopedias by donors—An exception to what is stated above: **We know who our regular donors are. In the past, some have occasionally purchased a boxful in order to give (not sell) them to friends, nursing homes, etc. At this time, we will continue to do that in certain instances. They may also purchase single copies at a lower rate.**

Part-time canvassing—Is it all right to only sell the *Encyclopedia* part time? Are only full-time canvassers permitted to sell it from door to door?

Yes, part-time canvassers are welcome. Indeed, that is a good way to get started in the canvassing work, or to return to it if you feel a little rusty. You may already have employment, and need to gradually build your skills at showing the *Encyclopedia*, using its reserve points, answering objections, and praying through to buy-decisions. With HHES, you need to sell about \$4,500 in books each month in order to receive your full commission (which is a percentage of the profit from the sales). **With Harvestime Books, you receive all the profit on each book sold, regardless of how frequently or how many you sell—not just a percentage of it.**

You will continually become more and more experienced as you sell the *Encyclopedia*. Complete instructions are found in our *How to Sell the Encyclopedia* booklet. Gradually, you will fully know your canvass, your sales points, how to meet objections, and have a number of reserve points you can present. You will also build a collection of stories of people you have helped. When needed, you can relate a story or two of someone helped by purchasing an *Encyclopedia*; and this will help clinch the sale. (By the way, write down some of those stories—and mail or email them to us! We will put them into our *Colporteur Newsletter*, so they can be shared with other canvassers. More below on

this.

Lead canvassing—This is also called “lead card canvassing.” **Over the years, many experienced “lead card colporteurs” have used this method very successfully.** HHES essentially dropped it about ten years ago. But we have the supplies; so you can do it if you prefer.

Instead of (or, if you prefer, in addition to) going from door to door, lead canvassers place sample display copies and brochures in holders (small display stands) in the waiting rooms of professional offices (or even on service station counters). **Lead card selling has been highly successful for decades, but requires systematic organization to keep checking and refilling holders with brochures, plus careful follow-up to homes of those who mail the cards to the colporteur.** We have all the supplies needed. (If you contact me, I will prepare a free label sheet master, so you can place your own address labels on those cards.) The *Colporteur Canvasses* booklet explains it all.

If you are interested, order a copy of our low-cost Starter Kit. It carefully explains this, describes the supplies needed, gives you a sample of each one, and includes a copy of the *Colporteur Canvasses*.

Books containing the canvasses—Canvasses for our *Encyclopedia* are in *How to Sell the Encyclopedia*. **There are three editions of this:** English, Spanish (Spanish edition), and Spanish (English edition for English speakers selling the Spanish edition to Hispanics). These *How Sell* books also include complete lists of all the features in the *Encyclopedia*.

Canvasses for many of our other hardback colporteur books are in our booklet, Colporteur Canvasses. Our paperback, *The Colporteur Handbook*, also contains much helpful information along with the canvasses.

Our other colporteur books—We have plenty of them! In boxful amounts, both **low-cost colporteur hardbacks** (11 just now, specifically for canvassers), and **low-cost paperbacks:** Spirit of Prophecy (13), missionary (18), health (3), and Spanish (8). **When you call or write, request a copy of our Missionary Book Order Sheet.** It lists and briefly describes them all. Approved colporteurs can go to our website to order the *Encyclo-*

pedias and other books:

colporteurbooks.org

You will find additional information on our other colporteur hardbacks at the end of this announcement sheet.

Lanyards and ID cards—This is a method widely used today. We ordered professionally made ones. Each one is blue, and has the words “*Natural Remedies*” repeatedly printed on it.

When you go to a door with a lanyard, identifying our business firm hanging down from your neck, with an identification card attached to it, the prospect immediately recognizes that you are officially who you say you represent!

We paid to have these lanyards made to enable you to have more success as you go from home to home.

You will need to send us a photo of yourself when you request this. We will send you a laminated photo with your name on it, attached to the lanyard. This will help identify you as you go from door to door. **Many salesmen use a lanyard to reassure prospective customers.** *We recommend that you have the photo taken in the clothes you wear when canvassing.*

Colporteur books and supplies—They are all shown online in our website: **colporteurbooks.org**. But only approved canvassers can access that site. Obviously, we do that so non-colporteurs will not be able to purchase boxfuls of our *Encyclopedia*.

Our books are also listed in our *Missionary Book Order Sheet*.

When you contact us, make sure that we have your name, address, phone number, cell phone, **and email address.**

Non-colporteur purchases of single copies of the Encyclopedia—How can single copies of the *Encyclopedia* (English or Spanish) be purchased?

- 1 - You can buy them from one of our canvassers.
- 2 - Prospective canvassers of our faith can purchase a sample copy for \$18.00 + \$5.00.
- 3 - We will continue to let our own faithful, existing donors occasionally purchase single (*single*) copies for \$18.00 + \$5.00 for themselves or their loved ones.

Newly revised and updated How-Sell booklets—All three have been brought up to date. The full title of each is **How to Sell the Encyclopedia**. **The first is English. The second is Spanish for English speakers.** It is English throughout, except for the Spanish edition paging and phrases to be read during the Canvass. **The third is Spanish entirely.** The Approaches, Entry, Canvasses, Closes, and

Reserve Points in the **English edition** have been rearranged in a much better order; and the Canvasses have been adjusted for the new Gold Edition.

The **Spanish editions** have been adjusted and repaged for the new, second edition (also a Gold Edition). The new English and Spanish **Gold Editions** arrived here in October 2009.

What is FHES?—This is *Family Health Education Service*. Some of our canvassers have sold books under this name for years. It is our equivalent of HHES (Home Health Education Service). But many canvassers just refer to us as Harvestime Books. In the back of our low-cost 8½ x 11 book, *Colporteur Canvasses*, we have printed business card forms for FHES, along with other helpful material.

When will non-colporteur sales to the public cease?—This will occur when those who have already purchased boxfuls of books from us exhaust their inventory through sales. So this might last several more months. We will be on the look-out for those who pretend to be colporteurs and somehow manage to continue ordering boxfuls of *Encyclopedias* from us; and we will stop selling to them. **Fortunately, our records indicate that relatively few of the many non-canvassers have recently purchased more than a boxful or two. So, although many people are currently selling them, most do not have a large inventory of books to draw from.**

Why is it that we can we stop selling to them? We have a legal right to do this because we are a ministry, not a commercial publishing firm.

Letter being sent to a number of previous boxful purchasers of the *Encyclopedia*—This letter is being sent to some of those who in the past have purchased at least one boxful of our *Natural Remedies Encyclopedia*.

I wrote that book specifically for the missionary colporteurs, who are members of our faith, so they can sell it from door to door. For that reason, much research and prayer went into its preparation. We wanted it to provide the best coverage of the subject available anywhere.

Unfortunately, it has been so successful that many others began ordering it by the boxful and selling it in stores and online. Keep in mind that those store sales and ads (newspaper, magazine, online, radio, TV, web) would not have been as successful, if it had not been for faithful, hardworking colporteurs who spent hours showing these books to people in their homes. For every sale, there have been three to five demonstrations of the book in homes. For those selling it through ads in the comfort of their homes, they sold it through a five-minute ad sale. In contrast, the faithful canvassers spent hours driving, walking, and praying, and talking.

You who have been selling these books in stores and online, and in newspaper and magazine ads, have been capitalizing on the hard work of door-to-door canvassers—while at the same time, by the low prices you sell the books for, you are putting those same canvassers out of business. The ads would have had very little effect if the colporteurs had not previously presented

the book in the homes.

In some instances, as soon as the book is shown in a home, someone in the family will run to a computer and type in the book title—and quickly locate an ad where they can purchase it for a very low price. Then they accuse the canvasser of trying to overcharge them, and refuse to purchase the book from him. **Yet a higher sales price for each *Encyclopedia* was needed to reimburse the colporteur for the hours of hard work needed to locate the prospect and show him the book, then explain its benefits, deep value, and how to use it; and finally make the sale.** In addition, the faithful colporteur is able to give pertinent health and spiritual information and pray with the people; as well as leave other low-cost or free religious literature in the home. The spiritual influence on the family from each visit cannot be overestimated.

Therefore, we the publisher of the *Natural Remedies Encyclopedia*, are going to step in—and restore the sale of that book to the ones for whom we originally wrote it for.

We are able to do this because *Harvestime Books* is not a commercial book publisher. As is shown by the lack of a book bar code on the bottom of the back cover, the *Encyclopedia* was never intended to be sold by commercial sales outlets.

Because we are a private religious organization, we have the legal right to restrict our wholesale sales of the *Encyclopedia* to whomever we please. We intend to enable colporteurs to carry on their book ministry as our Spirit of Prophecy religious beliefs said it should be.

We apologize for any inconvenience that this may have brought to you.

If, hereafter, we discover that anyone, falsely claiming to be a door-to-door missionary colporteur, has purchased boxfuls or pallets of our *Encyclopedias*—and are selling them online or in stores,—as soon as we learn about this, we will refuse to sell you any more *Encyclopedias*. **The missionary colporteurs must be protected.** They have to drive a lot, knock on many doors, and spend 30 to 60 minutes obtaining every sale. **We are the only ones able to protect them; and we intend to do it.**

Distribution Agreement—This is a sales contract between the publisher (*Harvestime Books*) and the individual missionary colporteur. **You will need to send us a signed *Agreement* in order to continue purchasing *Encyclopedias*.**

But all canvassers need to write for a copy of the *Distribution Agreement*. It is a necessary sales contract, patterned after normal sales agreements with agents who sell products for a business firm.

However, **the primary objective is to make sure that only our own Advent believers canvass with the**

Encyclopedia!

If you have not canvassed with us before and believe you may qualify, write and request a copy of our *Distribution Agreement*; fill it out and send it back. We will carefully consider it and, if approved, will contact you.

Due to the present economic hardships so many are experiencing in our world today, and for the foreseeable future,—the *Natural Remedies Encyclopedia* is going to be an astounding sales success for canvassers for a long time to come.

Special Phone Line—We have a special boxful *Encyclopedia* phone line which we will tell to canvassers. Our regular telephone number for book orders is 931-692-2777. If two phone orders come in on that line, the second rolls over to 692-3777, so it can also be immediately answered.

But we now have a new phone line specifically for boxful purchases of the *Encyclopedia*, for approved colporteurs. This new line is to help us guarantee that only canvassers are ordering quantity amounts of this book.

The new *Encyclopedia* phone line is an unlisted number. That number is only given to colporteurs whose *Distribution Application* has been approved. As a double check, when a canvasser calls in, he is asked for the current password.

Do understand that, **when canvassers order *Encyclopedia* boxfuls on this new, dedicated line, they can also place their order for our other books and colporteur supplies.** It is not necessary to call back on another line to do that.

But all our other books, including the other colporteur hardbacks, can still be ordered on 931-692-2777. Why is that so? Because it is the *Encyclopedia* that is the book that everyone especially wants. That is the special book we must protect.

New Website for Colporteur Orders—Our regular online site is:

harvestimebooks.com

VERY IMPORTANT: Need to fill out the Agreement—We plan to have both websites up and running by mid-November (2009). But, prior to that time, you will need to contact us; so we can mail you a copy of the *Distribution Agreement* to fill out and mail back. This is needed so that only approved canvassers have the password and the special phone number. (Do not be apprehensive about the questions on p. 1 of the *Agreement*. They are designed to weed out (1) non-colporteurs and (2) non-Advent

believers.

If you want to sell the *Encyclopedia* (either English or Spanish), you must contact us so we can send you a copy of the *Agreement*. Once that is filled out and approved by us, we can give you the password. You will need it to purchase boxfuls of the *Encyclopedia* on the special phone number, or from our website:

colporteurbooks.org

or to enter our colporteur newsletter website:

colporteurministry.org

On this regular website, only single copies of the *Encyclopedia* can be ordered,—and they are listed at \$135.00 per copy. Of course, multiple copies or boxfuls of our other colporteur hardbacks or missionary paperbacks can also be ordered on that website.

In addition to this regular book-order website, **we now have a second, secure website which is for ordering one or two boxes of *Encyclopedias*, plus any number of other books in boxful amounts.** For large quantities of *Encyclopedias*, you will need to phone us.

Our new online site for one or two boxfuls of *Encyclopedia* orders is: colporteurbooks.org

When canvassers want to order the *Encyclopedia* online at colporteurbooks.org (or by phone), they will need to give the current password. Upon entering the home page, the canvasser will have to type in the current password. This will take him directly to the main store pages, where he can select whatever colporteur or other books and supplies he wants to order online from us.

On that new website, he can purchase single or boxful amounts of all our missionary books, plus one or two boxfuls of the *Encyclopedia*.

We will try to make sure that everything beyond the home page cannot be entered directly from a search engine (Google, etc.).

A hyperlink button will also be on this website, so the colporteur can also go directly to our other new website that is described just below.

New Colporteur Newsletter Website—It is important that we and our canvassers be able to maintain contact with one another. For this reason, we have also started a new internet site for this purpose.

The name of this Colporteur Newsletter site is:

colporteurministry.org

There are two ways canvassers can enter this site:

Either click on the hyperlink button on our colporteurbooks.org website or go directly to

A MAJOR CHANGE AT HARVESTIME BOOKS —

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colporteurministry.org.

Either way, as soon as you enter our website, colporteurministry.org, you will need to give your password in order to pass beyond the home page into the Newsletter and other colporteur data. The reason for this is that *Encyclopedia* prices may sometimes be mentioned, and that information is not for the general public.

This website will include an increasingly broad variety of information of special interest to our canvassers:

1 - A **newsletter** which we will try to update monthly.
 2 - Colporteur **success stories**—especially including the ones you send in!
 3 - **Canvasses** for the *Encyclopedia* and other books. We need you to send us your canvasses, so we can share them with other colporteurs! We want every one of you to be as successful as you can be.

4 - **Items of information** that you send us, which will encourage other canvassers.

5 - **Video canvasses, training sessions**, and more. Various collections of colporteur information and helps which we have written, gathered from other sources, or taped.

We will need your input! This is your website. Help us make it an active success, so it will greatly encourage all the other canvassers in the field!

Important - How to send us material for this website:

You can post items directly onto this website. In this way, we do not have to retype it. We are as busy as you are! Your encouragements, canvasses, etc. will be posted on this forum.

We will try to make sure that everything beyond the home page cannot be entered directly from a search engine (Google, etc.).

Training videos coming—We will eventually produce several training videos. These will be listed for sale on our *Missionary Book Order Sheet* and also on our web order sheet: colporteurbooks.org

They will also be placed on our *Colporteur Newsletter Website*: colporteurministry.org—so you can view them free of charge.

Canvassers should find these very helpful.

New DVD canvass video—By the time you receive this, I will have prepared a complete canvass for the English edition of the *Natural Remedies Encyclopedia*. It will show you the simple procedure in presenting an *Encyclopedia* to a prospect, along with a number of basic answers to objections. Several reserve points will also be included.

Training Seminars—Would you be interested in spending several days at a training institute? If so, contact us!

Each group training seminar will be outstanding, for the following reasons:

1 - You will have opportunity to **meet fellow canvassers and share ideas, inspiration, and be able to pray together** and rejoice in the Lord for His blessings.

2 - You will hear **inspirational talks, and practical instruction**.

3 - There will be **roll-play canvasses**.

4 - Canvassers will share **success stories**.

5 - *Something special*: There will be opportunity to go **door-to-door canvassing with an experienced colporteur**. (If you are one, you will be able to help train newer ones.)

Please note that, because all the profit goes to the canvasser in all sales, Harvestime Books will not pay any training seminar expenses for colporteurs or speakers. Each person has to pay for his own travel, food, and lodging. The local group holding the seminar will provide for the meetinghouse, its costs and clean-up. Canvassers may wish to give them a donation to help reduce their expenses. The instructors (experienced canvassers) provide their help free of charge. (They pay their own expenses also.)

(We considered charging a larger amount for boxful *Encyclopedias*, in order to help defray the expenses of training seminars, training videos, bringing out more hardback colporteur books, etc. But we are not going to do this. Instead, each person pays his own way.)

Pricing change on Encyclopedia—We had to initially increase our boxful price for the *Encyclopedia* from \$9.25 to \$12.50 per book in the box. **Why did we do this?**

First, this *Encyclopedia* is an expensive book to print. It is a large 8½ x 11 book in size, full-color hardback, on quality book paper. The entire text is two-color

throughout. There are two 16-page glossy color insert pages, plus six glossy full-color end pages. Lastly, it is almost a thousand pages in length. All of this adds heavily to the printing house costs of production; and every time they reprint the book, they charge us more. For several years, we just absorbed that increase and did not increase the boxful price.

Second, although we did not increase the sale price on previous editions, this time our funds are more limited; and we are only able to have the printing house do a small print run. But this has increased the cost considerably. In addition, as mentioned earlier, the printing house keeps charging more each time we reprint a book. **All this has significantly increased our cost, which we are not able to absorb. We must pass it on to you. The Spirit of Prophecy clearly states that the printing house should not charge so little for its books that it is left “bare-handed.”** Consider this statement:

“Many of our publications have been thrown into the market at so low a figure that the profits are not sufficient to sustain the office and keep good a fund for continual use . . . [Some] urge the necessity of the lowest figures on our publications, thus leaving scarcely any margin . . . [The publishing house needs to bring] means into the offices to invest in other publications . . . God’s instrumentalities must not be crippled for want of capital.”—4 *Testimonies*, 388.

So while we consistently provide you with all our books at bottom prices, there needs to be a slight margin so we here do not sink out of sight.

Keep in mind that **the amount we charge you for a boxful of books does not cover the costs of warehousing, salaries, equipment repair and replacement, property taxes, and all the rest.**

With a \$135.00 cover price on the book, you are able to sell each *Encyclopedia* for upwards of \$85.00 profit. Some canvassers are regularly doing it. The goose that is laying these golden eggs needs to be cared for. If it dies, your profits will end. Our doors will close and that will be the end of this publishing ministry.

Something new! —But soon the price of both the

English and Spanish *Encyclopedia* will be one dollar higher—because the quality and salability of the book will be so much better! Read this:

New Gold Edition—Before the end of this month (October 2009), we will receive the latest shipment of the English *Encyclopedia* (and soon after a new Spanish translation); but, as stated above, the salability of both will be distinctly improved.

Until the current stock of *Encyclopedias* is exhausted (which may take a month or so), we will have two different English and Spanish *Encyclopedias* which canvassers can purchase. Here is the difference between them:

The current English *Encyclopedia* is the one everyone has been purchasing for over a year. It will cost you \$12.50 in the box.

The new English and Spanish *Encyclopedias* (which should be here by the time you read this) will look equal to, or better, than the most expensive books you can purchase anywhere. While the covers will remain unchanged, it will have gold leaf on all three edges. Only the most costly books have this feature. There are actually three types of edge coatings: speckled, stained, and gold leaf. The latter presents the highest quality in appearance.

After I realized that it was necessary to raise the boxful price to \$13.50, I learned that this special process was available. Recognizing that it could provide an invaluable help to canvassers, I have decided that we will absorb all costs of having it done except one dollar, which we pass on to you.

We will charge you an extra dollar for the gold leaf books, which is \$13.50 in the box. For one dollar extra, per copy, you are going to have a book that will be twice as valuable in the eyes of the prospect and, for you, twice as easy to sell.

I want you to know that our heart is with you in the bookwork. God wants that work done in these last days.

Because the book edges on our *Encyclopedia* are a full 2 inches thick, the book with its beautiful rose cover, when resting flat in the home of the prospect, will have the appearance of a golden jewel case containing innu-

New Encyclopedia Canvass DVD—I have completed a sample canvass of the Natural Remedies Encyclopedia on a video disc. It will show you how easy it is to sell the *Encyclopedia*. It will demonstrate the simple procedure in presenting an *Encyclopedia* to a prospect, along with a number of basic answers to objections. Several reserve points will also be recorded. **If you want a copy, send \$10.00 + 2.50 and ask for “The Encyclopedia Instruction Package.”**

The package will contain the following:

- 1 - One copy of the **Encyclopedia Canvass DVD** (narrated by myself, the author of the book).
- 2 - One copy, each, of **How to Sell the Encyclopedia** (English edition) booklet (the individual canvass in this is almost the same as the DVD) and the **Starter Kit**, which includes the **Colporteur Canvasses booklet**.

All the above items, separately, would normally cost \$15.00 + 2.50. This is excellent introductory instruction material.

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merable treasure. And, good friends, when you open the book and show him what is in it, and how it can save him hundreds of thousands of dollars in coming years,—the prospect will discover that also. Later, he will find the greatest riches of all—in the doctrinal studies in back.

So, for a time, you will be able to choose between the previous print run of this book, for \$12.50 in the box, or the new Gold Edition for \$13.50.

There is one other important change: The error on the title page and copyright page has been corrected in this new print run. Instead of saying “Fifth Edition,” both pages will say “Sixth Edition,” the same as is printed on the cover.

In my new DVD canvass for the *Encyclopedia*, I will show you the Gold Edition. When I do so, I will demonstrate how you can easily still use the edge tabs to locate chapters, even though they may, at first, appear covered by the gold leaf.

To clarify again: gold leaf will also be on the next edition of the Spanish *Encyclopedia*.

I should mention that **I got the idea from my personal copy of the first edition of the 1888 *Great Controversy*.** It is a large 6 x 9-inch book. The 1½-inch book edges are covered with gold leaf. If, in order to increase colporteur sales, the people of God could place gold leaf edging on that priceless colporteur book,—why should we not do the same today to the *Natural Remedies Encyclopedia*?

We need your help—We are sacrificing heavily in order to provide you with *Encyclopedias* at such low wholesale prices, in boxful amounts,—while refusing to sell them to non-colporteurs who, for several months, had been buying lots of them.

We could easily sell this book, in boxful amounts, for \$25.00 a copy. We would make a lot of money by doing that! But we are dedicated to our God-given task of providing the *Encyclopedia* to you at prices only a little above printing house cost. (It was explained to me several years ago how I could get the *Encyclopedia* into Wal-Mart—and really bring in the money. But I turned it down. The book is dedicated for colporteurs to sell.)

How can you express your gratitude for our providing you with a way to support your families, and at the same time cover all your expenses as you go from place to place and distribute missionary literature? (As you know, the back pages of the *Encyclopedia* itself is full of doctrinal information. It is also “missionary literature” of the highest order! We purposely designed it that way.)

You can thank us in two ways:

1 - **Send in stories and helpful suggestions** for the sale of the *Encyclopedia* and other books, such as

Great Controversy, Desire of Ages, Ministry of Healing, etc., to our Colporteur Newsletter website: colporteurministry.org

2 - **Encourage other Advent believers to enter the canvassing work.** When you hear of former canvassers, tell them the good news that once again they can support their families while they go from home to home with messages needed so much today, as we prepare for the end of all things.

Both we and you are doing all this in fulfillment of repeated Spirit of Prophecy counsel. *The canvassing work must be done - and only with the best books.* That is what we have been told.

As you start canvassing—Even though the profit margin on the *Encyclopedia* is remarkable, do not imagine that the money will come easily. You will have to work for every bit of it, traveling, going from door to door, and visiting with the prospects. When, in the strength of God, we try to do our work well, it builds character and helps prepare us for heaven.

As you gain ability, you will be able to gradually switch over from trying to remember what you are to say as you go through the canvass,—to saying it automatically; so you can silently pray more, study the prospect, and gear the canvass to reaching his mind and heart. Eventually, as you become skilled, leading the prospect through a canvass becomes a sweet walk with the angels!

First, learn a basic canvass. The one I wrote is not long and is adapted from the one I earlier wrote for our *How to Sell the Encyclopedia* (English edition). Read the canvass. Practice saying it. Practice a lot more. Go out and knock on doors. Become very self-organized: To bed on time, up, eat, time for prayer and morning worship. Be out of the home by a certain time. Put in your hours, day after day. Set aside one afternoon each week to go shopping and do other things. If stores are open on Sunday morning, that is a good time to do it; since many prospects may be in church. Carefully observe the Bible Sabbath.

Keep your selling price high. Otherwise you are only hurting yourself and the other canvassers. Pray your way through every presentation.

Pay your bills promptly. The Bible says to work on your accounts on Sunday morning. Pay your tithe. Plead for souls. Keep studying how you can improve. Encourage others to begin canvassing. Show them how to get started.

Send stories, canvasses, and sales suggestions to your *Colporteur Newsletter* (it's yours as well as ours): colporteurministry.org. Attend our *Colporteur Training Seminars* when they are in your region, so you can improve your own skills, while helping and encouraging others. Such gatherings can be very encouraging to

everyone who attends. All realize anew that they are not working alone.

You are placing a wonderful book, filled with practical help and important Bible truths in the homes of many, many people. But your goal is not to make money, but to reach souls with the special truths for this time. God will provide for your needs as you put Him first in all that you do.

List of our colporteur hardbacks—Here is a brief listing of our other colporteur hardbacks. There are eleven of them. You may notice that we have changed the cover prices on the first six. This change will be explained very soon below.

Desire of Ages 7 x 9³/₄, color pic's, 1,056 pp., 6 in case, 25# // Large size and print, 213 full-color ill's, hardback book, plus 10 special features! Never a Desire of Ages before like this. (\$85.00 cover price on blue label)

Great Controversy 7 x 9³/₄, color pic's, 960 pp., 6 in case, 23# // Large size and print, 220 full-color pic's, hardback book. All other features like above book. (\$85.00 cover price on blue label)

Great Controversy 5¹/₂ x 8¹/₂, 220 b/w pic's, 960 pp., 10 in case, 26# // Larger print than ABC's, glossy hardback book, 68 charts, Basic Steps, 4 maps, 4 appendixes, 6 indexes (\$55.00 cover price on blue label)

Science vs. Evolution 7 x 9³/₄, 1,008 pp., 8 in case, 32# // Large print, 260 b/w ill's, school textbook and home study, academies, colleges, home schools. (\$55.00 cover price on blue label)

Fabulous First Centuries 5¹/₂ x 8¹/₂, 736 pp., 10 in case, 20# // Large print, 210 b/w pic's, amazing book. Every Protestant pastor will want this. Sabbath change, 15 maps (\$55.00 cover price on tan label)

Bible Readings 5¹/₂ x 8¹/₂, 222 b/w pic's, 736 pp., 10 in case, 24# // Large print, plus 32 pages in color, 736 pp., 13 charts, 2 appendixes, 2 indexes, time line. (\$55.00 cover price on tan label)

Time for Singing 7 x 9, 448 pp., 14 in case, 24# // Beautiful hardback book binding. 420 best old-time songs: 170 worship, 170 Sabbath School and evangelism, 80 children's, 4 indexes (no label)

CHILDREN'S BOOKS

Hand that Intervenes 5¹/₂ x 8¹/₂, 512 pp., 10 in case, 18# // 260 stories, 75 pic's, 43 in color. Spicer's book, newly typeset. Plus *God's Hand in History*, *Basic Steps to Christ*

Missions and Miracles 5¹/₂ x 8¹/₂, 416 pp., 10 in case, 23# // Part 1: 35 biographies. Part 2: 192 stories of God's protecting care, 97 illustrations, plus 41 in color

Adventure Stories 5¹/₂ x 8¹/₂, 416 pp., 10 in case, 19# // Full title: "Adventure Stories from History" 79 thrilling adventures, 208 illustrations, plus 41 in color

Storytime Treasury 5¹/₂ x 8¹/₂, 512 pp., 10 in case, 18# // This book is for younger children. 107 story classics from earlier times, 153 illustrations, plus 56 in color.

One Character Building Library set (1,856 pp.) (\$5.00 each in a box) 4 in case #8 // \$20.00 + \$7.50 = \$27.50

Major improvements on our other colporteur hardbacks—There have been two problems with our eleven colporteur hardback books (listed above). Here are both:

The first problem with these other colporteur hardbacks is that we made the mistake of not putting good cover prices on many of them. **The cover prices are generally either too low or missing entirely.**

We are about to solve that difficulty! We have ordered labels, to which we will add new printed prices, affixing them to the back of each hardback. The labels are specifically manufactured to be extremely difficult to remove. We will try to put the labels on ourselves. We have printed two different prices on them. We are using the colors which best match the back covers of the books. The label prices look exactly like this:

SAMPLES OF THE TWO LABELS

\$55.00

HARVESTIME BOOKS

\$85.00

HARVESTIME BOOKS

The results will be as follows:

Great Controversy 7 x 9³/₄ // Change from \$45.00 to **\$85.00** cover price on blue label.

Desire of Ages 7 x 9³/₄ // Change from \$45.00 to **\$85.00** cover price on blue label.

Science vs. Evolution 7 x 9³/₄ // Change from \$20.00 to **\$55.00** cover price on blue label.

Great Controversy 5¹/₂ x 8¹/₂ // Change from no price to **\$55.00** cover price on blue label.

Fabulous First Centuries 5¹/₂ x 8¹/₂ // Change from \$20.00 to **\$55.00** cover price on tan label.

Bible Readings 5¹/₂ x 8¹/₂ // Change from no price to **\$55.00** cover price on tan label.

Time for Singing 7 x 9 // no label.

As you can see, **this will enable you to sell these books much more easily; for, in your closing can-**

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vass, you turn to the back cover, show the price, and then say something like this: “We can let you have this today for only \$35.00,” etc.

The pressure is not on these other hardbacks, as it is on the *Encyclopedia!* That is the diamond of our hardbacks. So you can sell these other hardbacks for whatever price that they will sell for.

The second problem with these other colporteur hardbacks is that it costs a lot for canvassers to purchase boxfuls of several different titles.

The solution we have arrived at is, with the exception of the *Encyclopedia*, to provide you with two separate boxes of colporteur hardbacks. Each box will contain 1 copy of each of the following books.

First, the set of four children’s books (*Hand that Intervenes, Missions and Miracles, Adventure Stories, and Storytime Treasury*; totalling 1,856 pages) has for over a year been available in a boxed set, called the *Character Building Library Set* (named at the end of above listing of hardbacks).

Second, we are now preparing a second box, this one with the other seven hardbacks: 7 x 9¾ *Great Controversy, Desire of Ages, Science vs. Evolution*; 5½ x 8½ *Great Controversy, Bible Readings, Fabulous First Centuries, and Time for Singing*.

Hardback price correction—Nearly two years ago, someone here wanted to lower the boxful price of three of our hardbacks below what we paid for them, because they were not selling well. But they were not selling well because only boxful quantities could be purchased, and the cover prices were not good. (The idea was to let some of those books go out of print.) Both of those problems are now being corrected, so we can continue to reprint them.

In order to provide the funds to reprint those books, we need to raise the boxful price to what it was on our February 2008 *Missionary Book Order Sheet*, as follows: 7 x 9¾ *Great Controversy* from \$5.00 in the box, back to \$7.40; 7 x 9¾ *Desire of Ages* from \$5.00 in the box, back to \$7.80; 7 x 9¾ *Science vs. Evolution* from \$4.00 in the box, back to \$5.45.

NEW: Combined hardback box—We already have all four children’s hardbacks, totalling 1,856 pp., in a

— AND YOU MAY WISH TO BE PART OF IT

single, custom-ordered box (\$5.00 each in a box; 4 in a case, \$20.00 + \$7.50 = \$27.50).

We now have for you a single box containing one each of the other seven colporteur hardbacks: 7 x 9¾ *Great Controversy, Desire of Ages, Science vs. Evolution*; 5½ x 8½ *Great Controversy, Bible Readings, First Centuries*, and 7 x 9 *Time for Singing*. If you purchased all these boxes, the boxful price on one each of all the books would total \$32.15. We know that you need to be able to purchase these hardbacks in smaller amounts; so we will hand-pack boxes for you for \$30.00 plus shipping. This is less than the boxful prices. In addition, each book will now have the new cover price on it.

Basic principles for colporteurs—Here is a list I compiled recently of Inspired counsel. You will want to read it over every so often: It is a basic primer on how to succeed at the canvassing work:

God is calling for our people to enter the work as canvassers (*Ev 109*).

God calls former colporteurs to return to the work (*6T 332*).

He wants many of our people to help give the last warning message to the world by canvassing (*6T 313*).

He wants you to be His helping hand in this work (*CM 20*).

He will strengthen and bless you as you do take hold of the colporteur ministry (*CM 16*).

The work of the dedicated canvasser is as important as that of the minister (*5T 405*).

Self-supporting missionaries can sustain themselves as colporteurs (*MH 154*).

Because they can support themselves, tithe should not be used to support canvassers (*9T 248-249*).

Colporteur work is one of God’s appointed agencies for extending a knowledge of present truth (*CT 547*).

Conducted properly, colporteur work is missionary work of the highest order (*6T 313*).

It is a great means of finding souls in peril and bringing them to Christ (*6T 324*).

It is one of the most effective ways of gospel labor (*CM 88*).

It is an extremely efficient way to spread the light everywhere (*LS 305*).

It is a means of quickly giving present truth to the world (*9T 69*).

People can be reached by canvassers who cannot hear the preacher’s voice (*6T 313*).

Souls won by colporteurs will be among the most loyal

to the truth (*CM 154*).

Places of religious freedom will be opened by colporteur work when the denominations unite with the papacy to oppress God's people (*6T 478*).

It is one of the best ways that young men can fit themselves for the ministry (*GW 96*).

The conference president's duty is to encourage and help the canvassers (*ChS 145*).

Recruits needed for the colporteur work (*CM 16*).

We should hunt and train believers for the canvassing work (*6T 328*).

Young women should also engage in colporteur work (*8T 229*).

Colporteur work should be going on in all parts of the world (*6T 324*).

Ministers should not divert canvassers from their work (*6T 323*).

Some men can accomplish more in colporteur work than by preaching (*6T 323*).

Satan seeks to lead colporteurs to leave the work (*5T 332*).

Believers should be taught at camp meetings how to canvass (*9T 82*).

This instruction should also be given to the members in the local churches (*6T 44*).

It can provide a livelihood for believers who have lost their employment when accepting the truth (*LS 305*).

Colporteurs should persevere in prayer (*6T 340*).

They should pray for a deeper religious experience (*6T 320*).

They should pray for wisdom (*6T 339*).

They should feel the value of souls (*4T 603*).

They should place a high estimate on the worth of humanity (*6T 317*).

They should pray for others (*CM 58*).

They should feel their dependence upon God (*6T 317*).

They should trust in God to guide and help them (*6T 340*).

Sense the value of what is in the books you are presenting (*CM 88*).

Develop a thorough knowledge of the books you handle (*6T 338*).

Religious books and health books should occupy the field by canvassers at the same time (*6T 328*).

The health books should be given a wide circulation (*6T 326*).

There is an indifference among our people toward colporteur sale of health books; this should not be (*6T 326*).

Sell the books containing truth which are essential for this time (*6T 319*).

These books cannot be too highly estimated (*6T 313*).

Aim for constant improvement (*5T 396*).

Place no bounds on the improvement you make (*5T 403*).

Canvassing strengthens and purifies the mind and heart (*6T 340*).

Develop habits of industry and discretion (*5T 396*).

Develop a spirit and energy that kindle enthusiasm (*5T 404*).

Be cheerful and hopeful in every difficulty (*5T 405*).

Steadily pursue your work (*CM 77*).

Pray and work; work and pray (*6T 319*).

Unceasing perseverance in meeting difficulties (*4T 603*).

Maintain a pleasant disposition (*EV 636-637*).

Maintain a true Christian dignity (*5T 401*).

Show an interest in children (*CM 89*).

Do not be careless and abrupt in approaching the people (*5T 399*).

Much is gained by courtesy when you work with the people (*4T 603*).

Develop tact and skill in dealing with minds (*5T 399*).

Consider how best to arrest the attention (*5T 405*).

Speak clearly and distinctly in full, round tones (*6T 380*).

Pray with families (*4T 390*).

Do not sit idly dreaming of ease and success (*5T 406*).

Rise early in the morning (*4T 603*).

Neatness in dress is important (*CM 65*).

Be temperate in eating (*6T 336*).

When possible, go out two by two (*CM 58*). [Her point is that they can work in a town together, canvass separately, and frequently meet together for prayer.]

Do not spend money needlessly on hotel bills (*5T 400*).

Lodge with private families, instead of at the hotel (*6T 323*).

Sell books in tourist centers (*Ev 585-586*).

Beware of selling the books at too low a price (*5T 401*).

Practice strict economy (*5T 400*).

Keep an accurate account of how you handle your money (*CM 94*).

Pay your accounts promptly (*6T 337*).

Pay promptly for the books you receive (*7T 175*).

Keep out of debt faithfully (*CM 95-97*).

Always be honest (*5T 402*).

Do not swerve from right principles (*6T 318*).

Study so you can explain the Scriptures (*6T 314*).

Counsel regarding dwelling on doctrinal subjects, when conversing with people (*CM 102*).

Keep your Bible near for reference (*CM 37*).

Present truth in humble simplicity (*6T 319*).

Find opportunities for Bible studies (*6T 324*).

Give Bible studies as you are able (*TM 316*).

Give literature judiciously to those who cannot buy (*6T 74*).

Learn to sing the simplest of songs (*CM 91*).

Sing with interested people (*MYP 208*).

Be willing to be taught the best way of approaching individuals and families (*4T 391*).

Become acquainted with people and pray with them (*TM 316*).

Exalt the value of the books you offer (*4T 392*).

W M Medical missionary work should be done while canvassing (9T 34).

1 Teach people how to keep well (CM 89).

5 Have a practical knowledge of the causes of disease (CH 463).

1 Develop ability to give instruction regarding the treatment of the sick (6T 324).

7 Be able to use simple methods to treat the sick (CM 89).

Pray for the sick (9T 172).

Take the sick to God in prayer (WM 125).

As an encouragement to others, send in reports of your work (CM 94). *Send postings to our website, so other canvassers can rejoice!* colporteurministry.org

Take no glory to yourself for success (6T 335)

Do not talk of yourself in a boastful way (5T 404).

How the earlier reformers spread the message throughout Europe—Here is how your spiritual forebears reached the lost through door-to-door work:

WALDENSES (*working in Europe*)—**Read *Great Controversy*, pp. 70-76, for a most thrilling account of how colporteurs brought precious souls to Christ.**

WYCLIFFITES (*working in England*)—“He [Wycliffe] organized a body of preachers, simple, devout men who loved the truth and desired nothing so much as to extend it. These men went everywhere, teaching in the market places, in the streets of the great cities, and in the country lanes. They sought out the aged, the sick, and the poor, and opened to them the glad tidings of the grace of God.”—*Great Controversy*, 87.

LUTHERANS (*working in Germany*)—“[They] traveled through the provinces, visiting hamlets and cottages, **where they sold the books** of Luther and his friends. **Germany soon swarmed with these bold colporteurs.**

“**These writings were studied with deep interest** by rich and poor, the learned and the ignorant. At night the teachers of the village schools read them aloud to little groups gathered at the fireside. With every effort some souls would be convicted of the truth and, receiving the word with gladness, would in their turn tell the good news to others.”—*Great Controversy*, 194.

REFORMERS (*working in Switzerland*)—“‘Ascertain,’ he wrote to Zwingli, ‘whether this man [Lucian] possesses sufficient prudence and skill; if so, **let him carry from city to city, from town to town, from village to village, and even from house to house**, among the Swiss, the works of Luther, and especially his exposition of the Lord’s Prayer written for the laity. **The more they are known, the more purchasers they will find.**’ Thus the light found entrance.”—*Great Controversy*, 178.

FAREL (*providing books for France*)—“With the assistance of other exiles, the writings of the German Reformers were translated into the French language and,

together with the French Bible, **were printed in large quantities. By colporteurs these works were sold extensively in France. They were furnished to the colporteurs at a low price, and thus the profits of the work enabled them to continue it.**”—*Great Controversy*, 231.

More reasons to become a colporteur—And they will thrill your heart!

“If there is one work more important than another, it is that of getting our publications before the public.”—*4 Testimonies*, 390.

“Colporteurs are needed who will go forth to circulate our publications everywhere.”—*The Publishing Ministry*, 349.

“The silent messengers that are placed in the homes of the people, through the work of the canvasser, will strengthen the gospel ministry in every way; for the Holy Spirit will impress minds as they read the books, just as He impresses the minds of those who listen to the preaching of the Word. The same ministry of angels attends the books that contain the truth as attends the work of the minister.”—*6 Testimonies*, 316.

“The bookwork should be the means of quickly giving the sacred light of present truth to the world.”—*9 Testimonies*, 69.

“Canvassers are needed to take up the work of carrying these silent messengers of truth to the people,—canvassers who feel a burden for souls, and who can speak words in season to those who are seeking for light. Some may say, ‘I am not a minister; I cannot preach to the people.’ You may not be able to preach, but you can be an evangelist, ministering to the needs of those with whom you come in contact; you can be God’s helping hand, working as the disciples worked; you can ask those you meet if they love the Lord Jesus.”—*Review*, June 16, 1903.

@@“In a large degree through our publishing houses is to be accomplished the work of that other angel [the fourth angel] who comes down from heaven with great power, and who lightens the earth with his glory.”—*7 Testimonies*, 140.

@@“I am bidden to say to our publishing houses: Lift up the standard; lift it up higher. Proclaim the third angel’s message, that it may be heard by all the world. Let it be seen that ‘here are they that keep the commandments of God, and the faith of Jesus.’ Revelation 14:12. Let our literature give the message as a witness to all the world.”—*9 Testimonies*, 61.

“He [the Lord] gave instruction that every effort should be made to send forth to the world from the press the messages of invitation and warning. Some will be reached by our literature who would not be reached in any other way.”—*8 Testimonies*, 87.

“Canvassers should call the attention of those they visit to our health publications, telling them of the valuable instruction these periodicals contain regarding the

care of the sick and treatment of diseases. Tell them this instruction, studied and practiced, will bring health to the family. Explain how important it is for every family to understand the science of life. Direct their minds to Him who formed and who keeps in motion the wonderful machinery of the body. Tell them that it is our part to co-operate with God, caring wisely for all our faculties and organs.

“The proper care of the body is a great responsibility, and requires an intelligent knowledge of its parts. Tell them that God is dishonored when, for the gratification of appetite and passion, man misuses the machinery of the body, so that it does its work feebly and with difficulty. Tell them that the books you have for sale give much valuable instruction regarding health, and that by practicing this instruction, much suffering and also much of the money spent in paying doctors’ bills, will be saved. Tell them that in these books there is advice which they cannot possibly obtain from their physician during the short visits he makes.”—*Counsels on Health*, 462-463.

“Many are sad and discouraged, weak in faith and trust. Let them do something to help someone more needy than themselves, and they will grow strong in God’s strength. Let them engage in the good work of selling our books. Thus they will help others, and the experience gained will give them the assurance that they are God’s helping hand. As they plead with the Lord to help them, He will guide them to those who are seeking for the light. Christ will be close beside them, teaching them what to say and do. By comforting others, they themselves will be comforted.”—*Review*, January 27, 1903.

@@“We are living in a time when a great work is to be done. There is a famine in the land for the pure gospel, and the bread of life is to be given to hungry souls. There is no better opportunity to do this work than that offered to the consecrated canvasser. Thousands of books containing the precious light of present truth should be placed in the homes of the people.”—*The Publishing Ministry*, 271.

@@“They would read the evidences so wonderful and new to them, and would open their Bibles with a deep and new interest, as subjects of truth that had been dark to them were made plain, especially the light in regard to the Sabbath of the fourth commandment. As they searched the Scriptures to see if these things were so, a new light shone upon their understanding, for angels were hovering over them, and impressing their minds with the truths contained in the publications they had been reading.

“I saw them holding papers and tracts in one hand, and the Bible in the other, while their cheeks were wet with tears; and bowing before God in earnest, humble prayer, to be guided into all truth,—the very thing He was doing for them before they called upon Him. And

when the truth was received in their hearts, and they saw the harmonious chain of truth, the Bible was to them a new book; they hugged it to their hearts with grateful joy, while their countenances were all aglow with happiness and holy joy.

“These were not satisfied with merely enjoying the light themselves, and they began to work for others. Some made great sacrifices for the truth’s sake and to help those of the brethren who were in darkness.—*Life Sketches*, 215.

—The future is bright if we will keep studying the Bible and Spirit of Prophecy, obeying what we read, and staying close to Jesus!

Soon we will be in heaven—and we will rejoice as we gather about the great white throne—with all those who we have been used of God to bring to Christ!

— Vance Ferrell