

# ATTENTION ALL COLPORTEURS PAST, PRESENT, AND “WANNABES”

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- You may have canvassed in the past.
- You may be canvassing now.
- Perhaps you have never canvassed before—but you have a burden to share the final messages with everyone.
- Perhaps you are out of work and would like to start making an income

again, and be glad to place the special messages for these last days in home after home.

Regardless of your situation,—**HERE ARE ELEVEN REASONS** why you should consider canvassing with our *Natural Remedies Encyclopedia*:

## THE FIRST REASON

We are now in the worst recession since the 1930s. The experts maintain that, at the very least, it is going to continue for several years. Many can no longer afford to pay medical bills, much less visit a doctor.

## THE SECOND REASON

People are living, eating, drinking, and smoking in such a way that physical degeneracy and sickness are rapidly overwhelming the nation.

## THE THIRD REASON

Medical costs of all kinds are skyrocketing. The drug industry is charging an excessive amount. The hospitals are charging increasingly high rates for stays and operations. Medical equipment costs have ballooned in recent years.

## THE FOURTH REASON

Many are becoming increasingly aware of the dangers in taking drug medications, and would like to get away from using any of them. They want a way to solve their own problems and take care of their loved ones who are ill at home.

## THE FIFTH REASON

As soon as it is shown to them, people recognize that there is no book on the market like the *Natural Remedies Encyclopedia*. They want a copy for themselves! For the cost of a single visit to a doctor, they can have it!—And it will be in their home for years to come!

## THE SIXTH REASON

The *Natural Remedies Encyclopedia* provides simple home remedies for over 700 diseases and disorders. Most books only provide a quick overview of about 75 to 150 diseases. It is the only book which also provides a complete guide to the use of healing herbs and water treatments. It even tells how to deliver babies, as well as a host of other practical information.

## THE SEVENTH REASON

The GOLD EDITION of the *Encyclopedia* has now arrived here from the printing house! With gold leaf on its 2-inch edges, the book looks like a \$200.00 jewel! There is nothing like it anywhere!

## THE EIGHTH REASON

The *Natural Remedies Encyclopedia* is available from us in boxful amounts at the lowest possible cost—but only to colporteurs. As a door-to-door canvasser, you will be the one making the profit, not us. And there are no middle men; you purchase the books directly from us.

## THE NINTH REASON

The *Natural Remedies Encyclopedia* can provide you with a remarkably large profit margin. Each book, in boxful amounts, costs a colporteur \$13.50; yet he can easily sell it for \$60.00 to \$100.00 per copy. (Cover price is \$135.00.)

## THE TENTH REASON

As of November 2009, we only sell *Encyclopedias* in boxful quantities to canvassers, and require that they not sell them for less than \$60.00 a copy. Store and online sales are forbidden.

## THE ELEVENTH REASON

Beginning in 2010, we will conduct regular *Colporteur Training Seminars*. The head instructor is Ed Rockwell, a veteran canvasser of over 25 years experience. Ed sells every copy for \$100.00,—never less. Yesterday he told me that, in the preceding eight working days, he sold every home he canvassed, and made over \$10,000 in sales. Do you want him to train you? If so, phone him at 301-616-0216. He is in charge of arranging the seminars. Ed is dedicated to helping you succeed—for he knows that in the back of every *Encyclopedia* is a complete section explaining every crucial last-day doctrine which the world needs at this time!

—vf

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# HERE IS HOW TO GET STARTED !

## FIRST —

Pray earnestly and seek guidance from your heavenly Father. Ask Him whether He wants you to further explore this possibility of entering (or re-entering) the canvassing work. If you choose to do it,—*you will be presenting very helpful, full-message books which the world needs right now!* This is an important decision. You want to arise from prayer—feeling the weight of God’s hand on you; a conviction that He is calling you to this special work.

## SECOND —

Phone Ed Rockwell (301-616-0216) to learn more; and sign up with him for attendance at one of the Colporteur Training Seminars which will be held in the coming months. Our plan is to schedule one every three months.

One way this can be done is to travel to, and attend, a Seminar wherever Ed will hold it.

Another is get a group together in your wider area—and then contact Ed that you have a number of folk ready for a Seminar.

How are the costs covered for each Seminar?

(1) The group in each area where it is held is responsible for locating (and possibly renting) a central meeting hall for group meetings, where instruction and sample canvasses will be presented. And, hopefully, lodging will be provided for those who will be attending. (2) Each person attending is responsible for his own transportation, food, and lodging.

Notice that all costs are kept at a minimum. Our plan is not to inflate the wholesale price per book copy charged you to pay for these Seminars. Every book sold gives you all the profit.

At each Seminar you will be able to either help train others (if you are an experienced canvasser) or receive training from veteran colporteurs (if you are inexperienced). Ed will lead out in this training program. With over 25 years experience, going from door to door, Ed places every copy for \$100.00,—never less. He wants to help you succeed also! His heart is in the work. Ed is in charge of arranging and holding the seminars. Call him at 301-616-0216.

## THIRD —

Contact us and request the following:

1 - Ask us to send you a copy of the Colporteur Sales Agreement. When you receive it, fill it out (make a copy for yourself if you wish), and mail it back to us.

2 - Ask for the latest Missionary Book Order Sheet. Page 1 lists 13 lowest-cost Spirit of Prophecy books which you may wish to sell or hand out free. All but one are paperbacks. Page 2 has low-cost paperbacks: 18 doctrinal, 3 health, and 8 Spanish. Page 4 is all about the English and

Spanish Natural Remedies Encyclopedia. Page 5 lists our 7 other hardback colporteur books, 4 children’s hardbacks, and our other colporteur supplies (primarily needed by those doing lead-card canvassing).

3 - If you do not have one, order one each of the following: (1) Our Colporteur Canvasses booklet (\$5.50 ppd.) on page 5, (2) Our How to Sell the Encyclopedia (\$6.50 ppd.) on page 4. (Request either the English, English-Spanish, or full Spanish edition.) If you are interested in lead-card canvassing, obtain a copy of our Starter Kit (\$8.00 ppd.). Note that it already has a copy of Colporteur Canvasses in it.

4 - Ask for a copy of our 4-part tract set, entitled A Powerful New Colporteur Program (WM—1514-1517). It contains current information on our new colporteur program.

5 - Consider ordering a copy of our 632-page paperback, Colporteur Handbook (\$6.00 ppd.). But this may not be necessary; for the How Sell book has some of the best “answers to objections” from that book (which has dozens).

## FOURTH —

Study over the material we have sent you. When you are ready (and after your Colporteur Sales Agreement has been approved by our office), phone us and order a box of the Encyclopedia. Why are we so cautious about who we sell the Encyclopedia to? We must eliminate competitive selling of that book by other sources; for it hurts colporteur sales. We want our canvassers to succeed. They cannot do so if the Encyclopedia is being sold by anyone (colporteurs included!) on the internet!

## FIFTH —

As soon as you receive the How to Sell the Encyclopedia booklet, begin studying the basic canvass for the Encyclopedia. It is not complicated. Read it, memorize it, practice it alone; then, if feasible, begin practicing it on someone else. Then, before you quit your current employment, go out on Sundays and begin going from door to door. Every contact made is increasing your ability, whether or not you make a sale. Gradually build experience. Pray your way through it. You are learning how to spread the message widely—while at the same time learning how to support your family with it. Please note that we are not competing with HHES, the conference program. You are welcome to continue selling their various books also—or any others. We just want to help you in getting the work done—so Christ can return soon and all of us, with those we have brought into the truth, can go to heaven, evermore to live with the faithful of all ages! —vf

# Harvestime Journey to Africa

**Recently, one of our workers went to Africa to encourage and help train native workers. During his four-week stay there in November, he learned many things. This is the report that he brings back:**

There is a great famine all across Africa. Not a thirst for water or a want of bread, but a lack of Spirit of Prophecy books. This dearth of books is not a recent phenomenon—it has been an inconvenient truth for years.

Visitors to African countries are shocked to find the ABC bookshelves bare of Spirit of Prophecy books. ABC clerks tell us that African church members, themselves, come in daily and voice their complaint. Managers claim they are powerless; for they are only able to sell that which the Union printing house supplies them. They are not permitted to buy Spirit of Prophecy books from “unapproved” sources.

The few available books, sometimes found in ABCs, are priced beyond the reach of many. For example, a paperback *Great Controversy* would cost at least \$20.00 in one country, an amount afforded by only a few. This situation is made even worse by the unavailability of books translated into local languages, which means that non-English speaking people have no way to obtain and read the books for themselves.

Inquiry was then made of some conference leaders. They said that they, too, are powerless. The suggestion to print Spirit of Prophecy books that the people want must come from the Union leaders, they told me. The average African Adventist believes there is a conspiracy to withhold Spirit of Prophecy from the Seventh-day Adventist membership in Africa.

While we have not contacted union or division leaders, we know from their actions that the General Conference leaders are fully into the ecumenical movement; and, for practical purposes, they have forsaken the Spirit of Prophecy. Even simple tracts for evangelistic purposes are also becoming increasingly unavailable. There is little or no effort being made to ensure that our precious truth-filled Spirit of Prophecy materials can be placed into the hands of our people, much less distributed to those out in the world.

The draught of living water seems to be consciously dammed at one or all of these upper levels of leadership. All high clerical leaders are carefully

sifted; and, after being tested, only those are promoted who prove their singleness of loyalty to the structure rather than to the Inspired books.

One man approached the leaders of a particular country to work with them to get Spirit of Prophecy books printed for the people. He was refused. So he went directly to the Adventist publishing house. They gave him a quotation that was 250% higher than a commercial printing firm. Since then, he has printed and distributed 67,000 Spirit of Prophecy books by himself.

What can be done? Another man in another country reported that he could receive Spirit of Prophecy books from Harvestime Books cheaper than he could get them printed in Africa. We can print *Steps to Christ* for 26 cents per book, as opposed to 40 cents per book if it is done in Africa. When shipping in a large volume, it is still cheaper to print and send *Steps to Christ* to Africa than it is for them to print it there.

For years, Harvestime Books has done its best to supply the many cries for Spirit of Prophecy books that come to us from the English-speaking countries of Africa. Harvestime Books is well-known in most of those English-speaking countries because of this. If it were not for the books we send, all of Africa would be like the Sahara desert, as far as the Spirit of Prophecy is concerned.

One man in a French-speaking country testified that he had to trade a cow (\$200.00 value) in order to obtain a hardback *Great Controversy* in French. French Spirit of Prophecy books in his country are almost nonexistent.

Both in orphanages and mud huts, our book, *Pocket Song Book*, can be found when singing is heard in the morning and evening worship seasons. (As you know, it is a lowest-cost words-only song-book which Vance originally published so prisoners in U.S. prisons would be able to sing. They love it also.)

We appeal to our readers to continue to support our African Book ministry. We really need to do more. Your support allows Harvestime Books to be a continued and needed light to our English-speaking brethren in Africa and other parts of the world.

(Names of persons and places have been withheld in order to protect those trying to carry on God’s work in Africa.)

# Caffeine's Hidden Dangers

Americans are hooked on caffeine. Ninety percent consume it in one form or another every single day. Over half consume more than 300 milligrams of caffeine every day. It is our nation's most popular drug. It is in coffee, tea, cola, chocolate, and a variety of other things.

Caffeine is an addictive drug. It operates on the brain, using the same mechanisms as amphetamines, cocaine, and heroin to stimulate the brain. Although it is milder than the others, it is manipulating the same channels. This is one of the reasons it is addictive.

If you think that you cannot function every day without it, and must consume it every day—you are addicted to caffeine.

Caffeine is trimethylxanthine. Its chemical formula is  $C_8H_{10}N_4O_2$ . When isolated in pure form, caffeine is a white crystalline powder that tastes very bitter.

Physicians use it as a cardiac stimulant and also as a mild diuretic (increases urine production). But regular folk take it for the apparent "boost of energy" or feeling of heightened alertness it gives. It is often used to help people stay awake longer.

Obviously, what is happening is that the body is tired and needs rest; but, instead, it is whipped into action. Beating a horse always hurts it. The body, repeatedly pushed into greater activity when it wants to stop for rest, is gradually damaged. Instead of recovering, organs gradually weaken. Eventually, the weakest ones become diseased, and the person wonders why it happened.

Caffeine occurs naturally in many plants, including coffee beans, tea leaves, and cocoa nuts. Because of this, it is found in a wide variety of food products. In addition, caffeine is added to many other foods, including beverages.

Here is a dangerous menu to think about:

- Coffee: Typical drip-brewed coffee contains 100 milligrams (mg.) per 6-ounce (oz.) cup.

Whether you are buying it at Starbucks or a store, drinking it at home or at the office, out of a mug or commuter's cup, you are consuming it in one of three sizes: 12 oz. (200 mg.), 14 oz. (234 mg.), or 20 oz. (334 mg.). That is a lot of caffeine!

- Tea: Typical brewed tea contains 70 mg. in each 6-oz. cup.

- Cola drinks: Coke, Pepsi, Mountain Dew, etc., contain 50 mg. per 12-oz. can. Jolt contains 70 mg. per 12-oz. can.

- Chocolate: Typical milk chocolate contains 6 mg.

per oz.

- Drugs: Anacin contains 32 mg. per tablet. No-doz contains 100 mg. per tablet. Vivarin and Dexatrim contain 200 mg. per tablet.

Sit down and calculate how much you are taking each day, and you might be surprised. Many people consume a gram (1000 mg.) or more every single day, without realizing it.

Just what does caffeine do when it gets into the body?

As your body becomes fatigued, adenosine is made in the brain and binds to adenosine receptors. This causes drowsiness by slowing nerve cell activity. You want to stop and rest. You want to go to sleep. This is good; for you need the rest. In the brain, the adenosine also causes blood vessels to dilate (enlarge), so more oxygen can reach the brain during sleep.

But when caffeine is taken into the stomach, it travels quickly to the brain. Once there, it does what adenosine normally does; it binds to the adenosine nerve receptors. But, instead of slowing cellular activity, it speeds it up. The cell can no longer bind with adenosine, because caffeine is linked up with all its available receptors.

The cell begins accelerating its activity. Because adenosine is shut out, the brain's blood vessels begin to constrict (narrow).

The increased neuron firing in the brain awakens the pituitary gland to action. Some kind of emergency must be taking place! So the pituitary signals the adrenal glands to produce adrenaline (epinephrine), the "fight or flight" hormone.

The longer-term effects of using caffeine tend to spiral down. Once the adrenaline wears off, you face even greater fatigue—and also depression. More caffeine is taken; and soon the body is jumping into emergency levels all day long. You become jumpy and irritable.

Because the half-life of caffeine is six hours, by the time you go to bed, you cannot get to sleep or you will not obtain the deep sleep you need. (If the last cup of coffee was taken at 3 p.m., by 9 p.m., you will still have 100 mg. in your body.) So the next morning you feel worse—and you need caffeine to get you out of bed.

You have started another day, beating the horse. This is why 90% of Americans consume caffeine every day. But if you try to stop, you will get terrible, splitting headaches as blood vessels in the brain dilate. So you go back to caffeine.