

Selling Great Controversy

**Part Three
by Leon Edinger**

**Everything else
by the Editor of Harvestime Books**



Harvestime Books

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Selling Great Controversy

by Leon Edinger, and Editor

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“When the storm of God's wrath breaks upon the world, it will be a terrible revelation for souls to find that their house is being swept away because it is built upon the sand. **Let the warning be given them before it is too late.** We should now feel the responsibility of laboring with intense earnestness to impart to others the truths that God has given for this time. **We cannot be too much in earnest.**

“The heart of God is moved. Souls are very precious in His sight. **It was for this world that Christ wept** in agony; for this world He was crucified. God gave His only-begotten Son to save sinners, and **He desires us to love others as He has loved us. He desires to see those who have a knowledge of the truth imparting this knowledge to their fellow men.**

“Now is the time for the last warning to be given. There is a special power in the presentation of the truth at the present time; but how long will it continue? Only a little while. If there was ever a crisis, it is now.

“All are now deciding their eternal destiny. Men need to be aroused to realize the solemnity of the time, the nearness of the day when human probation shall be ended. **Decided efforts should be made to bring the message for this time prominently before the people.** The third angel is to go forth with great power. **Let none ignore this work or treat it as of little importance.”**

— 6 Testimonies, page 16

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— Part One —

The Special Book for Our Time in History

Here are a few of the many inspired statements about this—the most important book written in the past 19 centuries.

“Great Controversy should be very widely circulated. It contains the story of the past, the present, and the future. In its outline of the closing scenes of this earth’s history, it bears a powerful testimony in behalf of the truth. I am more anxious to see a wide circulation for this book than for any others I have written; for in *Great Controversy*, the last message of warning to the world is given more distinctly than in any of my other books.”—Colporteur Ministry, 127 (Letter 281, 1905).

“The results of the circulation of this book [*Great Controversy*] are not to be judged by what now appears. By reading it some souls will be aroused and will have courage to unite themselves at once with those who keep the commandments of God. But a much larger number of those who read it will not take their position until they see the very events taking place that are foretold in it. The fulfillment of the predictions will inspire faith that others will also come to pass, and when the earth is lightened with the glory of the Lord in the closing work, many souls will take their position on the commandments of God as the result

of this agency.”—*Colporteur Ministry*, 128-129.

“As the spirit of God has opened to my mind the great truths of His Word, and the scenes of the past and the future, I have been bidden to make known to others that which has thus been revealed—to **trace the history of the controversy in past ages, and especially so to shed a light on the fast-approaching struggle of the future.**”—*Great Controversy*, xi.

ALL EDITIONS EQUALLY INSPIRED

Here are several sample quotations, showing that all of the editions of this book are equally inspired of God.

1884 EDITION

“I was shown . . . that I should devote myself to writing out the important matters for *Volume Four* [*Spirit of Prophecy, Volume 4* was the 1884 Edition of *Great Controversy*]; that **the warning must go where the living messenger could not go, and that it would call the attention of many to the important events to occur in the closing scenes of the world’s history.**”—*Colporteur Ministry*, 128.

1888 EDITION

“**The keeping of *Great Controversy* from the field has done a work that men will have to answer for in the judgment.**”—*Manuscript 64*, 1894.

no one feels the necessity or the importance of bringing it to the people. Brethren, how long am I to wait for you to get the burden?*1888 Materials*, 654 (B.L., 1890).

“**Light was in that book which came from Heaven; but what account will those men have to give to God for the little faith and confidence manifested in that book that the warnings should not come to the people when they should have**

had them.”—1888 *Materials*, 1280-1281.

“A few day ago I received a copy of the new edition of the book, *Great Controversy*, recently printed at Mountain View, and also a similar copy printed at Washington. The book pleases me. I have spent many hours looking through its pages, and I see that the publishing houses have done good work.”—3 *Selected Messages*, 123.

1911 EDITION

“The book, *Great Controversy*, I appreciate above silver or gold, and I greatly desire that it shall come before the people. While writing the manuscript of *Great Controversy* I was often conscious of the presence of the angels of God. And many times the scenes about which I was writing were presented to me anew in visions of the night, so that they were fresh and vivid in my mind.”—W-55, 1911 (*Letter 56*, 1911; *Colporteur Ministry*, 128).

HISTORY OF SATAN'S HATRED FOR THIS BOOK

No other book written by Ellen White—or for that matter, any other modern book—has been the special target of the devil—as has *Great Controversy*.

Satan was determined to keep the book from being written, to keep it from being published, or cause men to slander its content so it would be ignored. **That work continues today!**

As soon as the initial *Great Controversy* vision was given to Ellen White at Lovett's Grove, Ohio, Satan attacked her with paralysis. Such an occurrence never happened again in her lifetime. God permitted this to show her the importance of that information which must go to the people. It was also to serve as a power-

ful lesson to the people of God, who afterward would learn of that attack, that they must read and circulate that book as widely as possible!

In the late 1870s, Ellen White was having a difficult time finding opportunity to prepare the 1884 edition of the book. All kinds of pressures and problems were being placed upon her. Finally, at the beginning of 1881, the Lord told Ellen that she must leave Battle Creek and move to the West Coast so she could give her full attention to book production.

At first, James agreed to this plan, but, soon after, he realized that the work at the Review would fall into the hands of incompetent men if he resigned as its head.

But God knew that producing *Great Controversy* was more important than remaining at Battle Creek any longer. Within a week or so, James became ill and died. Immediately, Ellen left for the West Coast and the 1884 edition was completed and printed.

I discovered the above sequence of events while preparing my extensive history of the book (*Editions of Great Controversy*, 5½ x 8½, 504 pp., 1994, \$8.00+ \$3.00 p&h)—which is the most complete book on the subject ever prepared. (Read pp. 48-67 for the complete story of events in 1881.)

The 1884 edition was the first large book she had ever written. (The large books of *Testimonies* consisted of collections of individual letters.) **Believe not those who tell you that none of her books after 1880 are any good, for she hardly wrote any books before then!**

As soon as the 1884 edition was off the press, the Lord guided Ellen to journey to Europe, where she remained for two years. During that time (1885-1886), He instructed her that she must do a major enlarge-

ment of that book! Does that help impress upon you the importance of Great Controversy? **The 1884 edition was her first large book, and the major revision of it—the 1888 edition—would become her second large book!** Both books were equally inspired, but one was larger.

Unfortunately, after James died, other men took command at the Review office. **Satan had tried to kill Ellen White shortly after she received the *Great Controversy* vision at Lovett's Grove. Then he tried to embroil her in so much controversy and turmoil that she could not write the 1884 edition.**

Next, he set to work convincing the editors at the printing houses—both at the Review and Pacific Press—that they should not publish her enlarged edition!

We first learned this from a paper prepared by A.L. White, Ellen's grandson, which he wrote in 1938. You will find his complete research paper on pp. 429-439 of my book, *Editions of Great Controversy*.

Several excuses were offered for not printing and circulation *Great Controversy*: One was that it was too large a book, yet other books they were about to print were equally large. Another was that *Bible Readings* was more important, but she said *Great Controversy* was more important. Yet another excuse was that they would print it if she would forego taking any royalties or only the lowest ones. But God had told her that she needed to money to help with projects which the church neglected. A final excuse was that *Patriarchs and Prophets* should be printed first.

Statements clarifying some of these problems are quoted below.

Satan was in all this. Finally, the book was printed. Still later, when the plates became worn in 1909, she

gave permission for her assistants to locate source references for the historical quotations in the book. The result was the 1911 edition, which is equally inspired as the earlier editions.

In later years, ***Great Controversy* has been attacked more by critics than any other of her writings!** Either this edition or that edition is no good, or they are all useless for some reason or other.

Other excuses, which you will hear are these: “*Great Controversy* should not given to people first. Give them *Steps to Christ* and, if you ever meet those people in later years, it will then be time to give them *Great Controversy*.” “It is not time now for that book. We must wait till later.” “The book is politically insensitive to churches and governments. It should not be distributed anymore.”

On and on go the excuses. People do not realize that they are playing into the hands of Satan when they make such comments.

In order that there may be no further excuses, we here at Harvestime Books have now provided you with a large, hardback, large-print, 960-page, 220-illustration edition, with 68 charts, 4 maps, 4 appendixes, and 6 indexes—for (at the time of this writing) only \$2.66 a copy in boxfuls of 10 to a box! (Write and ask for a *Missionary Book Order Sheet*.)

There can no longer be any excuse for giving away or selling an extremely attractive and readable edition of this invaluable book—the book needed more by the people in the world today than any other.

For *Great Controversy* alone (whether it be in the 1884, 1888, or 1911 edition) warns them of coming events and tells them how to prepare to meet them!

QUOTATIONS ABOUT GREAT CONTROVERSY

“In this vision at Lovett's Grove, most of the matter

of the *Great Controversy* which I had seen ten years before, was repeated, and I was shown that I must write it out. **That I should have to contend with the powers of darkness, for Satan would make strong efforts to hinder me**, but angels of God would not leave me in the conflict, that in God must I put my trust.”—*2 Spiritual Gifts, 70.*

“For several weeks I could not feel the pressure of the hand, nor the coldest water poured upon my head. In rising to walk, I often staggered, and sometimes fell to the floor. In this condition I commenced to write the *Great Controversy*. I could write at first but one page a day, then rest three; but as I progressed, my strength increased. The numbness in my head did not seem to becloud my mind, and before I closed that work, the effect of the shock had entirely left me.

“At the time of the conference at Battle Creek, June, 1858, Sr. Hutchins, who now sleeps in Jesus, was greatly afflicted with sickness, and we all felt that she would then go down into the grave unless the Lord raised her up. While praying for her the power of God rested upon us all, and as it came upon me, I was taken off in vision. **In that vision I was shown that in the sudden attack at Jackson, Satan designed to take my life to hinder the work I was about to write**; but angels of God were sent to my rescue, to raise me above the effects of Satan's attack. I saw, among other things, that I should be blest with better health than before the attack at Jackson.”—*2 Spiritual Gifts, 272.*

“I was moved by the Spirit of the Lord to write that book, and while working upon it, I felt a great burden upon my soul. I knew that time was short, that the scenes which are soon to crowd upon us would at the last come very suddenly and swiftly, as represented in the words of Scripture: ‘The day of the Lord

so cometh as a thief in the night.'

"The Lord has set before me matters which are of urgent importance for the present time, and which reach into the future. The words have been spoken in a charge to me, 'Write in a book the things which thou hast seen and heard, **and let it go to all the people; for the time is at hand when past history will be repeated.**' I have been aroused at one, two, or three o'clock in the morning with some point forcibly impressed upon my mind, as if spoken by the voice of God . . .

"I was shown . . . that I should devote myself to writing out the important matters for *volume 4 [The Great Controversy]*; that **the warning must go where the living messenger could not go, and that it would call the attention of many to the important events to occur in the closing scenes of this world's history.**"—*Letter 1, 1890; Colporteur Ministry, 127-128.*

"The results of the circulation of this book [Great Controversy] are not to be judged by what now appears. By reading it, some souls will be aroused, and will have courage to unite themselves at once with those who keep the commandments of God. But a much larger number who read it will not take their position until they see the very events taking place that are foretold in it. The fulfillment of some of the predictions will inspire faith that others also will come to pass, and when the earth is lightened with the glory of the Lord, in the closing work, **many souls will take their position on the commandments of God as the result of this agency.**"—*Manuscript 31, 1890; Colporteur Ministry, 128-129.*

"As soon as Great Controversy came from the press, it should have been pushed forward above every other book. I have been shown this. Had it

been circulated at the time it was lying idle, there would have been a very different order of things among our workers. The impressions made would have brought decided changes. But instead of this the book was suppressed . . . The book that should have gone did not go; and the men who should have worked to carry it forward, discouraged the canvassers from handling it. Thus saith the Lord, 'I will judge for this false, dishonest work.'"—*Manuscript B.L. 1899; quoted in A.L. White, The Circulation of Great Controversy.*

"When the *Great Controversy* should have been circulated everywhere, it was lying dead in the Review and Herald Office and the Pacific Press."—*Letter 35, 1899.*

"My mind has been so fully occupied with the burden upon me of **getting before the people the light having especial reference to these last days, and the crisis before us. The world is to be warned,** and I have felt so deeply over *Volume Four [Great Controversy]* standing still as it has done . . . I have spread before them the light given me of heaven in that book."—*Manuscript E-25a 1899.*

"The sale of *Bible Readings*, had it been preceded by the sale of *Great Controversy*, would have had far more weight than it had in going first . . . **The keeping of Great Controversy from the field has done a work that me will have to answer for in the Judgment.**"—*Manuscript 64, 1894.*

"This book has to a great degree been misplaced by another book, which has kept from the world the light God has given."—*Manuscript 24, 1891.*

"For nearly two years the book containing warnings and instructions from the Lord, given especially for this time, has been lying in our publishing houses, and **no one feels the necessity or importance of bring-**

ing it before the people. Brethren, how long am I to wait for you to get the burden? . .

“Has the Lord moved upon my mind to prepare this work to be sent everywhere, and is He moving upon my brethren to devise plans which shall bar the way so that the light which He has given me shall be hid in our publishing houses instead of shining forth to all who will receive it?

“It is now urged that only one book at a time shall have a place in the field—that all the canvassers shall work for the same book. I do not see the force or propriety of this. **If the Lord has light for His people, who shall venture to put up barriers so that the light shall not reach them?** One book is published at little expense, and it is therefore sold cheaply; other books that present truths essential at this time, have involved greater expense; shall they therefore be kept from the people? . . The presidents of our conferences have a duty to do, our board of directors should have something to say in this matter, that the different branches of God’s work may receive equal attention.

“If our canvassers are controlled by the prospect of financial gain; if they circulate books on which they can make the most money, to the neglect of others that the people need, I ask, in what sense is theirs a missionary work? Where is the missionary spirit?—the spirit of self-sacrifice? . .

“I speak to you who are engaged in the canvassing work. Have you read *Volume Four [Great Controversy]*? **Do you know what it contains? Have you any appreciation for the subject matter? Do you not see that the people need the light therein given?** If you have not already done so, I entreat you to read carefully these solemn warnings and appeals. I am sure that **the Lord would have this work carried into all the**

highways and byways where there are souls to be warned of the dangers so soon to come.”—*Letter 1, 1890.*

“Light was in that book [Great Controversy] which came from Heaven; but what account will those men have to give to God for the little faith and confidence manifested in that book that the warnings should notb come to the people when they should have had them. I am so glad the people can have them now. **The delay was Satan’s devising. He was working diligently and had brought about a condition of things that the work cannot go as it would have gone.**”—*Letter 55, 1894.*

“Years ago when I was in Battle Creek, I was much distressed that *Great Controversy* should lie idle on the shelf. For two years it was held back that *Bible Readings* might have more attention. All that I could say did not change the course of those who had control of the canvassing work . . . There is not now a studied, determined effort to hold back those books that are of the most importance.”—*Letter 70, 1907.*

“Through the instruction to the canvassing agents, **Great Controversy had little opportunity to be circulated, and was nearly eclipsed. There is danger that the same course will be followed,** therefore it is necessary to refer to the light given on this subject. It was presented to me that one book was crossing the track of another. This is not righteous judgment.”—*Letter 91, 1899.*

WHAT ARE THE MOST IMPORTANT BOOKS?

What books did Ellen White consider most important? Those who distribute missionary books free of charge, those who sell them door to door, and those who sell them in our book and health food stores will

want to know which books should be especially pushed.

The books she considered to be most important were these: First and foremost, *Great Controversy*. Second, *Patriarchs and Prophets*, and *Daniel and Revelation*. Why?

All three books reveal Satan's devices and the coming crisis better than other books. It is for that reason that we are printing a small book, *In the Beginning*, containing exactly those portions of *Patriarchs and Prophets* which present her special messages about Satan, the origin of evil, the importance of the law of God, and warnings of the coming crisis.

In 1908, she received a dream which helped explain why this was:

"After a while I fell asleep again. This time I seemed to be in a council meeting where our book work was being discussed. There were a number of our brethren present, leaders in our work, and Elder Haskell and his wife were there consulting together and with the brethren about the circulation of our books, tracts, and periodicals.

"Elder Haskell was presenting strong reasons why **the books which contain the knowledge that has been communicated to Sister White—the books containing the special message to come to the world at this present time—should be more freely circulated. 'Why,' he inquired, 'do not our people appreciate and circulate more widely the books bearing the divine credentials? Why is not a specialty made of the books containing the warnings regarding Satan's work? Why do we not give greater effort to circulating the books that point out Satan's plans to counterwork the work of God, that uncover his plans and point out his deceptions?** The moral evils of his deceptions are to be removed by opening the eyes of

the people so that they shall discern the situation and the dangers of our times; so that they shall make diligent effort to lay hold by faith upon Christ and His righteousness.' A messenger from heaven stood in our midst, and he spoke words of warning and instruction."—9 Testimonies, 66-67.

The other important book was *Desire of Ages*.

For this reason, we here at Harvestime Books intend to print lowest-cost, large, hardback, large-print editions of each of those books, plus *Bible Readings*, which is also a very important book.

(Although she mentioned *Christ's Object Lessons* several times, it was only for the purpose of selling the book to eliminate the debt on our schools at that time.)

The book she spoke more about than any other—referring to what it contained—was *Great Controversy*. But here are several statements about the other important books for placement by our canvassers:

The ***Great Controversy*** should be very widely circulated. It contains the story of the past, the present, and the future. In its outline of the closing scenes of this earth's history, it bears a powerful testimony in behalf of the truth. **I am more anxious to see a wide circulation for this book than for any others I have written;** for in *The Great Controversy*, the last message of warning to the world is given more distinctly than in any of my other books."—*Letter 281, 1905; Colporteur Ministry, 127.*

"Patriarchs and Prophets, Daniel and the Revelation, and the ***Great Controversy*** are needed now as never before. They should be widely circulated because the truths they emphasize will open many blind eyes . . . Many of our people have been blind to the importance of the very books that were most needed. Had

tact and skill then been shown in the sale of these books, the Sunday-law movement would not be where it is today.”—Review, Feb. 16, 1905; *Colporteur Ministry*, 123.

In the ***Desire of Ages, Patriarchs and Prophets, the Great Controversy***, and in ***Daniel and the Revelation***, there is precious instruction. These books must be regarded as of special importance, and every effort should be made to get them before the people.”—*Letter 229, 1903: Colporteur Ministry, 123.*

“The light given was that *Thoughts on Daniel and the Revelation, the Great Controversy, and Patriarchs and Prophets*, would make their way. They contain the very message the people must have, the special light God had given His people. The angels of God would prepare the way for these books in the hearts of the people.—*Special Instruction Regarding Royalties, p. 7. (1899); Colporteur Ministry, 123-124.*

“The larger books, ***Patriarchs and Prophets, the Great Controversy***, and the ***Desire of Ages***, should be sold everywhere. These books contain truth for this time,—truth that is to be proclaimed in all parts of the world. Nothing is to hinder their sale.”—*Colporteur Ministry, 124.*

“How many have read carefully ***Patriarchs and Prophets, the Great Controversy, and the Desire of Ages***? I wish all to understand that my confidence in the light that God has given stands firm.”—*Letter 90, 1906; Colporteur Ministry, 126.*

“God would be pleased to see the ***Desire of Ages*** in every home. In this book is contained the light He has given upon His word.”—*Letter 75, 1900; Colporteur Ministry, 126.*

God gave me the light contained in the ***Great Controversy and Patriarchs and Prophets*** and this light

was needed to arouse the people to prepare for the great day of God, which is just before us. These books contain God's direct appeal to the people. Thus He is speaking to the people in stirring words, urging them to make ready for His coming. The light God has given in these books should not be concealed."—*Manuscript 23, 1890; Colporteur Ministry, 129.*

Many will depart from the faith and give heed to seducing spirits. **Patriarchs and Prophets** and the **Great Controversy**, are books that are especially adapted to those who have newly come to the faith, that they may be established in the truth. The dangers are pointed out that should be avoided by the churches. Those who become thoroughly acquainted with the lessons in these books will see the dangers before them, and will be able to discern the plain, straight path marked out for them. They will be kept from strange paths."—*Letter 229, 1903; Colporteur Ministry, 129-130.*

THE SPECIAL BOOK FOR OUR TIME

"Through the illumination of the Holy Spirit, **the scenes of the long-continued conflict between good and evil have been opened to the writer of these pages.** From time to time I have been permitted to behold the working, in different ages, of **the great controversy between Christ, the Prince of life, the Author of our salvation, and Satan, the prince of evil, the author of sin, the first transgressor of God's holy law.** Satan's enmity against Christ has been manifested against His followers. The same hatred of the principles of God's law, the same policy of deception, by which error is made to appear as truth, by which human laws are substituted for the law of God, and men are led to worship the creature rather than the Creator, may be

traced in all the history of the past.”—*Great Controversy*, 10.

“As the Spirit of God has opened to my mind the great truths of His word, and the scenes of the past and the future, **I have been bidden to make known to others that which has thus been revealed—to trace the history of the controversy in past ages, and especially so to present it as to shed a light on the fast-approaching struggle of the future.** In pursuance of this purpose, I have endeavored to select and group together events in the history of the church in such a manner as to trace **the unfolding of the great testing truths that at different periods have been given to the world, that have excited the wrath of Satan, and the enmity of a world-loving church,** and that have been maintained by the witness of those who ‘loved not their lives unto the death.’ ”—*Great Controversy*, 11.

“It is not so much the object of this book to present new truths concerning the struggles of former times, as to bring out facts and principles which have a bearing on coming events. Yet **viewed as a part of the controversy between the forces of light and darkness, all these records of the past are seen to have a new significance; and through them a light is cast upon the future,** illumining the pathway of those who, like the reformers of past ages, will be called, even at the peril of all earthly good, to witness ‘for the word of God, and for the testimony of Jesus Christ.’

“To unfold the scenes of the great controversy between truth and error; to reveal the wiles of Satan, and the means by which he may be successfully resisted; to present a satisfactory solution of the great problem of evil, shedding such a light upon the origin and the final disposition of sin as to make

fully manifest the justice and benevolence of God in all His dealings with His creatures; and to show the holy, unchanging nature of His law, is the object of this book. That through its influence souls may be delivered from the power of darkness, and become 'partakers of the inheritance of the saints in light,' to the praise of Him who loved us, and gave Himself for us, is the earnest prayer of the writer."—*Great Controversy*, 12.

— Part Two —

Canvasses for Great Controversy

A “*canvass*” is what you say when you are showing a book to someone, so they will purchase it.

Here are canvasses you can use when selling our large, hardback edition of *Great Controversy*. Whenever you sell an edition which contains pictures, a majority of your time the actual canvass will be showing several pictures and, then, asking for the order. This is called “*picture canvasses*.”

An alternative method is to use *chapter “canvasses*.” These are interesting, but brief, comments about some of the 42 chapters in the book, intended to interest the prospect into wanting to purchase the book so he can read that chapter, along with the others. Chapter canvasses are more likely to be used in selling paperback editions, which have no inside pictures. Information on where you can find chapter canvasses on each chapter of our editions of *Great Controversy* will be found on page 3 of this tract set.

The following canvass suggestions are purposely flexible, so you can adapt the material to whatever regularly works best for you and for adaptation to special situations.

As you turn the pages, hold the book toward the prospect and frequently point with your finger as you speak. For much, much more on how to canvass at the

door, the pre-canvass, the closes, answers to objections, and all the rest, you may wish to purchase a low-cost copy of our *Colporteur Handbook* (see page four of this sheet, for more information).

You will notice that these comments avoid being anti-Catholic. Your work, as you go from door to door, is not to attack Catholicism. Let the book provide the historical facts the reader will need.

— *Section One* —

PICTURE CANVASSES

**CANVASS FOR OUR LARGE, HARDBACK
GREAT CONTROVERSY**

[Cover]

[Take out the book and show the front cover, facing toward the prospect.]

[Cover] **This is one of the most unusual books you will ever read.** [Possibly turn the book, showing the spine, then back to the front cover.] **It can change your life. Over twenty million copies, in other editions, have already been sold.**

[and/or]

[Cover] **This is the book that explains how it all happened—from Christ's time to ours. Why Christians were persecuted and who persecuted them.**

[You might turn to pp. 8-9, and say:] **This book is filled with pictures! 220 of them. Here is where they all are.** [Or you might save this till later, as a reserve selling point.]

[*Early Christians: pp. 60-100*]

[While turning to p. 60] **You will learn the original beliefs of early Christians—that made them**

strong in God.

[60] **The Colosseum was an immense stadium in the city of Rome, seating 45,000 spectators. To entertain the citizens, Christians were thrown into the center arena and, while they prayed, wild beasts were released from cages below ground to attack and slay them.** [Note: More statistics about the Colosseum are on p. 74.]

[65] **Another view of the Colosseum.** [pointing] **All she has to do is drop a pinch of powdered incense onto a heathen altar. But she remains faithful to Christ. This is a book which will strengthen your faith and draw you closer to Christ.**

[If, at this juncture, the prospect is showing deep (and probably silent) interest, he is being moved to want the book. Because the book costs you almost nothing (printing-house cost of \$2.66 per copy, in small boxfuls of 10, plus postage to you), you will even be able to sell it to him for a low price and still make enough profit to keep going to still more homes.]

[79, pointing] **Back in those early centuries, you would be killed if it was discovered that you had a Bible or were found reading it.**

[turning to 100] **Those were difficult times, but God's people remained faithful.**

[100] **The Waldenses lived in the Alps of Europe; and often they had to worship in secret, so they would not be killed by enemies.**

[If he does not seem too interested—or perhaps very interested, yet in a rush—you might at this juncture go into a trial close:] **This is a book which can give you the encouragement and strength in God you need.** [Go into a close: Close book, face up, and hand it to him.] **Would you read it if I left it with**

you? [or] **I can leave it with you today for \$__.** [Many more closes in our book, *Colporteur Handbook*.]

[*Martin Luther: 183-209*]

[Or, to continue the canvass, you can use this longer section or one of several shorter ones which are given in this tract set.]

[turning to 183] **But then, God called a man to begin to lead the people back to the Bible.**

[186] **Martin Luther—a humble man that refused to disobey God.** [You could point to p. 187 and briefly say:] **Other sixteenth-century Reformers of Luther's time.** [But it is better to just let him see the picture, without commenting on it.]

[189] **For the first time in his life, Luther discovers a copy of the Bible. He had heard about it; but he wasn't sure if any copies still existed.**

[193] **Wittenberg, where Luther lived.**

[195, possibly tell this story or pass by this page.] **Having journeyed to Rome, Luther heard the legend about Pilate, who killed Christ and had a staircase in Jerusalem, which angels later carried to Rome. Part of the legend said that anyone climbing it, on his knees while praying, would have many sins forgiven. But as Luther started to do this [you might point to the words and read them], "suddenly, a voice like thunder seemed to say to him, 'The just shall live by faith' "** [You have quoted p. 194:3. If you wish, you can point to it as you read it to the prospect]. **Luther jumped to his feet and hurried away.**

[196] **Most people have never seen it; but this is the house where Luther lived throughout all the years of the Reformation, until his death.**

[197] **Here is Luther preaching to the people about salvation through Jesus Christ alone.**

[200] **In order to bring more money into the Church, Tetzel traveled throughout Germany selling papers promising forgiveness of sins, past and future, as soon as money was dropped in his box.**

[205] **In October 1517, the Great Reformation began—when Luther nailed a sheet containing 95 reasons why indulgences were wrong. On it, he explained that the authority of God and the Bible was supreme, that only God can forgive our sins, and we must study the Bible and obey it.** [I said “95 reasons,” not “95 theses.” Keep your words simple.]

[204, pointing] **There is the door of the church where Luther nailed his 95 reasons.**

[209] **Print shops all over Europe quickly copied Luther’s 95 reasons—and soon copies were sold throughout Europe and England.**

—This book tells all about this—and so much more. It is a fascinating book. A book that can help you today to draw closer to God and take fresh courage.

[As you speak, you are holding the book open with your left hand, upside down to you but with the page facing right-side up toward the prospect. Now carefully place your thumbnail (not just your thumb; the nail will provide more accurate flipping) farther over (ideally to about the 326-327 opening); and, as you speak part of the above paragraph and all of the next, flip the pages (for about 15 seconds) back to the page opening you first turned to (209), which your right-hand fingers are still holding. Doing this shows the prospect that there are many more interesting pictures and accompanying stories in this book.]

This book has 220 illustrations, 68 charts, 4 maps, 6 indexes—plus much more. It is a book which will help you and your family (your loved

ones) for years to come.

[Shut the book and place it, front cover side up, in the hands of the prospect.] **If I left this book with you, would you read it?** [Look down and silently pray. Do not speak until he answers.]

("Yes," or "What is the price?")

I can leave this book with you today for \$__.

[or]

[Shut the book, place it in his hands, and say:] **I can leave this book with you today for \$__.** [Look down and silently pray. Do not speak until he answers.]

RESERVE POINTS

Here are things you can say: (1) If there is a strong interest and the prospect hesitates. (2) If you or he happens to open to one of the following sections and you want to say something about it. (3) You may wish to use one or more of these sections instead of the more lengthy *Luther section*, above. For example, you might use *Early Christians: pp. 60-100*, followed by only a mention of Luther, and then turn to the *Spanish Armada: pp. 372-375*, etc.

Each of these reserve points also use the method of canvassing by showing pictures:

[*Dutch Reformation: 360-365*]

[360] **Here is a picture of Rotterdam, Holland; today it is called the Netherlands. It is on the sea; and, by this time, the Dutch had many ships, large and small. The French wanted to kill the Dutch who refused any religious authority except the Bible.**

[363] **This is William of Orange, a wealthy Dutchman who helped his people resist the French.**

[364-365] **God helped the praying Hollanders**

overcome the French attacks.

[Spanish Armada: 372-375]

[372, pointing] **This tells the story of the great Spanish Armada—130 warships carrying 30,000 sailors and soldiers—sent to capture England and kill the Christians.**

[373, pointing] **But at just the right time, some of the Spanish ships caught fire** [374, pointing], **followed by a terrible storm which destroyed most of the Spanish ships. There was almost no damage to any of the English ships.**

[Without commenting on p. 375, keep the page opening there while you slightly pause; and then say:] **This is the book you need, here in your home. Will you read it if I leave it with you?**

[English Reformation: 384-387]

[As you turn to 384] **Several English rulers came to the throne who wanted to kill faithful Christians who studied and obeyed the Bible.**

[384] **This is John Fox, who wrote Fox's Book of Martyrs.**

[385] **Just before they were to be burned at the stake, Hugh Latimer turned to his fellow martyr, Nicholas Ridley, and said, "We shall this day light such a candle, by God's grace, in England, as I trust by God's grace shall never be put out!"** Those people were willing to die for their faith!

[386-387] **Here are pictures of several different Reformers, most of whom died rather than deny their faith in Christ.** [Pause and softly say:] **This book, here in your home, will help you (you and your family; you and your loved ones) live like them.**

[Scottish Reformation: 391-398 (This section begins immediately after the preceding one.)]

[391, pointing] **Mary Stuart, queen of Scotland, was busily killing Christians.**

[390, pointing] **But John Knox fearlessly preached to the people, urging them not to forsake their faith.**

[392] **Because his influence with the people was so strong, Mary called Knox to her palace; but she was unable to frighten him.** [If you are in a Protestant home, you might read the last two sentences of the caption beneath the picture. It would deepen the interest of some prospects. It was a dramatic moment in one of their conversations.]

[396] **Because the Scottish Christians made a covenant that they would be true to Christ, they called themselves "Covenanters." Here they are secretly listening to preaching outside the city.**

[398] **Here is another secret church service. Those people were faithful to Christ at a time when death was the punishment. [Pause] Will this book help you—here in your home?**

[Later English Reformation: 401, 406]

[401, pointing to their pictures] **You will read about Wesley and Whitefield, who started the Methodist Church. And John Bunyan, who wrote Pilgrim's Progress.**

[406] **This is a picture of Wesley preaching. Many times, evil men would try to kill him; but they were unable to. God placed His protection around John Wesley [pause]; and He wants to place His protection around your home.**

[French Reformation and Revolution: 429-433]

[429] **The Huguenots were Christians in France**

who said the Bible was the supreme religious authority, not what men said. They often had to pray in secret, so they wouldn't be killed.

[431] **But, by order of the king, on August 24, 1572, thousands were slain.**

[while turning to 440-441] **This terrible event, approved by the official church, lowered the morals of the entire nation of France; and the remaining faithful Christians fled to other countries.**

[440-441, moving finger across from one picture to the other] **The result was the French Revolution. At that time, the citizens of the nation slew the royal family, the religious leaders, and then began slaying one another.**

[Pause] **We today also live in a difficult time; and personal liberties are once again being eroded. This book will help you and your loved ones make right decisions.** [Pause; then softly say:] **Let me ask you, If I leave this book with you, will you read it?**

[Missionaries: 454]

[454] **This is a book with missionary stories for the whole family. Many godly men and women sacrificed their lives in order to help bring the message of Jesus Christ to those who knew Him not.** [Pause] **A book like this, here in your home, will help you and your children.**

[Scandinavian Reformation: 544]

[This is good if the prospect is Scandinavian, and especially if he is Swedish. Also excellent if the prospect is a mother with young children.]

[544, the story is on 542-543; here is a brief summary:] **At an earlier time, God wanted the people of Sweden to hear the Bible truth; yet the government**

forbade anyone to preach it. But, because little children were exempt from the law, God put His Spirit on them—and they would preach! The people understood that these children, often only six to eight years old, usually had an understanding appropriate for their age. —But when they preached, they spoke about deep truths of the Bible—which they themselves did not understand at other times. [Pause] **If you are faithful, God may use your children some day to bring others to Christ.** [Pause] **We want to see our children in heaven, don't we?** [Wait for a reply; then, softly say:] **I want to leave this book with you today.** Pause and wait for a reply.]

— *Section Two* —

CHAPTER CANVASSES

Because the following canvasses might be used for various editions of *Great Controversy*, from this point onward, all page numbers will be those in the standard 1911 edition.

Back in the early 1980s, I wrote a brief, exciting summary introduction to each chapter in *Great Controversy*. I printed it in tract format, so canvassers could use the collection when they canvassed for paperback *Great Controversys*. Becoming acquainted with those brief statements, canvassers could open to any chapter in the book and interest the prospect into wanting to purchase a copy.

Five years later, when I began publishing *Great Controversy*, I first began placing these introductory statements at the beginning of each chapter.

You will find these brief chapter canvasses at the beginning of each chapter in every edition of *Great Controversy* that we at Harvestime Books have ever

printed. Becoming acquainted with what they say, you will find that you have more words with which to express yourself when you canvass this outstanding book.

At the beginning of that tract, which I prepared in 1981, I wrote the following introduction to *Great Controversy*, thinking someone might like to use it as an ad somewhere for the book. You might be able to use some of these phrases in your canvass for this most important book:

INTRODUCING GREAT CONTROVERSY

What happened when the Bible ended? What happened to the people of God? And to the Bible? What were the forces at work that tried to destroy both?

In the book, *Great Controversy*, this story is told. Four thousand years of history are given us in the Bible.

A powerful story began when the Bible ended. A story that would affect the people of God down to the end of time. Paul had been beheaded in A.D. 64 by Nero; and Peter was crucified soon after. Only the aged John was left to pen his books on the isle of Patmos.

But violent forces were gathering, that would soon seek to sweep away Christianity altogether. What happened back then is of deepest importance to us today—as we face what is ahead.

In the last week before His death, Jesus predicted the holocaust that was coming in later centuries. In urgent words He foretold the massive destruction of Jerusalem, the ages of persecution that were to follow, and the crises of our own time.

The powers of earth and hell arrayed themselves against Christ in the person of His followers. And a systematic effort began to blot out the true church.

But in vain were Satan's efforts to destroy God's people by violence. For by death they conquered. Their

wonderful message penetrated into regions inaccessible to the forces of darkness. An early Christian wrote this:

“You may kill us, torture us, condemn us . . . Your injustice is the proof that we are innocent . . . Nor does your cruelty avail you . . . The oftener we are mown down by you, the more in number we grow,—the blood of Christians is seed!” (*Tertullian, to the Emperor Septimus Severus, c. A.D. 206, quoted in Great Controversy* [pp. 41:3-42:0]).

Yet a century later, Satan introduced a new tactic to devastate the church of God. Though rarely mentioned, it is still destroying churches and Christian families today.

The book, *Great Controversy*, explains that terrible danger to us and to our children.

— *Section Three* —

SUMMARY STATEMENTS IN CANVASSES

At the conclusion of that 1981 tract, I then wrote several brief summary statements about the book. You may find them helpful. They are filled with intriguing phrases which you can use in your efforts to place the book in the homes of the people.

Great Controversy: A book that explains the past and reveals the future. A book for our time.

Great Controversy: The classic of church history, from Christ’s time down to our own,—and beyond. It will give you a careful selection of significant events that show what really happened back then, why, and what it means to us today. Using the past to explain the future, it then goes into detail on what is just ahead.

Great Controversy: The most penetrating analysis of the past and the future, in relation to our time, that is now available.

Great Controversy: The story of God's people and how they lived and suffered for their faith, and were willing to die for it—so we today could have the Bible.

Great Controversy: The story of what earlier Christians died to give us—and how men and women in our time are losing it.

Great Controversy: The book that explains our place in history. In the great prophecy of Jesus in Matthew 24, He foresaw the destruction of Jerusalem in A.D. 70 and the end of the world—including the ages of suffering for God's people between the two. Here you will see the panoramic sweep of that powerful prophecy spread out before you.

Great Controversy: This is one of the most significant books of our time—as, step by step, it explains the crisis that is developing, why it is developing, and what must be done to meet it.

Great Controversy: A book that will deepen your experience in the Lord—as you see His care for His children and His Word, over the past 2000 years since the time of Christ. A book that tells why the martyrs died—and the faith they were trying to protect, which was being taken from them. A book that tells what we have lost.

Great Controversy: A sweeping look at history—with staggering implications for our time. From the beginning, Satan has tried to destroy the Bible and the people of God. —And this work is still going on today.

Great Controversy: This book is unique in its field. It is to be used with your Bible. Where your Bible ends, there, as a point of time in history,—there this book, *Great Controversy*, begins. This provides us with what

really happened over the last 2000 years of history.

It tells the story of God's people during that time; and it shows how He led them. It is like a history book; yet it is far more interesting and inspirational. It only selects (out the most unusual events of those 2000 years) the major events back then that have changed our world today and brought us to this present crisis.

This well-known classic on church history has gone through millions of copies. It has been translated into over twenty different languages. —So many translations have been made of it! And so many people have read it!

This volume starts out where the Bible ends—and takes us right through the Dark Ages. It tells why the early Christians were persecuted and why they chose to die rather than deny Christ. It shows how the precious Bible truths were gradually being taken away from them. It explains why they had to flee into the deserted places of the earth in order to hold on to those truths.

It reveals how the Church of the Dark Ages started and where the various other churches came from. It provides us with a mountain of Bible truth that has been forgotten.

This book tells why the Great Reformation was needed, why it was halted, and what that means to us today. In our time, the world is on the verge of a stupendous crisis—and many thinking people believe it may be the last in history.

Here at last is a clear explanation of what we face today—how it has been building up for generations—and what is just ahead.

In this book, you will see the issues made very, very plain. From the beginning, Satan has been trying to destroy the Bible and the people of God; and this

work is still going on in our own time. The author traces the story so vividly, so clearly, that this book has become one of the most controversial best sellers of modern times—with editions currently on sale in a score of languages.

The issues in the controversy are so great, the stakes are so high,—that someone had to utter these words of warning and enlightenment. Thank God, someone did.

No reader who turns the pages of *Great Controversy* will put it down, without wondering whether it was more than chance that led him to discover it.

— *Section Four* —

**GREAT CONTROVERSY
CANVASSES IN THE
COLPORTEUR HANDBOOK**

Just now, looking through our low-cost book, *Colporteur Handbook*, which I wrote in 1989, I have selected out all of the canvass material which would apply directly to *Great Controversy*. The following collection was compiled from canvassers who attended a colporteur seminar here in the summer of 1987. Their canvasses will provide you with a wealth of phrases which will help as you go out and sell this, the most important book written in the last nineteen centuries. Some of those canvasses were for paperback editions, and some for larger editions; but you will find all of them to be full of helpful ideas as you prepare your own basic canvass and adapt it to meet various situations.

GREAT CONTROVERSY CANVASS

This brief canvass, used by one canvasser,

touches on both the events of earlier centuries and the final crisis just ahead of us.

Here is the book, *Great Controversy*. It starts out with the destruction of Jerusalem and gives the history of what happened to the Christian Church since Jesus' time.

You know Mrs. __, Titus and the Roman armies, when they finally broke through the walls, killed and captured over a million Jews. Mrs. __, this shows the reason for this great calamity.

This book gives you the history of the Protestant Reformation; all about Luther and the others.

Chapter 29 is about the *Origin of Evil*. Mrs. __, Notice what it says: "It is impossible to explain the origin of sin, so as to give a reason for its existence . . . Sin is an intruder, for whose presence no reason can be given" [492:2, 493:0].

And here on the next page, Mrs. __, it tells what happened to Lucifer in heaven: "Little by little, Lucifer came to indulge a desire for self-exaltation . . . Instead of seeking to make God supreme in the affections and allegiance of His creatures, it was Lucifer's endeavor to win their service and homage to himself" [494:1].

Great Controversy tells about the mark of the beast, the time of trouble, and the seven last plagues. And then the book closes with this beautiful thought:

"There, immortal minds will contemplate with never-failing delight the wonders of creative power, the mysteries of redeeming love. There is no cruel, deceiving foe to tempt to forgetfulness of God. Every faculty will be developed, every capacity will be increased" [677:2].

GREAT CONTROVERSY CANVASS

This canvass is used by one canvasser for the

large, HHES, illustrated edition. But it could be used on any edition, small or large:

Ma'am, have you ever seen this book before? ("No.") This is a beautiful volume. It covers the entire history of the Christian church; and it takes you through the books of Daniel and Revelation. Most important of all, it tells us what we must do to get our lives ready for the second coming of Christ.

"And, so often as I visit families, I tell them, "You know, Jesus is coming back soon. Do you feel the same way?" ["Yes."]

"Well, this is a volume that will take you through the entire history of the Christian Church.

[Turn to the table of contents.] And it tells here about the *Destruction of Jerusalem*. It brings you through the Dark Ages, with people like *Huss* and *Jerome*, *Martin Luther*, and *John Wesley*. It tells about *Calvin* and *Knox*.

It shows the reign of terror in France. This chapter here [about the Pilgrim Fathers] shows how the Bible came to America, freedom's shores. It tells of the warnings that have been rejected year after year [pointing down past chapter 21]. It tells how prophecies continue to be fulfilled [chapter 22]. It deals with the times we are living in; and it helps us understand we are getting closer and closer to the end.

You have a chapter here that explains America in Bible prophecy [chapter 25]. It takes you through chapters like the *Judgment* [chapter 28].

Ma'am, I don't know if you have listened to some of the news lately and seen some of the things that are happening in politics. But, you know, they're gradually, day by day and one by one, taking away all the freedoms we have, including freedom of religion.

It shows the conflict that's soon to come [chapter 36]. You have a chapter here [chapter 37], *The Scriptures a Safeguard*, which deals with the importance of taking time to study your Bible with the Lord—daily, in fact. I'd like to share a little with you in that chapter. And it's over here in this chapter, *Scriptures a Safeguard*; it's over here on page __ [reads 595:1, entire paragraph].

And I appreciate what you said earlier about how you like to stick with the Bible. And this is something I've come to appreciate myself; for I've been a Christian for __ years now.

This book has drawn me closer and closer to Jesus. And, if you'll notice in this book, you have the Scripture references to point you to the Bible.

And the chapter here is a chapter I urge you to read with a special purpose in your heart. It is called *The Final Warning*, on page 603. You'll notice, here, that it's based on Revelation 18 and Revelation 14; and this is a chapter that shares with us how the Lord has one last message for the inhabitants of the earth.

I don't know if you remember, in the Bible, about Noah's Ark. The Bible says that it took Noah 120 years to build the Ark; but the day came when he said it was time to get in the boat.

This chapter is pretty much like that. The Lord is fixing to come back; and He's urging people to get ready. It's time to get in the boat again!

And ma'am, as you read this, please read it with a prayer in your heart.

A chapter that thrills me more than any others is one that is right here. It's called *The Controversy Ended*; and it's the last chapter in the book. And, what it does, it deals with what it will be like in heaven. And I'm sure you've read different things on heaven—and a

lot of people have questions about heaven.

But I'd like to share a thought with you here, in the very last page or so of the book. It's on page __ [read 678:1 from the book]. And just beyond, is the last paragraph in the book [read 678:3].

This is a book that will help you understand the love of God and help you see how He's coming back real soon for His children.

This is a book [placing the book in her hands] that we've been asked to share with you. And I know it will be a blessing for you and your family.

GREAT CONTROVERSY CANVASS

Showing the table of contents, this canvasser emphasizes the earlier, historical chapters in the book:

[Front cover] This is a classic book on the history of the Christian church; and is available in over 20 languages. The reason it is so well-liked, by so many, is because it gives, in simple language, the history of the Christian church over the past 2000 years. In simple language, easily understood,—this book explains the key events that took place back then. This is a book you will want to read for yourself.

[Turn to the table of contents] A lot of folk wonder what happened after Christ left the earth and went back to heaven. This book tells that story. Just before His death and resurrection, Christ foretold coming events. This book explains those events.

[Pointing to chapter one on contents page] Christ said that the city of Jerusalem would be destroyed. Chapter One tells how it happened, just as Jesus predicted.

[Pointing on down the contents page] *Persecution in the First Centuries, The Apostasy*. Many of the things that happened back in the Dark Ages have affected our

churches down to the present time. A book like this is needed to help us understand what took place. *The Waldenses, Huss and Jerome, Wycliffe, Martin Luther*—and how the great Reformation began. *The French Reformation, the English Reformation, and John and Charles Wesley*. All this and more, you will find here.

A book like this is needed to help us understand what took place back then—and the changes, important changes that were made—after Christ went to heaven and the Bible was finished.

And yet it is all written in a simple easy-to-read style, with a print size large enough, so that you will want to read it all the way through.

GREAT CONTROVERSY CANVASS

Using the table of contents, this canvasser especially focuses on the later chapters in the book:

[Front cover] This book is called *Great Controversy*. Over a million copies of it have been sold within the last five years. Thinking men everywhere recognize that we are on the edge of a great crisis. But few understand its exact nature.

[Beginning of the table of contents] Here, within the pages of this book, you will find the key events of earlier years—that have brought us to that crisis. Those events help explain that crisis.

[Turn to the latter part of the table of contents, pointing to chapter 25.] This chapter tells about America in Bible prophecy and the final events just before the end. Here is *Snares of Satan, the First Great Deception, the dangers of Spiritualism*.

And look here, the *Impending Conflict* just ahead of us and the *Final Warning*. The Bible predicts that there will be a great *Time of Trouble* just before the end; but God's people will be delivered.

[Back cover] This is a book you need—right here in your home; a book you will want to read for yourself. And you will be thankful you did.

The author traces the story so vividly, so clearly, that this book has become one of the most important books of our time.

GREAT CONTROVERSY CANVASS

This was a brief canvass I prepared at that time:

[Front cover] This is *Great Controversy*. It is a book many are studying, along with their Bible, to understand Bible prophecy.

[Open to the contents page and finger down through this as you speak.] It starts out where the Bible ends—and takes us right through the Dark Ages. It tells why the early Christians were persecuted and why they chose to die rather than deny Christ. It also shows how the Bible truths they were willing to die for were gradually being taken away.

This book tells why the Great Reformation was needed, why it was halted,—and what that means to us today. In our time, the world is on the verge of a stupendous crisis—and many thinking people believe it may be the last in history.

Here you will find a clear understanding of what we face today, how it has been building for generations, and what is just ahead.

History explains the formation of the Beast of Revelation Thirteen and how it actually came about. Understanding how it developed, we can understand its mark—the Mark of the Beast and when it is soon applied.

We can be thankful that God has explained these things in His Word. He will take care of us as we study and find out what is coming—and, in that final crisis,

cling to Him for help. In Him we are safe. No matter how powerfully the winds may blow in the days to come, there is One who can keep us safe through it all.

You want to know what is ahead. You want to know how to prepare to meet it. This book will give you both.—And it is able to give you still more: a view of the eternity of peace that is beyond. That home in heaven that God wants to give you. And this book can give you the deep assurance—that life in eternity with God can be yours.

ENTERING ARMAGEDDON

Introduced by chapters 2 and 3, these are the “closing chapters of our *Great Controversy*” book, the only one ever published which has all the chapters from 25 to 42. All the others omit either chapter 25 (the chapter on Revelation 13 and the mark of the beast) or chapter 35 (*Aims of the Papacy*). Just below is a very brief canvass I wrote years ago for this book. It can be given while showing only the front cover. Then, near the end, flip some pages without looking at any, turn the book to the back cover, and close. The canvass is printed, along with many others (for *Desire of Ages*, *Ministry of Healing*, *Mount of Blessing*, etc.) in our book, *Colporteur Handbook*.

[Front cover] Things are really getting worse in the world, aren't they? (“Yes.”) This book explains the cause of these problems—and what they are leading to [You might comment on one or more of the five cover pictures: The Dome of the Rock in Jerusalem, Vatican Square in Rome, Capital Hill in Washington, D.C., the United Nations building in New York, and Notre Dame Cathedral in Paris.]

Here you will find a clear understanding of what we face today, how it started, and what it is building

toward. The increasing problems seem to be focusing on something terrible ahead, aren't they? ("Yes.") We are nearing a global catastrophe that will be greater than any before experienced in the history of mankind.

[Back cover] Thinking men everywhere realize this; but few understand its causes or how to prevent it. Yet we are not left alone. We can be thankful that God has explained these things in His Word.

Here you will find help and strength for the days ahead. [Close]

SOMETHING FOR EVERYONE

Deep in the heart of our *Colporteur Handbook*, you will find what one canvasser says as he presents *Great Controversy* to Catholics, Methodists, Lutherans, and Baptists! He is obviously a very experienced canvasser. In this particular instance, he is telling what he says at those times when he begins with no canvass at all! But he just hands a paperback *Great Controversy* to the person. (But at other times, he sells large hardbacks and hardback sets.) I include this here, because of the strong focus on *Great Controversy* and the remarkable way he handles this:

I'd like to leave one at each home that I visit and I'll leave it just for whatever you'd like to give for the book. [Hand the book to him/her; and do not take it back unless they shoves it at you.]

("How much do you want?") Well, ma'am, we don't put a price on literature; just whatever you'd like to give.

[You may get only a quarter, 50 cents, or a dollar. And it may seem like a loss. But at the end of the day, because some gave you \$5 or \$10,—it will always average out that you received enough to pay your expenses and some to live on.]

“But I’m a Catholic.”) Well, praise the Lord—this is just the book for you! You know, that’s why you will like this book. And as a Catholic, you know, a lot of families that I visit—don’t realize that in the beginning many used to be Catholics.

Listen, this chapter [chapter 25] will bring you through the history of the Catholic Church. It starts in 439 and brings you down to 1798. It tells what that rascal, Napoleon, did to the pope. (“Well, what did he do?”) Oh, you want to read about it, in this chapter, here!

Well, listen, this is a book that I’ve been sharing with all the Catholics I visit. I know it will be a blessing for you—to learn about your church history and see the important role you’re going to play at the end of time.

“But I’m a Methodist.”) But, ma’am, here’s a special volume that tells about the life of John Wesley. And I’ll tell you, one of the favorite people I like to read about is John Wesley; because it shows that he was a man of principle—he stood up for what he believed in and was one of the strongest Reformers in the Protestant Reformation. Did you know that?

“Yes.”)

This is an excellent volume here; one that will help you learn more about the history of your church.

“But I’m Lutheran.”) [Tell them about Luther in *Great Controversy*, chapters 7-8, 10-11.]

“But I’m a Baptist.”) Oh, that’s great! There’s a section in here that tells about the life of Roger Williams. He was one of the pioneers in the Baptist Church.

You know, Roger Williams came over here to the American Colonies to get away from the persecution. And it tells how the persecution got worse here. And then he went to live with the Indians. And the Lord

used that—to help spread the gospel farther and farther.

And so, this is a volume, ma'am, that will help you learn more about the history of your church.

("Oh, I just like to stick with the Baptists.") Ma'am, I'm happy you said that. Because over here in this book, there's a special chapter; and it's called *The Bible Our Safeguard*. It says:

"God will have a people upon the earth to maintain the Bible, and the Bible only, as the standard of all doctrines and the basis of all reforms" [595:1a].

And that gets me excited; the importance of staying with the Bible! And on each page, it gives Scripture references. It's bringing you to the Bible, not taking you away from it.

1 - ("Well, I like the book, but I don't have any money.")

Ma'am, would you read this book? [If this person says that they will read the book—and looks you in the eye when saying it, then say:] Well, I'll tell you, I'd like to leave the book with you, because mine is a Christian work. And if you're able to give anything at all, that's fine. But if not, I'd still like you to have it. [Leave the book.] [Remember that, in this canvass, you are working with lowest-cost paperback editions.]

Or 2 - ("Well, I don't have any money.")

Would you read the book?

("Well, I guess I'd read the book.")

[If this person looks down, looks off somewhere else, or acts as if they are not really interested (even though they say they will read it), then say:]

I have something in here I'd like to leave with you. [Reach out and take the book back; reach into case and take out a *Steps to Christ*.] You know, I carry these with me all the time. It's a special volume. It has just a

few little chapters; and it tells how you can be a better Christian and how the Lord works in people's lives. And I'd like to share this little book with you. Take the time to read it; and, if not, pass it along to someone else. But it's a little book I'd be happy to leave with you. [Hand *Steps to Christ* to the person.]

— *Part Three* —

Experiences Selling Great Controversy

PUBLISHER'S PREFACE

When Leon contacted me by phone, I explained that we are a small group that sells our books at printing house cost, so are not able to print books by other folk. He replied with a very downcast, "Oh." "By the way," I said, "What is your book about?"

"It's about experiences I've had selling *Great Controversy*," Leon said.

"*I'll print that book!*" I replied.

"You know," Leon said later, "I was utterly discouraged. I had tried and tried, and no one wanted my book, and when you initially turned me down, I was going to give up."

What you are about to read is not brilliant literature; just encouraging stories about what happened as Leon sold copies of *Great Controversy* to folk as he went from door to door. You will find many selling tips all through this little gem of a book, plus encouragement to go out and do what he does.

In these easy-going, down-to-earth stories, you will sense the working of the Holy Spirit on the hearts of men and women! *Great Controversy* is God's special message for the world today. In the book now in your hands, you are going to learn how the angels will guide those who canvass *Great Controversy*, or share it in other ways.

After reading this book, you might be impressed that you need to go into the canvassing work. It is not difficult to do. Just go out in your spare time. Once you have become skillful in placing it in the homes, you may want to go into full-time colporteuring. (At the back of this little book, you will find information on very attractive editions of *Great Controversy*, which you can purchase in lowest-cost boxfuls and share widely.)

In Leon's stories, certain patterns reveal themselves. (1) Leon believes in his book! He believes that *Great Controversy* is the most important book in the world, next to the Bible. Because of this, he is able to present it in such a way that people are convicted that he believes what he says.

(2) He earnestly prays at the beginning of the day and during it, that he will be led to just those people he should visit. (3) Along with that, as he drives along, he prays for guidance as to where to go next, and which house to stop at.

(4) Leon frequently refers momentarily to the worsening conditions in our world today, and then presents the book as the solution. Whatever may be the concern of the prospect, there is often a portion of *Great Controversy* which has an answer to it. Because of some of the terrible situations in communities he works in, frequently, he turns to chapter 33 or 34 in *Great*

Controversy and explains about the danger of yielding to the power of demons and spiritualism. (5) At other times, as the opportunity presents itself, he opens the book of Revelation and uses a passage in it to help sell the book.

(6) Leon uses questions to help the prospect make decisions to purchase the book. (7) He leaves each prospect, fully believing that God's Holy Spirit will be working with that family to lead them into truth through the book he has placed in that home. This gives Leon courage to keep pressing on, in spite of rebuffs and lack of sales at times.

Before concluding this brief introduction, first, let me share a story with you that happened to a friend of mine:

The following incident happened to Robert Barbin in the mid-1980s, when he was canvassing in Alabama. He related it to me personally in 1987:

"I was going from door-to-door in North Birmingham, when I knocked on one door and a young man opened it. The only way I can describe him is wild-looking. His hair stood out on his head; he had not shaved in several days; disheveled, untidy, sloppy clothes, and all the rest.

"I began to explain the type of work I was doing, but he interrupted me and said he was not interested. Then he began cursing and saying terrible things about religion and God. I handed him a Bible correspondence card; he snatched it, tore it up, and threw it in my face. Then he hollered for me to get out of there.

"I had seen demon-possessed people before and knew that God would protect me while I did His work. So I spoke up and said, 'Before I go, I have something I'd like to share with you.' Then I pulled a paperback

Great Controversy out of my bag, handed it to him, and asked him if he had ever seen it before.

“He replied, ‘Yes, I read it when I was in prison.’

“Then I said, ‘Well, what did you get out of the book?’

“In hot rage, he snapped back, ‘Do you think I’m lying; you don’t think I read it!’

“ ‘No, I believe you; I just want to know what you got out of the book.’

“He just stood there for a moment—and looked at me. Then he started breathing real heavy. I could feel the hair on the back of my neck go up as I watched him. His face contorted, and his eyes—the pupils of his eyes began dilating from large to small, back and forth, back and forth.

“Then, in a raspy voice that was totally different than his own, these words came out of his mouth:

“This book tells about the battle between Christ and Satan. In the end of the book it says Jesus wins. I HATE THAT BOOK, I HATE THAT BOOK, I HATE THAT BOOK!”

“Then, suddenly, he reached out his hand to claw at my throat—and it stopped motionless about two inches from me—and couldn’t go farther.

“Then he began foaming at the mouth; and his whole frame began trembling as though his body was exhausted by what had happened. Then, without another word, the door closed slowly, clicked shut, and there I was standing outside alone. But I was not alone; for I had the angels with me. I had peace of heart and freedom to work for God. The chains and slavery were inside that house; but out here was the sunlight of God’s presence.

“And more, I had *Great Controversy*, the book that all the world needs right now. And I had the protection of God as I took it to the homes of the people.”—*Quoted*

in our book, Colporteur Handbook, pp. 37-38, one of 18 deeply encouraging colporteur stories in that book. Six are on pp. 481-490; and page 481 tells where to find the other twelve.

Back in the 1970s, I had a friend in Oregon who was mailing free copies of *Great Controversy*, to whoever would respond to ads he placed in newspapers. One day he received a handwritten note from a man who angrily wrote that he personally knew the devil, and that the devil thought *Great Controversy* was the worst book in the world.

Upon receiving the note, my friend was thrilled. From then on, when he was about to share a copy with someone, he would first tell them about the note, and then said, "Would you like to have a copy of the book that Satan says is the worst book in the world?" That would get people interested, and they would be anxious to obtain their copy.

God also wants you to share that book, He will protect you as you go from home to home, or share it in other ways. —*vf*

"Great Controversy should be very widely circulated. It contains the story of the past, the present, and the future. In its outline of the closing scenes of this earth's history, it bears a powerful testimony in behalf of the truth. **I am more anxious to see a wide circulation for this book than for any others I have written; for in the Great Controversy, the last message of warning to the world is given more distinctly than in any of my other books.**"—*Colporteur Ministry, p. 127 (Letter 281, 1905).* [Many more quotations on the importance of *Great Controversy* will be found at the back of the book you now have in hand.]

AUTHOR'S INTRODUCTION

This book is dedicated to all the colporteurs around the world! I also dedicate this book to my daughter Tina, and my son Kevin. They stood by me in the good times and in the bad times of my life as I fought this hand-to-hand battle with the enemy of mankind, as I canvassed across the eastern United States.

These are stories I leave behind as my legacy to my children and grandchildren, that one day they will have a chance to know what their dad was all about. These are stories they can share with their children and grandchildren.

I miss all the old-time colporteurs. They were a special breed of people. When one family was down or discouraged, others were there. We were always there for each other and never tried to discourage one another. I miss you guys; when I first started, we probably had about 50 to 60 families or workers in one state. But where have you all gone? It's been a lonely journey, trying to hold on, fighting a hand-to-hand battle with the devil.

I was in the military service in Hawaii, and had joined the church in Asia. Because I took my stand for the Sabbath, I was threatened with being locked up in a brig and afterward receiving a dishonorable discharge. At that time, I promised God that if He would work things out for me, I would serve Him until I die. He moved the United States Department of Defense in Washington D.C. to give me an honorable discharge and all my benefits.

I believe I was created for this purpose: to live and die as a servant for my Jesus; He died and bled for me! There is no greater honor in all the world than to have the privilege to work for the King of the universe.

I love the *Great Controversy*, and have read it about 20 times. When you read this book, something burns

within you—that you must get it out to the people before the end comes. I ask God every day for just one more person, one more family to help find the way. When I share that book, door to door, with people,—I feel the moving of the Holy Spirit as with no other book. It is a sweet, sweet experience; but the presence of evil angels can also be sensed on the ground. So we must continue to pray afterward for those people.

My prayers always, Leon

MY COLPORTEUR EXPERIENCES

TEENAGE BOY

I went out Thursday afternoon, door-to-door with two books. One was the *Great Controversy* and the other was *God's Answers to Your Questions*. When I came to one door, a young man opened it; and we talked a few minutes.

He said he wanted one of the books, but had no money. He asked me to come back in about two hours; and I did. I was invited into the home and the mother was there. We talked for awhile; and she told me she was studying with the Mormons because she wanted to know her Bible.

Her son shared with me how a couple of days ago he was sleeping on the floor in the living room with his cousins and something woke him up. He saw this dark shadow moving down the wall and it scared him; he tried to wake up his cousin, but couldn't. Then he heard this voice say, "We need young people like you; this is what makes us strong." This really scared him.

This family had come from New York City, where he had (at the time) a cousin in a gang. They were trying to get him to move back and join them. He was

only 19 years old. Both he and his mother bought the *Great Controversy*. He fell in love with that book and was anxious to read it.

Another victory was won that day, and Satan was defeated.

THE BIG DOG

I remember one time, in a little country town, I was going door-to-door. I came to this four-way stop and turned left. The first house I stopped at had a big dog chained to a tree; I mean he was big. So I didn't go to their house because I couldn't get to the front door past him.

So, as I started for the very next house, this lady came out and started calling her dog. And, wouldn't you know it? There was another big dog (same kind)—but he was loose, just looking over the porch top.

Then, all of a sudden, he saw me and came running and growling. I asked her if the dog bit; she said "I'm not sure." She was calling it; and I was trying to tiptoe very quietly away. I wasn't sure what was going to happen next. But with each move I made, the dog moved too. Little by little, the dog crept; then all of a sudden, he was right in front of me. He laid there and just stared. I knew I couldn't go forward.

Then the Lord impressed me to go over where the lady was on the porch, *calling her dog*. So I did; and the dog followed me toward the porch and laid down on the grass, still blocking the way to my car.

I talked to the lady a few minutes. Her family was trying to understand the book of Revelation. She willingly bought the *Great Controversy* and a couple of other books.

God used that big dog to get me over to talk with her, so she could buy some of my books.

Another defeat for Satan. Amen.

DRUG DEALER

I was going door-to-door in Troy, New York, and went to this old house, which had been converted into two-bedroom apartments. When I went upstairs and knocked on a door, a man answered and asked what I wanted. I told him what I was doing. He said, "Come in."

We talked a little. He introduced me to his two little girls, which he was raising by himself. He bought a *Great Controversy* from me and said he wanted his two daughters to know Jesus and be ready for heaven. We had prayer together and he walked back to the door with me and gave me a hug.

Then he said, "Come again. I want to give you some money for another book." I came back a couple of weeks later. When I arrived at the door, another man answered. He asked me if I was the bookie; I said I wasn't. He said, "Come in." I did; and, when he asked what I wanted, I told him about the other man who wanted me to come back.

He abruptly replied, "Just a minute." Going to the phone he called the man that bought the book. When he was through talking on the phone, he came over and gave me some more money, and took a copy, and I left.

I went next door and started to talk with the man there and asked if he knew his neighbor upstairs in that apartment. He said to me, "You don't know who he is?" I said, "No." And the man proceeded to tell me that he was the biggest drug dealer in New York and just a couple of days ago he was on the front page of the main newspaper.

When Jesus moves upon a human heart, it doesn't

matter who they are. He loves mankind with a love we can't understand. It truly was a divine appointment.

FAMILY THAT TORE THE BOOK IN HALF

One day in Ohio, I was going door-to-door and stopped at an intersection. I asked God, "Which way should I go." He impressed me to go left; which I did. So door-to-door I went. I went up on one porch.

One of the adults came to the door and said, "Come in." Of course, I did. The husband and wife sat down; and I gave them my canvass on the *Great Controversy*. They bought that powerful book, and it was obvious that they were very hungry for spiritual food.

I asked them if they would be interested in Bible studies; they said yes. So that same day I phoned a good friend, and he said he would contact them that same day.

In the meanwhile, another person of another religion came by and wanted to study with them. But my friend, Hiram, had already made the contact to start Bible studies.

But there is more about this family that had bought that *Great Controversy*. When I left that day, they tore it in half. He read the first half; his wife read the last half. And when they were done, they exchanged halves. During all this time that the book was read, the studies were being given, and the family was baptized into the church.

Another family for eternity. One more divine appointment. He later became an elder in a church in the Carolinas.

PENTECOSTAL EVANGELIST

On another occasion, I was going door-to-door in an Eastern city, canvassing the *Great Controversy*. All of a sudden it started to rain and I was in a hurry to

get back to my car. I went through an alley to the next street to where my car was; and, all of a sudden, it quit raining. I said, "That was strange."

Then the Lord impressed me to go door-to-door on that street, where my car was parked. So I walked up the stairs to a porch. I didn't even have a chance to knock on the door; and, all of a sudden, the door was flung open and the man said, "Come in."

I went in and, and as we began to talk, he asked what I was doing. So I started to give my canvass on the *Great Controversy*. Then he interrupted and started talking. And that's how our conversation went! I was unable to continue with my canvass; so I listened to him talk.

He was a Pentecostal evangelist and published a newspaper which he sent all around the world. I found this very interesting, so I would listen and, when I had a chance, I would add some thoughts into the conversation.

I realized I couldn't canvass anymore; so I just handed him the *Great Controversy*. He started to look through the book; then he was quiet for a few minutes. He looked at me and started saying "1844, 1844, 1844."

Then he looked puzzled and asked me, "Are you a Seventh-day Adventist?" So I asked him if that would make any difference. He said no, handed the book back, and started talking about his ministry and his newspaper that he sends around the world.

But now comes the exciting part! I was impressed to close my briefcase, pick up the *Great Controversy*, and leave. So I did. But as I went to the front door, he stopped me and said, "Wait a minute, Leon! If I want that book, how can I get it?" So I shared with him how much it cost.

Then he said he wanted it. He also told me if this

book has everything I said it did, "Don't be surprised if one day I become a Seventh-day Adventist."

One more victory won for another *Great Controversy*.

MOTHER AND TWO DAUGHTERS

In a little town in Vermont, I went door to door in an apartment complex. At one place I knocked, a young lady came to the door and asked if she could help me.

I told her what I was doing and she said, "Come in." We sat down, when, all of a sudden, another young lady came down the stairs and joined us.

I proceeded with my canvass on the *Great Controversy*. Then an older lady came down the stairs and I asked who she was. Maybe it was their mother.

They said they came by for the day, just to visit. So, starting my canvass again, I talked about Babylon and mentioned about the Sabbath. At that, one of them looked at me, and her eyes got big. She looked at her mother and sister. Then she said, "Did you hear what he just shared with us?"

She said, "Mom we're going to church on the wrong day." They asked where I went to church. They immediately started going to the Seventh-day Adventist Church, and also went to the Revelation seminar.

The mother and daughters bought many books and were baptized into the church. And each purchased a *Great Controversy*.

One more family for Jesus; one more for eternity.

STATE FARM INSURANCE IN OHIO

One day I was running a Bible story lead card. It was a state farm insurance office. The owner was in his office. He had sent in a Bible story card from a Bible story sample book in his waiting room.

I proceeded to give him a canvass on the *Home*

Library (which included *Great Controversy*). He said he loved books, but he couldn't afford them right then because he was buying a sailboat.

The Lord impressed me to open the book, *Desire of Ages*. I turned to the chapter called, *The Last Journey to Galilee*. I asked him to read a certain paragraph. He proceeded to read it to himself.

He looked at me and said, "How much did you say they cost?" I told him once more. And he got his check-book out and wrote a check for the *Home Library*, which included *Great Controversy*. He paid for the whole thing, the same as cash. We had prayer before I began to leave; and he asked me if I would go see his friend in the same city who also was a state farm representative.

When I did, he also bought a *Great Controversy* from me and asked if I would go and see a friend of his who was a State Farm representative. I did.

He loved the *Home Library*; and he asked me if I would come to his house, that same day, to show his wife. I did. She loved the *Home Library* and paid for it in cash. I came back to the city a couple of months later and found he left the insurance business and went away with his family, to go to college to become a pastor. What a beautiful chain reaction that took place that day.

A PASTOR IN ONE OF THE BIGGEST OHIO CHURCHES

Many times the Lord had impressed me to do a certain dead-end street. So just as I was going by it this day, I was impressed to stop, park my car, and start going from door to door.

As I proceeded down one driveway, all of a sudden a man came out of the next house. I was about to turn around and go to his house, before going to this one.

But the Lord impressed me not to try to catch the man that was leaving. So he left in the car and I continued going down this driveway to the house I was walking toward. I knocked on the door; a lady answered and said, "Come in." I did; but, all of a sudden, she said, "No. I'm not interested."

I stopped in my tracks and said, "Okay, thank you." Turning around, I walked out the door, down the drive to the street, and started on my way to the next house.

I was about to pass the house where the man just left a couple of minutes ago. But the Lord impressed me very strongly to go to that same house he had just left. So I did, knowing that nobody was home. I went up on the porch and rang the doorbell, well aware that no one would answer.

Then, suddenly, I heard a car beeping its horn. I turned to look; there was a car at the end of the driveway. And there was a man waving to me, "Come here." It was the car with the man that left a few minutes ago. I walked up to the car and the man asked me what I wanted, and I told him what I was doing.

I gave him a canvass on the *Great Controversy* and he asked me how much it was. I told him and he took out his wallet and bought the book. He looked at me and said he had been looking for a book like this for a long time.

He then proceeded to tell me he was at a stop sign and a voice said, "Go back and talk to that young man!"

Before he left he told me that he had one of the biggest churches in the city. He was a pastor. One more divine appointment. God's timing is always best.

MARTIAL ARTS STUDIO IN VIRGINIA

I was going door to door one day in the summertime. It was beautiful outside, talking to people. Then

the sky started to get dark and darker still. The wind started to blow, getting stronger.

I was in a hurry to get back to my car before it began to rain. I didn't want my *Great Controversy*s getting wet. I just made it back to my car when it began to rain. It was around 2:00 o'clock in the afternoon. It was raining and black outside, just like nighttime. I couldn't go door to door in this weather like it was. Then I asked the Lord what I was to do. I started my car and left the project, going down the street. All the street lights and store lights were on, just like night.

So I was driving down the street and saw this martial arts studio light. Not knowing what to do, I was impressed to pulled into the parking lot. I ran inside the martial arts studio and found the instructor teaching a boy and girl.

So I talked to the lady who was sitting in the chair. I canvassed her on the *Great Controversy*; and she got really excited about the book and asked me if she could see it. I ran out to my car and came back in and showed her the book. She wrote me a check for the book. Jesus sold a book in the martial arts studio. And, guess what? It stopped raining outside and the sun came out.

When Jesus makes appointments for us, He may use animals, weather, and anything to save people for eternity.

THE MAN IN THE WEST VIRGINIA INTERNAL REVENUE SERVICE

In the apartment complex, I knocked on a door. The little man (maybe in his early fifties) asked me what I wanted. I told him what I was doing and asked him if he had two to three minutes. He said, "Yes. Come in." (I will never forget this man. He was about 5 feet tall, maybe about 135-140 pounds. And he wore thick

black glasses.)

When I went into his apartment, he closed the door and went into the kitchen. He started walking back and forth, back and forth, faster and faster. I thought he was going to have a mental breakdown; I didn't know what was happening. I couldn't canvass the *Great Controversy*.

Then I began to talk to him about Jesus and how much He loved him. And it was a divine appointment; that's why I was in his home that day. Then he began to calm down and asked me if I really believed Jesus loved him. And I said, "Yes, I do." He came over and sat down on the couch and began to tell me about his life.

He said he worked for the internal revenue for about 25 years and was a drunk. He said that he was garbage; he was nothing. So he kept cutting himself down. Every Friday night he would get drunk and be found lying in a ditch.

His self-image had been destroyed and the Holy Spirit was reaching out to this broken man, letting him know how much Jesus loved him. He was looking at the floor and turned his face sideways and looked at me as he said, "Do you really believe Jesus loves me. And I told him, "Yes He does very much." You could feel the peace that filled his heart.

He then asked about the book, *Great Controversy*. I canvassed it as he looked at me and asked how much it was. (This was a little paperback *Great Controversy*.) When I told him the price, he said, "I'm going to give you \$50.00 for it."

I told him I couldn't because it's not that much. He stopped me and said, "I want you to take \$50.00 for that book; I needed you here this day to touch my heart."

MAN IN WITCHCRAFT

I was going door to door in a university area, a big college city. I went up to the porch and knocked on this particular door.

Two teenage girls came to the door. I asked if their mom or dad were home. They said no. I asked if they knew when they might come home. With that I turned around to leave; then the girls said, "Here they are." They had just pulled up in a pickup truck and just stared at me. I got very uncomfortable. So I looked at the mother, and told her what I was doing. She said, "Come in." And I did.

She sat down on a chair next to the television and just continued to stare at me. I started my canvass on the *Great Controversy*. When I got into the section about the dead speaking to us and a little on the occult, then I noticed her staring just a little stronger and deeper.

So I finished my canvass. I asked her, "If you had a book like this, would you read it?" She said she would read it. I then asked the man if he would read it and he said no. Then I asked him a question: "By any chance, are you into witchcraft?"

He looked at her, looked at me, back at her, then me and said, "How did you know that?" Then I proceeded to let him know that God impressed me to ask the question.

Then I asked her again, "Would you read this?" She said yes she would read it. Then I looked at the man and asked if he would buy it for her, so she could read it. Then I saw the battle going on in his eyes. He said yes he would and he would read it too.

Another victory for Jesus. That's not the end of the story. We began to talk. She was not his wife. She had been a Pentecostal pastor when she met him. And he

was into witchcraft. She told me that she thought she could pull him of the occult, but he pulled her away from the church. So they had both moved in together.

Jesus is so loving and so patient.

HUSBAND AND WIFE MINISTER TEAM

I was doing a trailer court one day, when I knocked on this door and a man answered. When I told him what I was doing, he said, "Come in."

We all sat down and talked for awhile. He told me that he and his wife were both ministers. Then I began my canvass on the *Great Controversy*. And as I closed, I then asked them if they had a book like this would they read it.

I saw the struggle going on in his mind over this book (always remember the eyes are the window of the soul). So then I was impressed to ask them, "Do you have a Bible handy? They said yes and went to get it.

I had prayer and went into the book of Revelation 18:1, 2, 4. Then I began to backtrack and came to Exodus 20.

Before I went further, I asked him really quick, "According to the calendar, what's the first day of the week?" They said Sunday. Then I said, real quick, "What's the seventh day?" They said, "Saturday." Then I said, "Are you sure?" And they said yes.

Then I went back to Exodus 20:8-11 and read verse 8 and asked, "Does this verse say which day is the Sabbath?" They said, "No, we don't know." "Are you sure?" I asked them. They said yes. Then I read the next verse and the next; then I went back to verse 8 and asked them which day is the Sabbath.

They both began to cry. They said they were raised all their lives to go on the first day; they never saw that

before. They bought *Great Controversy* and asked me to go see a friend who, when I went, also bought the book.

Do you know what the pastor told me before I left that home? “This truth needs to be taught to all the churches across the land, because most people do not know this.”

Brothers and sisters, most people do not know this truth about the Sabbath. We have a message to give to the world.

A LADY UNDER CONVICTION OVER THE SABBATH

“One summer day I was driving down the street in the rough area of a city. And I was asking the Lord where I should go door to door.

Then the Lord impressed me to pull my car over and park. So I started house-to-house. I shared with a lady who came out on her porch that I was working with a nation-wide project. She said yes, that she had two or three minutes to spend with me. So I canvassed her on the *Great Controversy*. I came to the chapter about America in prophecy [chapter 25] and shared with her how America will pass a National Sunday Law, and, when that happens, everybody will be required to go to church on Sunday.

Then she shared with me her convictions about not working from Friday sunset to Saturday sunset. My mind and heart began to stir inside of me; and I shared with her the truth about the Fourth Commandment and how the seventh day is the Sabbath.

She just began to cry. I looked at her and mentioned that this had been a divine appointment, that God brought me to her and her family so they could get ready for heaven. I finished my canvass and she

bought the book. We had prayer before I left; and I told her that one day I wanted to meet her and her family on the sea of glass, around the throne of God.

One more family. Another divine appointment. This is why it is so important to stay in tune with the Lord, so we can hear that still small voice. Amen.

THE CREDIT UNION IN VIRGINIA

When I went into the credit union to cash a check in Virginia, I started to ask about the check. Somehow they misunderstood what I asked. At this, the manager came over and we started talking. I had only talked to her a few minutes, when we started talking about current events, I told her what I did, and went out and got a *Great Controversy* in order to give her a canvass.

She asked if she could buy a book from me; then one of the bank tellers asked if she could also buy a *Great Controversy* from me.

God is mighty. That day I had planned to go cash a check. And I contacted the manager and one of the tellers who was listening to the conversation. Two books that day. Two more souls for eternity.

MINISTER STANDING ON THE STEPS

I was canvassing in this little town in the country with *Great Controversy*. When I came to the center of town, there was a street light. On the other side was a 4-story apartment complex. I went in the side entrance.

But the coldness of the people inside was terrific. Then I walked around the corner and saw a man on the steps of the entrance where I first went in.

I looked for a moment or two, then the Lord impressed me to go and talk to him. And I did. I then began to give him a canvass on the *Great Controversy* and closed.

He asked me how much it cost; I told him and he

said he wanted to buy one. So I gave him a book; he took the book in his hands, and with both hands, he held it up toward heaven and said, "Lord, thank you; I have been looking for a book like this for a long time."

A month later I was working in some homes in the country when I came to a trailer and began talking to this lady. And she said, "We already have that book." I said, "How did you get it?" Then she told me how her husband, a minister, was waiting for a ride. He was standing on the steps to this apartment building, on the side entrance, and this man came up to him.

One more minister for eternity.

What's really exciting is that she told me her husband reads from it during his sermons and tells his church, "If anyone comes around selling that book, buy it."

Sister White said, in her writings, it is above silver and gold. Above every other book she had been inspired to write, this book needs to go out like the leaves of autumn. It's the only book that will warn the world of the dangers so soon to come. Then Sister White asked the question: "Have you ever read it?"

Do you appreciate what's inside? If you are not taking it to the people, why not?

A BEAUTY SALON OWNER IN PENNSYLVANIA

A referral was given to me; so I ran it later that day. I found this salon and went inside. I asked if the owner was there. She came over and we talked a few minutes. Then she asked me to pull a chair over and sit down; and I did.

She sat at her desk and I proceeded to canvass her with a book, called *God's Answers to Your Questions*. And then one of her employees came over, got a chair, and sat down to join our conversation.

After about five minutes, a lady came in through the door and said, "I hope you don't mind; I am an hour early." So she sat down and joined our conversation. She was a Sunday-school teacher.

Then I continued my canvass on the *Great Controversy* and closed. We all felt the moving of the Holy Spirit. They all bought the books from me. The owner took her two books in her hands and looked up at me and said, "I have never felt the presence of the Holy Spirit like this before."

I could just stand up and shout. When the Holy Spirit is present, there is a power beyond yourself. It's not of you; but it is God moving. It's not by human wisdom or might. But it's by His Spirit, not ours.

A HAIR SALON OWNER IN NEW YORK CITY

I went to New York City to spend a couple of weeks with the Van Ministry. We went out on Sunday morning. We took one of the noble homes from the Long Island Van Ministry and went over to the Portuguese church. We collected bunches of sandwiches and had a big pot of soup.

One of the ladies asked me why I was there and what I did. To the first question, I said "I canvass the *Great Controversy* door to door." To the second question, I replied that I didn't know why I was in New York City.

Then all of a sudden, she got real excited and told me she had been praying, for a long time, that God would bring someone there to canvass that book. And there I was. God answered her prayers.

The whole time I was there, she was a beautiful Christian lady. So, you see, God does hear and answer prayer. There must be something special about this book. God is good.

A MEMBER OF THE CHURCH IN NEW YORK

When I was doing one particular apartment complex door to door in New York, I told one lady what I was doing. I smiled at the sudden thought that she might be a Seventh-day Adventist. Then I proceeded to give her a canvass on the *Great Controversy*.

When I closed, I asked her, "If you had a book like this, would you read it?" She said, "I don't know who prints it." So when I showed her the publisher, she said that she had never heard of them. When I showed her the author's name, she said she had never heard of E.G. White.

Then I had to ask her this question, "Are you a Seventh-day Adventist?" And she said, "Yes I am." "And you've never heard of E.G. White?" I responded. She told me "No."

She was surprised when I told her that I was a Seventh-day Adventist; and she bought the book and wanted to read it. We are told, in *Inspiration*, that every new convert that joins the church should be given two books right away: the *Great Controversy* and *Patriarchs and Prophets*. These books will ground them in the church and keep them in.

AN ANGEL ON A BICYCLE IN OHIO

I went down that particular country road almost everyday and past its bar. It was actually a dead-end street. I parked my car and canvassed door to door, as the Lord had impressed me to do.

When I got to the last house on that road, its front door was opened and the screen door closed. But I knocked and knocked because I knew somebody had to be home. I waited for a few minutes with no answer.

When I turned to leave, there was a teenage girl coming down the road on a bicycle. She yelled for me

to go to the back door. Who is this? I wondered. So I walked around to the back and there were several families outside, just sitting and talking.

So I began my canvass on the *Desire of Ages* and the *Great Controversy*. They bought several books before I left. When I asked the families who the teenage girl was on the bike, none of them had seen her and didn't know who she was.

I know it was an angel, sent by God, to have me go to the backdoor to visit those families. All Jesus is looking for is someone who will go and work in His vineyard. He says, "Who will go and work for Me?"

A MOTORCYCLE GANG IN OHIO

I knocked on a door, in a big housing project, and someone yelled, "Come in." When I opened the door and walked in, they told me it was all right if I took a couple of minutes to share what I came for.

So I started sharing my canvass, on *Great Controversy*, to the ten guys sitting on the floor in a circle. Some of them started laughing part of the way through it.

Then one of them stood up and the rest became quiet. Apparently he was the gang leader. He said, "I've heard about this guy and this book. Listen to him." So they all got very quiet and I was able to finish my canvass.

Three guys bought the book from me. It's really exciting when God moves upon hearts; His people respond. Dare to be different; dare to stand alone.

A LADY IN OHIO WHOSE HUSBAND WAS AN ATHEIST

In one city, going door to door years ago, a lady answered the door and invited me in. We sat down together and talked; then her husband came in to see

who I was.

So I invited him to sit down and join us. He said no, because he did not believe in God and he was an athiest. But, you know what? He sat down on the other side of the room from his wife and myself; and he began carefully listening to the conversation.

When I was through, I asked her if she had this book, would she read it. She said yes. So she went into another room, got some money, and came back. Then I asked her if I could have prayer with her; and she agreed to this.

As we got down on our knees for prayer, out of the corner of my eyes I saw her husband kneel down by the couch. I shook hands with both of them before I left. A week later I was on that same street, trying to finish going to the remainder of the homes visited earlier.

When I came up a particular alley, I remembered where I was—right by that lady's home. I wanted to turn around and go another direction; because, I thought, if she saw me, she might want to give the book back.

Guess what? While these thoughts were going through my mind, she came out on the back porch and saw me. At this she started yelling, "Leon come here; come here." Then she went into the house, I knew she was going to give the book back.

When she came out, she said, "I promised God if I ever see that young man again, I would give him more money. That book has helped us so much!"

God is so good to us; So many times we have little faith.

THE HOUSE WITH THE LADY GHOST

The lady of the house came to a door I knocked on.

She told me to come in. She was divorced and, with her daughters, had moved in about three months before.

Three weeks after they moved in, they saw a lady ghost. At first, it scared them. But they got used to seeing her.

I got right into my canvass on the *Great Controversy* and went to the chapter, *Can the Dead Really Speak to Us?* The woman said, "Yes they do."

Then she told me how her daughters talked to the ghost and she talked back. Her daughters even played ball with her. They threw the ball and the ghost threw it back.

I asked her, "Do you have a Bible close by?" She went and got her Bible and I asked her to read Ecclesiastes, chapter 9; and she did.

She became puzzled and closed the Bible. When I asked her if she believed what she read, she, very hesitantly, said yes.

So I asked her, "Who are your daughters playing ball with?" I told her that, if the Lord would remove the veil from our eyes, we would see evil angels all around us, for the purpose of destroying us. So I used the story of the spiderweb, how the fly gets caught and tries to get free. The harder it tries to move it gets tangled; then the spider comes down and kills it.

But Jesus sends a friend across your pathway to show you your danger before it's too late. Almost everyone believes you will go to heaven if you are good when you die. What a masterpiece of deception that Satan is using on the world, to deceive the human race.

She told me that she never knew that was in the Bible. That's why this book, *Great Controversy*, is so very important! Satan hates it more than anything in this world, because it will unmask all of his deceptions! She bought that precious book.

It will help her find her way, so that she will have a chance to know the precious truths of the Bible. God is good.

FOUR HOME LIBRARY CASH SALES

No sales this week; nothing was happening. I had contacted all the people on my lead card. And here it was Thursday, the end of my work week. I was praying about this concern and told God that, if He didn't want me in this work anymore, to please let me know.

By this time, it was 8:00 at night and all I had left was a referral from my last contact. Perhaps all was over and God couldn't use me anymore.

Then, the next day, I found an old farmhouse. An older man answered when I knocked at the door. He invited me in. But my heart was sad because I thought God could not use me anymore.

The husband and wife were getting ready to sit down and have supper. They asked me to join them and I did. The husband was a farmer. After we thank God for the food, we had a good conversation. They told me they had spent \$400.00 for this farm equipment, \$500.00 for more farm machinery, and more money on something else. They had spent over \$2,000.00 that day, the day I came.

My heart sunk more and more; for sure, the Lord was letting me go because I just knew they couldn't afford anything. When we were all done with supper, they said, "Let's go into the living room; so you can show us what you have." So we did. I pulled out my spread and canvassed the *Home Library*, which was the 10-volume *Bible Story Set*; 5 large books, which was the *Conflict Series*; and one big *Family Bible*.

When I was done, they talked together for a few minutes. Then he asked me, "What would you say if I

want four *Home Library* sets for our children and grandchildren?" My heart leaped for joy; they put half down and payed off the balance in 20 days. That night my faith grew stronger than ever.

My God is so good to me. He is the best teacher in the world. All we have to do is just listen to that still small voice.

A FARMHOUSE IN THE COUNTRY

One summer day I was driving down a highway when the Lord asked me to stop at a particular farmhouse. This had been happening for several months. So later that day, on the way home, I saw the farmhouse again.

So I pulled up in the driveway, parked my car, got out my briefcase, and went to the door. When a lady answered, I told her that I worked for the world famous *Bible Stories*. She invited me in and we went into the living room to visit.

While I was presenting my canvass, she would start talking; then after listening to her a bit, I tried to find a good spot, in the conversation, to continue my canvass. But, every time I started talking, she would start talking. I finally realized that I could not canvass her this way. I pulled all my material back into my case.

Then the Lord impressed me to show her the *Great Controversy*. When I did, I was able to canvass her on this special book. I asked her, "Would you read this if you had it?" and she said yes. So she purchased the *Great Controversy* that evening and paid for it in full.

When I was getting ready to leave, she said, "Don't leave yet; my kids are coming over for prayer. This is our night, once a week, when we all get together for prayer." It was getting late; but I decided to stay. Then, in a few minutes, her families came. We went into the

living room to kneel down and pray. They asked me to begin praying. After that the mother started praying in tongues. Then, in English, she said, "We are going to kill you for that." Then she continued praying in tongues.

I opened my eyes, to see what was going on. But everybody had their heads bowed and their eyes closed; so I asked God to surround me with His angels. Then one of her children started to pray in tongues. In English, she said, "We are going to kill you for that." Then she continued praying in tongues. I was a little uncomfortable about all this. So I was trying to bring the prayer meeting to a close by always saying Amen. Finally it was over, and I decided to leave. In spite of those involuntarily-spoken words, she wanted to keep and read the books. Satan was a defeated enemy in that house that night. Jesus won the battle.

Two weeks later a man held a 22" revolver to my head and threatened me. But then God is greater than Satan; and He protected me from harm.

THE HOUSE WITH THE BEAUTIFUL PICTURE IN THE WINDOW

It was about 9:00 in the evening, one summer night. I was driving down some city streets to go home. Then, all of a sudden, my head turned; and I looked through a picture window. And I saw a beautiful picture of the Lord's Supper. The Lord impressed me to go and knock on the door.

In my mind, I was telling the Lord, "I'm tired and worn-out," because it had been a long day. But I put my foot on the brakes and stopped the car, got my *Great Controversy*, and went down the sidewalk to the house with the picture in the window.

I knocked on the door and a young man in his early

20s answered. I proceeded to canvass him the *Great Controversy* out on the porch. He got very excited and said, "Wait; let me get my mom." He went back into the house and brought his mom out. I started to canvass her. She told me to come into her house. We went in and sat down. She told me, "My son and I are trying to understand the book of Revelation, but we can't."

I got excited because I love to present the book of Revelation in a way that the people of the world can understand it from the *Great Controversy*. When I finished my canvass, she asked me how she could get this. She bought it and I left.

One more divine appointment. One more family for eternity. Sister White says, in her writings: Above silver and gold, above every book she has been inspired to write, this book is the only book that will warn the world of the dangers so soon to come. It should be scattered like the leaves of autumn.

A MINISTER CAME DOWN THE STREET

Going door to door with my favorite book, the *Great Controversy*, I told one man I was working with a nation-wide project and I had been asked to visit everyone in his town. He said, "Come in." Once inside, we talked a few minutes before I gave him the canvass on the *Great Controversy*.

He became very interested and wanted to buy the book. Then he told me that he was a pastor and needed this book to help with his sermon. I told him I was a self-supporting missionary. We had prayer and I left.

I was going down the sidewalk toward my car when I heard someone behind me. It was the pastor. I asked him what was wrong when he came running up to me. He said he and his wife were talking and they never knew there were self-supporting missionaries in this

country. They wanted to find me and give me some more money. Then he turned and walked away. God is so good to us.

THE DOBERMAN PINSCHER RIGHT UP TO MY FACE

One afternoon, I canvassed door to door in a trailer court. When I knocked on the screen door of one open door, the big, big dog came up to the screen. He didn't bark or even growl; he just stared. Then I noticed a man sitting in a chair in the living room.

He said, "I don't know who you are, but my dog is never quite like this." He asked me what I was doing and then asked if I had a permit. I didn't know I needed one and inquired where to get one. He told me; then I requested that he call the police department to see if I really did need a permit. He said, "Okay; I know the policeman on duty." The policeman came over to get me.

When he hung up the phone, he said, "When you get a permit, come back." The policeman picked me up and took me to the station. After he got my name and what I did, I asked him if he could take me back to the trailer court; and he did. When I knocked on the door of the same man who was expecting me back, I sat down on a chair inside.

Then came his big, big dog right up to me. He put his face into my face and just stared. The owner didn't know what to think. He said, "God must have put a spell on my dog or something." So I canvassed him.

One more *Great Controversy* went out that day. One more family for eternity. I love this book. Brothers and sisters, have you read this book? Do you realize the value of it and what it contains?

IN AN OLD FARMHOUSE

One day I called a *Bible Story* lead card and a lady answered the phone and said she would like a book, called *Bible Readings for the Home*. That was all she was interested in.

I found this lady in an old farmhouse, way out in the country. I got my briefcase and her card and went to the door. When she answered the door, I went in and we talked a little, then about the *Bible Readings* that I showed her.

In the middle of the canvass, the Lord impressed me to stop. Then I looked at her and said that I needed to show her everything I had. She agreed; then, when I showed her the whole *Home Library*, she fell in love with everything. She told me she had three grown children, with grandchildren, and she wanted to buy three *Home Libraries* and one *Bible Readings for the Home* for herself. She paid cash and wanted them in a couple of days.

For the colporteur reading this, you know that you learn to love the Lord more and more as time goes on. Jesus is the best pay master in the world. There is no greater honor than to work for the King of kings.

A FRIEND OF MY SON'S

I went to visit my son, Kevin, and his family for a couple of weeks and canvassed while I was there. While there, I became good friends with a friend of my son. He came over one evening and talked with me, and really opened up.

He was a manager of a car lot and worked long hours. He was also doing things he said he shouldn't be doing. Then he asked me if I thought it was too late for him, and he was lost.

I told him we both met because it was a divine appointment; that Jesus loves him very much and that's

why I was with him. So our conversation developed into a spiritual area and I canvassed the *Great Controversy* with him. He asked me if he could buy one; so we went together out to my car and he purchased a copy. He had a good heart and was searching for something better.

When I left, I told him that one day on the sea of glass I want to see him again. God brought him into my son's life, and into my pathway, so that he could have a chance to be ready for heaven. He is another broken vessel that God wants to put back together.

THE WOMAN WHO SAW A FAMOUS MAN

I was doing some door to door ministry in Pennsylvania, and a lady in an apartment complex invited me into her house. We sat down and I showed her two paperback books that I canvassed with. One was *Great Controversy*; the other was *God's Answers to Your Questions*.

Then she got real excited and said, "I earlier thought I saw a famous man going door to door selling these same books!" So she said she wanted them. "I need them. How much are they?" I told her and she told me she didn't have any money.

So I took her to the credit union, at her request, and she went inside and came back out. Getting into the car, gave me the money for the books. I took her back to the apartments. She asked if we could have prayer together. After that, she shook my hand and I told her I would see her when Jesus comes again.

Brothers and sisters, you don't have to worry about being perfect before you work for Jesus; just have a willing heart to go into the highways and byways.

A "NO SALESMAN" SIGN

When I came up to this particular house that had a

big sign that said “*No Salesman, Please*,” I went up the steps and knocked on the door. A woman came to the door and asked me what I was doing. She continued, “Did you see my sign, ‘*No Salesman, Please*’?”

In response, I told her I was not a salesman. She said, “You’re not? Okay, come on in.” When I sat down inside, she asked me again what I was doing; and I canvassed her on the *Great Controversy*. Then I closed and asked her if she would read the book if she had one like this. She said, “How can I buy one, because you said you are not a salesman?”

I told her she was right and it’s the Holy Spirit that’s the salesman. I just present them. She asked me if she could buy one. I told her yes.

The Holy Spirit is the greatest salesman—not by human wisdom or human understanding; but it’s by the Spirit that the work will be finished. Amen!

A KNOCK THREE TIMES BACK

One day, I went into this old house which had several apartments inside. At one door, I canvassed an older lady with *Great Controversy* and *Desire of Ages*. I also asked her if she had a choice of which one would she pick. She said *Desire of Ages*. So she bought that wonderful book.

Then I left and knocked three times on the next door; and, all of a sudden, from the inside someone knocked three times back. Wow, I thought, this is different. [Apparently, he had given the proper signal.]

When I went inside, it was obvious that they were doing things there which were not right. We began talking and I knew they needed to know Jesus; so I lifted Jesus in a mighty way. The man in the boxer shorts bought the *Desire of Ages*; and I left the apartment.

Several months later I ran into the lady across the

hall. She said she loved her book very much. When I asked her about the men in the apartment across the hall from her, she said the one man talked with her and wanted to find a church that presented Jesus in such a beautiful way as this book did.

God is so good. If we could just stay faithful to Him.

A CANVASS AT THE DOOR OF A LADY MINISTER

Night was coming on; I started going door to door in a housing development.

A lady appeared at one door. She had her coat on, was ready to leave, and asked me what I wanted real quick. She was a minister, ready to go to prayer meeting.

So, really quick, I gave her a canvass on the *Great Controversy* and closed. She asked me if I would come back in a couple of hours. I told her I would, on one condition: "You pray about this book and ask God if you should buy it." She said she would. Two hours later I came back to her house and knocked on the door.

She opened the door and just looked at me. I asked her if she prayed about this book; and she said yes. Then I asked her what God said to do. And she said, "He said to buy the book." So she bought the book.

When the Holy Spirit moves upon the hearts of people and they respond, the blessing falls mightily. One more victory won, one more soul for eternity. God is good to all of us.

MANAGER AT ELBY RESTAURANT

I had worked hard that day, door to door canvassing, and started to get very hungry. I knew it was time to eat. My favorite place to go was Elby Restaurant. They had a fantastic salad bar, my regular place to eat

with fresh vegetables, tomatoes, etc. All this for all you can eat for so much.

One day when I went in, the waitress told me to find anyplace I wanted next to the salad bar. I did.

While I was eating my nice fresh salad, with lots of tomatoes, the manager came over, sat down, and introduced himself to me.

He said, "When you come in, we watch you and how you eat. No meat. You don't drink with your meals. Why?" He wanted to know; so I shared with him about being a vegetarian and why I am one.

From that day he wanted to know more; and we became good friends. About a month or two later I was praying, asking God how to bring information in our conversation about my work.

Then one day when I stopped in to eat; he saw me and came over to visit a few minutes. Out of nowhere it seemed, he said, "Leon, What do you do for a living?" At that I was excited; that was the door I was waiting for. God's timing is perfect.

Without my book at the table, I started my canvass and led to its close. He then asked me the price of the book. After I told him, he said he wanted to buy one. So I went to my car and brought him in a *Great Controversy*. He then went back to work and I got to finish my meal and left.

Eating there a month later, he came over and sat down, and shared with me about his reading that book. He started to go to church with his family and has been passing that book around for his friends to read. We may not know the result of this powerful book in reaching souls until we reach heaven.

Who will go and share this precious material with the world around us, into the highways and byways? Jesus is soon to come. Why are we waiting?

THE LADY WITH A SHINING FACE

The week was coming to a close; and I was really praying for a blessing because I had this bill that I needed to pay in a couple of days. So, that afternoon, I asked the Lord where I should go and canvass. The Holy Spirit kept impressing me to go to a certain apartment complex. And I said, "Lord, I just canvassed it a month ago." But the Lord impressed me to go back. I did not know why the Lord wanted me to go back. But I knew, in my heart, there was a reason.

When the Holy Spirit impresses you and you go, God has something exciting waiting for you. So I returned to the apartment complex and went inside a building with a collection of books. When that first door opened, I had to step back. Wow! The face of the lady was shining aglow. During the conversation, I asked her, "Are you a Christian?" She said, "Yes I am; and my husband and daughter are also."

I knew she was as soon as the door opened; I could see it. So I asked her, "Do you read the Bible?" She said, "Yes, everyday." I said, "That's great. Let me show you what I'm doing." So I began my canvass on the books: *My Bible Friends*; *Jesus, Friend of the Children*; *Bible Heroes*, *God Answers Your Questions*; and my favorite, the *Great Controversy*.

She became very excited and asked me the prices of the books. When I told her, she said, "Wait a minute." Then she came back with her checkbook. She looked at me and said, "What's the other book under your arm?" I showed her the *Bible Story* book. And she said, "I want that one too." I said, "Wow," as she began to write out a check.

But then she stopped and looked at me and just stared. I told her, "I can't do any better than that on price." She said, "No that's not what I'm thinking." She

then asked me if I had anymore books. I responded, "What do you mean?" She said she would like two more sets like what I showed her. I said, "Sure," and went out to my car and bought in more of each book I showed her at the door.

God is so very good to us, when we canvass for Jesus, the King of the universe. What a blessing falls upon us when we do this work. Without faith, it is impossible to please God. We need great faith in the canvassing work.

THE MAN IN THE WITCHES' COVEN

I was driving down a country road on a misty morning. Then I saw this gravel road to the right and turned in. It went back into the woods and I came upon a circle of houses. It was still misty, hazy, very strange. I drove the circle and came up to the entrance and parked my car.

I got some of my *Great Controversys* and went door to door. Every home I went to was very strange. They were all part of a coven. But this one home, a young man in his late 20s answered the door. When he asked what I was doing, I told him I was working with a nation-wide project; and I was asked to visit everybody in his neighborhood.

So he said "Come in." His name was Johnny Honda. In the conversation, he told me he was getting very heavy into witchcraft and wanted to become a witch of a very high order. He was studying in the state college. So, as I was listening to his story, I began to canvass the *Great Controversy*. I came to this one section, and I asked him, "Johnny, is there a devil?"

He began to talk and I shared. Then I asked him, "Can the dead talk to us? Are there ghosts?" He said yes; so I listened and shared some more. Then I asked

him, "Is there a God? Is He real?" He said yes.

Then he opened up his heart and told me things that happened to him throughout his life and that's why he headed in his direction in life. I then told him that this was a divine appointment, not an accident, and that Jesus loved him very much. He bought a *Great Controversy*; we had prayer.

Then I left. I shall never forget Johnny, a man searching for light. One more family for eternity. Another victory for Jesus.

THE WOMAN WITH TEARS

It was a beautiful summer day and I was going door to door, asking only for a donation on the paperback, *Great Controversy*. I was invited in one home by a lady.

As we talked, she asked, "Does this book talk about speaking in tongues?" And I asked her why she asked; then she told me. She began to share some things; and I listened. Then I finished my canvass. I thanked her for her time, walked out the door and down the steps.

Then she asked me, "How can I get that book; and I told her it was available on donation." She said okay; so back in the house she went. She wanted that book. I was standing at the door and she was in the kitchen. She called to her husband to come into the kitchen. He was there with her a couple of minutes; then he came out, sat down, and started reading the newspaper.

Then she came out with tears in her eyes. "I was going to give you so much; but the Lord impressed me to give you more because you have a bill to be paid." God promised He would take care of our needs. I can hardly wait for that one day, to see many of those people in heaven, standing on the sea of glass around God's throne.

A JEHOVAH'S WITNESS FAMILY

One evening, going door to door, I was impressed to go to a very bad part of the city. I came to this apartment complex, called Little Ghetto. It was so bad that even the police wouldn't go up there at night, not even a taxi cab or pizza delivery because they would be robbed. But that's where the Lord led me that evening.

At the first door, a teenage boy answered. I asked him if his mother was home. He said, "Wait a minute." His mother came to the door and I told her what I was doing. She invited me in; so we sat on the couch together and I presented my canvass on the *Great Controversy*.

During the canvass, she let me know that she had been a Jehovah's Witness for about ten years. "Oh, that's great," I told her; and I finished my canvass and closed. She couldn't make a decision; so I asked her if her Bible was handy. She said yes; so I shared with her how this book unlocks the book of Revelation, to its hidden mystery. Then I turned, in her Bible, to the book of Revelation, chapter 18:1, 2, and 4. I continued to 1 John, then James, then into Exodus 20 and back to Revelation.

And I helped her understand more about how her Bible explains these things. She sat back and told me that her church is wrong. "We don't have the truth and we are not the remnant."

She asked me what church I went to and where it was located. But, most of all, she wanted to purchase the *Great Controversy* and learn so much more. One more link in the chain for eternity.

IN A PENNSYLVANIA UNIVERSITY

There is a very big university in Pennsylvania. One winter, years ago, I was impressed to see if there were

any dorms in the university or on campus. And I found out there were lots and lots of dorms.

So for two to three months, I canvassed door to door with my favorite book, *Great Controversy*. And to my surprise, many young people were buying this precious book. Every day, before I started to canvass, I asked God to send the Holy Spirit before me, to prepare the hearts of the people; so every contact would be a divine appointment.

I told that to every young person that would take a few minutes to listen. Then I would tell them, "I can share this book with you; but I cannot create an interest in your mind, to want to read it." Only God has the power to do that; it's that still small voice. Then I would ask them if they would read a book like this if they had one; and most said yes.

I love how God's Spirit works on the hearts of the people. That winter, many young people purchased that book. And many told me they wished that they could have a classroom study on it. God is good!

A PENTECOSTAL LADY PASTOR

This was a very, very hard city to break into. The people were very cold and witchcraft is still very strong. The new age is sweeping through New England; and superstition is very real.

One evening as I was going door to door in an apartment complex on the side of a hill, I came across this lady at her door. She told me she was a pastor for a Pentecostal church. We had talked for a few minutes, when she had invited me into her home.

Then she started to share with me, about this community and what had been going on for almost 100 years. She was telling me about a message that came there, but just couldn't reach the people. They had no

interest in spiritual things.

Then one night, she was given a dream, and was shown good angels and evil angels battling. Then I realized I needed to change my canvass (on the *Great Controversy*) and presented it in a little different way. And she asked if she could buy a copy, for she needed it badly.

Satan is alive and well. We need to wake up before it is too late.

A MAN THAT SAID, "THANK YOU FOR SHOWING US THE WAY"

One late afternoon I was impressed to work a certain apartment complex. So I parked my car and went door to door. After about four or five doors, I found someone home.

A man, probably in his thirties, asked me what I wanted and why was I there. Telling him what I was doing, I asked him if he liked to read. "Do you like to read stories, science fiction, Westerns, religious books?" Then he said, "I read the Bible, but I don't go to church." I said, that's great. Within one week's time how often do you read it?" "Everyday," he responded. I told him that's rare in this day and age.

He invited me into his home; and we went to the kitchen and sat down. I canvassed the *Great Controversy* and *God's Answers to Your Questions*; then his girlfriend came home. She came into the kitchen and joined our conversation.

As I closed my canvass on these books, I asked him, "If you had a choice of one of these books or both, what would you pick?" He said both and asked about prices as his girlfriend was getting into her purse to get some money. And he reached over and grabbed a big bill.

I told him, “I can’t take that. He said, “You can; I want you to have it. I got up to leave and they both came to the door with their arm around each other. And the last thing he said, as I walked away, was “Thank you for showing us the way.”

God is so good. Stay close to Him; so the Holy Spirit can lead you door to door, at His leading—not at ours. We are told it’s not by human wisdom or understanding, but it’s by “My Spirit” that the work will be finished.

A LADY THAT TAUGHT CATECHISM CLASS

God drew my attention to a little section of a town one day. Nothing was happening as I was going door to door. I went down one side of the street and came up the other side; and still no interest. I started walking back to my car, when I decided to go door to door on a nearby side street. But I still did not find any interest, until the last house.

The man had just pulled up in his car, got out, and started to walk to his door. I stopped him and asked if he had a few minutes. He was a very kind man, but he had no interest in reading these books and didn’t go to church. He was a good man, even though he didn’t have an interest in the Bible.

Just before I left, I asked him if he knew of anybody on the street who would be interested in these books. He told me the lady across the street would be, but her car wasn’t there.

But guess what happened? Her car immediately pulled up. So I thanked the man and walked across the street to visit the lady. She opened her car door and we began to talk. She told me she was teaching catechism class in the Catholic Church. I said, “Wow, that’s great! These books will help you.”

So I presented the *God's Answers to Your Questions* and, of course my favorite, the *Great Controversy*. When I closed, I knew she fell in love with both books. She bought them and couldn't wait to read and use them to teach her children. With that, we had prayer and I was on my way. At the last house, the lady was very interested in *God's Answers to your Questions* and purchased it.

When I left her home, I went to my car and had prayer. And I thanked the Lord for those appointments; because they were arranged by God.

The Lord is so good to us. One day, when this is all over, just think of the great reunion day in heaven around the throne of God. And what a day that will be. Amen.

WHEN A SHERIFF'S CAR PULLED UP

I was way out in the country when I suddenly came to a big apartment complex. I said to myself, "Wow. I could spend the whole day in it." So I found a place to park my car and started door to door. Half an hour went by.

Then here came a sheriff's car, either to arrest me or tell me I had to leave. So he pulled up to where I was walking; he stopped his car and motioned to me to come to the car. And I did. He then asked me, "Who are you and what are you doing?" So I told him; and he asked to see the book, *Great Controversy*. So I gave him a canvass and he asked me how much it cost. I told him.

He said, "I'll buy." And he got his wallet and gave me the money, took the book, and drove away.

Every contact is a divine appointment. My God overrules all things. He is so good.

A GIRL NAMED APRIL IN NEW YORK CITY

When I first decided to go to New York City, a friend of mine said, "You can't canvass door to door." That became a challenge I prayed about. And God said, "Go."

The first time ever in New York City. I got lost in China Town around 10:00 o'clock at night. I didn't know where I was or where I could spend the night. So I got directions from a police officer. He told me how to get to Long Island, to the Van Ministry headquarters. I stayed there for several weeks; that was a privilege.

Then I visited several schools, and was decided to get New York City to sponsor a program which would helping young people get off drugs. Mayor Koch was in office at the time.

So I started looking for young people in the city who could to help me make the right contacts to get this in all the schools.

Going to Grand Central Station, I walked around, and met this lady who had a concession stand.

I asked her if she knew of any young people that would be interested in helping me. She said. "Yes there were two young ladies here a couple of minutes ago." Shortly after, she brought this young lady which she introduced to me. I shall never forget her.

When I first saw her, I knew I couldn't use her help in this program I was working on. Her name was April. She was 18 years old, about 5' 9", very thin, long brown matted hair, and pretty face.

We began to talk; and she told me her story. How her mother didn't want her any more, put her on the subway train, and left. The first place the train stopped was Grand Central Station.

She had lived there for almost four years, under the subway with other homeless people. I asked her, "How do you survive?" She told me she sells herself to the men that come through. My heart went out to her.

I knew she couldn't work with me; because she just got on crack a week before I met her.

So, in my mind, I asked the Lord, what I could do for her. The Lord impressed me to bring out the paperback book, *Desire of Ages*. I opened the book to the chapter on Calvary. And I said, "April, read these two paragraphs to yourself."

She took the book and read so fast and gave the book back to me. I was surprised at how quickly she read it. So I asked her what she read. To my amazement, she quoted it almost word for word. So we both began to open up more to each other. We talked about heaven and the beauties of the new world. And I will never forget how her face lighted up; and it became sad again. I asked her, "April, if I give you this book to read, would you read it?" She eagerly said, "Yes." We talked a little longer and had prayer. I gave her the book; and we both turned and walked away.

When I turned around to see her; she was gone. And I never saw her again. Only in eternity will I ever know what happened to April.

HEALTH-FOOD STORE MANAGER

I was walking through the mall one day; and I came across this GNC store and decided to go in.

I met this young lady with long red hair; and we began to talk. I found out she was the manager; so I began to ask her questions on health topics. I was surprised at what she knew. She was so open to health and nutrition, always reading and wanting to know more. We talked about an hour; then I left.

About a month later, I was walking through the mall once again. I was planning to just walk by the GNC this time.

But to my surprise, she was sitting by the front

entrance. She saw me walk by, and I couldn't just walk away; so I walked over and began talking to her about her mom and dad, who she had earlier told me were very spiritual people.

Without a book in my hand, I canvassed the *Great Controversy*. She said she would love to read it and want to know the price. So she got up and said she would be right back. When she did come back, she gave me the money for the book and said, "When you come back, bring a book."

One more soul for eternity. God will use anybody that wants to be used, if only we will listen to that still small voice. We don't have to be perfect when we make that decision, just humble and teachable.

TREASURER FOR THE JEHOVAH'S WITNESS CHURCH

One day I was out running a couple of *Bible Story* lead cards on a beautiful summer day. More door-to-door work, which I had grown to love. People liked what I had, but couldn't afford anything.

Then I asked someone, "Do you know anyone that might enjoy these?" This family told me about a neighbor that might be interested; so I went to where the house was and knocked on the door. The lady who answered invited me inside. I canvassed her on *Bible Readings for the Home*, *The Desire of Ages*, *The Triumph of God's Love*, and more hardbacks. She said the books were beautiful and inquired about the prices.

After I figured up the total amount for all six books she chose, she said, "I am the treasurer for the Jehovah's Witness Church. We just built a new church and need books for our library." She continued, "Wait a few minutes; I'm going to make a couple of calls." She did; and the people she called told her to pay for

the books in cash. She went into her church account and took out the money and bought the *Conflict Series*, plus *Bible Readings*.

When the Holy Spirit works, watch out. God wants this work to finish. He wants to come and take His children home. Brothers and sisters, I am homesick for heaven. I want to go home.

A U.S. MARSHALL

I was in a little town in the country, just driving around, asking God where I should start canvassing door to door. So I came across this condominium and started working.

I talked with several families. And, the next day, I met this fine looking gentleman. We began to talk together and became friends. He told me how he was married, had two children, and just recently went through a divorce.

Since then, he had started going to church every chance he got. So I presented the *Great Controversy* and canvassed it. I asked him questions about what's happening in this world of ours. He was a Christian man, a U.S. marshall. He told me he saw lots of things going on in this country and knows Jesus is coming very soon. I shared a little more about this book with current events. He purchased the book.

Please pray for all these people, that one day they and their loved ones will be in heaven. One more link in the chain, one more family.

A MINISTER AND HIS WIFE

I went into this big city and into a very rough area. There were drug dealers on the streets, walking around and selling their drugs. I was impressed that was where I was supposed to be at that time.

I parked my car, got some books in my hands, and

started door to door. I just couldn't wait to see who was behind the next door that answered my knock: what they look like, man or women, black or white. This is the most exciting work you can be in. You will grow in ways you never dreamed; you will understand the Bible more and how to share with others.

A lady answered my knock at one door; she came out onto the porch to talk. Canvassing the *Great Controversy*, I mentioned a National Sunday Law that will soon be passed.

Then, all of a sudden, she said, "Can you tell me which is really God's day? The reason I am asking is because my pastor's wife, myself, and a couple of other ladies were just talking about this in church a couple of days ago."

When the Holy Spirit moves, watch what God does next; that was my opening. We talked more about the Bible and about current events. She asked the price of the books she wanted, but had no money at the time. So she asked me to come back.

Three weeks later, I tried and could not get her; so I tried a month or two later. Then, one day, when I knocked on her door, a voice said, "Come in." It was her. She was excited to see me and we talked. She said she was studying her Bible more and asked if she could still buy the book, *God's Answers to Your Questions*. She was happy to purchase that book.

Then I asked her if she knew of anybody else who would be interested in purchasing. "Yes," she said, "my pastor and his wife." So I said, "Okay. Where do they live." But, when I visited them, I found no one at home. I had knocked on their door and no answer. So I went to a neighbor's house and asked if so-and-so lived at the house that I just knocked at. They said yes.

And with that, the minister and his wife pulled up

in the driveway of their home. I thanked the neighbors and turned to leave. But the Holy Spirit impressed me to talk to the neighbors instead just then. I canvassed the *Great Controversy*. They were Christian people, loved the Lord, and bought the book.

I left and went over to the pastor's house. His wife answered the door and invited me in. Since her husband was down in the basement of their home, talking to the cable man, I canvassed her. She was very interested and wanted us both to go down into the basement and talk to her husband. "I want him to hear this." I suggested not to, because he was taking care of business.

Then, in a couple of minutes, both men came upstairs—the cableman and her husband. Then the cableman left; and I knew it was time to continue my canvass. Standing a distance from his wife and I, the minister was probably 6'2" and maybe 250 pounds. He just stood there, looking at me. Then his wife told him, "Just listen to him and what he is doing." So I started my canvass all over again.

Then he began walking closer and closer, and started to open up. I closed on the *Great Controversy*. Then I asked him, "If you had a book like this, would you read it?" At that he asked the price; then He told his wife to write out the check. "I want that book." Then I shook hands with both of them and started to leave.

I explained to him that he had an awesome responsibility in leading his people down the right pathway. I had shared with them about what the book of Jeremiah says about the pastors. Then, in closing, I told them, "Read this book cover to cover; it will bring tears to your eyes. And you will thank Jesus throughout all eternity for the day the stranger came to your house."

I told them I wanted to meet them again, under the

Tree of Life. Then I left. I love canvassing this powerful book.

A LADY, NAMED ALICE

I was attending one of our churches, one day in Ohio, and became acquainted with some of the church people. I chose one of the Sabbath school classes to sit in and be a part of.

There I noticed one lady who didn't want anything to do with the Spirit of Prophecy books. So one day, when I was out canvassing from door to door, the Lord impressed me to go to a different area and continue canvassing.

When I knocked on one door in this new area, this sister from church answered. I said, "What are you doing here?" And she said, "I live here." Of course, she wanted to know what I was doing; and so I canvassed her on the *Great Controversy*. She told me she had never joined the church because she didn't believe in E.G. White.

After the canvass was finished, I asked her if she would read the book. She said she would. She read the book, fell in love with Ellen White, and joined the church.

There are so many members in our church that do not have books by Ellen white and do not know much about them. Oh the spiritual blessings many are missing. It would bring tears to their eyes, if these souls would read them. We are sitting on a gold mine. But many of us do not know that. May God's Spirit help us.

A GROUP OF PEOPLE CALLED COMMON SENSE

Friends that I lived with one year, told me about a group of people that keep the Sabbath and dance on

Friday night. I was curious as to what these people were all about.

So, one day, I went into a particular town, into a Co-op store and talked to one of the ladies about this group of people. She told me just a little about them. She said, "You can go out there and they will show you around. But you have to call first."

She called and told them that there was a young man who would like to come over and see what they did. They told her to send him over. I went over to paint a house on 140 acres. I also met this young man by the name of Ben. He was a very kind person and had been there for about two years.

He told me this group, called *Common Sense*, had come in, bought that land with the big barn and big house, and then fixed them up. They remodeled the barn. I could hardly believe my eyes at what they did to it: hard wood floors, central heating, and air on both floors.

They make natural products, creams, lotions, soaps, and many things which they sell everywhere. They also did some homeschooling and ladies' work in the house, getting meals ready to eat.

About eighty families in the area gather together just before the sun goes down on Friday night, to celebrate the Sabbath. They are of all ages. My new friend asked me to come and spend the Sabbath with them. It was an experience I will never forget.

I arrived an hour before the Sabbath came Friday night. Ben was there to greet me and to take me to the lodge where I would stay that night. On the bed, there was a basket for me. It was full of the products they made on their place and sold. With it was a card with warm greetings. From there, we walked up to the main house.

By this time, everyone was beginning to come in: men, women, boys, and girls of all ages. Ben began to introduce me to people. It was great. I also got to share about health and other spiritual things. Everybody went into the big living room, and Brazilian tea was served to whoever wanted it. People continued coming in. I never saw such a gathering to greet the Sabbath, like this one. It reminded me of the children of Israel on Friday evening.

Everyone kept coming into the living room and sitting in chairs arranged in a circle. I thought it was great. One could speak and share whatever he wanted. Some read from the Bible, others gave testimony, while still others shared a message from their hearts.

Children and people of different ages stood up, one after another, and asked forgiveness if they hurt someone. Some cried. Then they danced around in a circle as in Bible days. They tried to get me to join. But I said I'd watch and learn; and maybe the next time I come back I would.

When it was over, they had a meal in the dining room and asked me what I did in life and for how long. I didn't tell them that I was a Seventh-day Adventist. Then I shared a little about health and nutrition and how excited I was that they kept the true Sabbath. And, one by one, they asked me questions.

I met a man that used to be a Presbyterian pastor. He left his church because they were worshiping on the wrong day. I also met other interesting people there. One family said, in conversation, they knew some Seventh-day Adventist families. "But," they said, "they talk it, but they don't live it." There was another Sabbath-keeping family there from the South.

In the conversation on health, I said the Seventh-day Adventist Church has one of the greatest health

messages and programs in the world. But they said those people turned them off.

They said that they, themselves, loved one another in their group, and kept the true day of worship. These people were very open to the truth.

Pray for this group which lives scattered across New England. They are beautiful people. They got the books, *Great Controversy* and *God's Answers to Your Questions*. I shall never forget these people.

Let's show the world what Christianity is all about. It broke my heart as I left that group of people that Sabbath. I asked God why we were not like them. They love each other.

The Spirit of Prophecy says when we love each other as Jesus did when He was on earth—then, and not until then—will we be ready for heaven. “Love one another as I have loved you” (John 15:12). We have lost our focus. We put our eyes on each other and see each others' flaws. It's time we put our eyes back on the King of kings and Lord of lords and behold His glory and beauty. May God bless you all is my prayer.

A MUSLIM AND A HINDU

As mentioned earlier, I went to New York years ago partially because a friend of mine told me, “You can't canvass door to door there.” When you tell me I can't, I have to go.

I met some church members who were very kind; and they found a place for me to stay, with some young people who were Portuguese. It was fun. They were trying to teach me their language; I was trying to teach them English. So I lived with them awhile in Queens, New York.

I was out canvassing door to door when I came to a high-rise apartment that I couldn't get into. At that time

it was getting dark outside. So I rang the top-floor apartment and a couple of others. Then someone opened the door, so I quickly went in.

I went to the very top and went door to door. One Spanish lady invited me in her home. A pretty lady; she was divorced and had one child. She bought a paperback *Desire of Ages*; I had prayer and left. I worked door to door on the next floor in the same way.

When one young man invited me into his apartment, he had a couple of friends who were not American. During our conversation, I found out that one was raised a Muslim and the other a Hindu. That was great. Because they were very open-minded, I started my canvass with the *Great Controversy* and closed. I asked them if they would read this book if they had it. They responded that they would. Two books went into that apartment that night.

But, you know what was so beautiful? They said, "We know Jesus is coming soon and we don't want to be lost." If you get to know the Muslim people and the Hindu people, you will learn that they don't read their holy books. They are very easy to reach with our books.

The Bible says they will come from every nation, kindred, tongue, and people in the end time. "Many shall come from the east and west, and shall sit down with Abraham, and Isaac, and Jacob, in the kingdom of heaven." Matthew 8:11. And this is happening very fast. Probation is closing on a dying people. Jesus asks, "Who will go and work in My vineyard? Who will work in My vineyard today?"

THE "BE STILL" CANVASS

I was running a lead card one evening. I found the house I was looking for; and, with my case and lead card in my hand, I went to the door and knocked. I

shared with the man that came to the door, that I was from the world famous *Bible Stories* and was following up on a card he sent in. He said he only wanted information. So I told him,

“Okay, just two or three minutes and I’ll be on my way.” He invited me in to talk about this. The Lord impressed me to show him the *Home Library*, so I canvassed it and closed. I told him the price, mentioning the two financial plans: cash up front or payment in 90 days, the same as cash. “Wow,” he said. “I love them, but I can’t afford them.” His wife was in the bedroom listening. We talked a little while longer. “How much did you say they are?” he asked again.

He got up and went into the bedroom. When he came out, he said, “We really can’t get them right now. At that, the Holy Spirit said, “Be still.” I stopped talking and just started turning pages in the books and looking at the pictures. A couple of minutes went by. He got up and went back into the bedroom. He came back in a minute or two and bought the whole set of the *Home Library*, and paid cash.

Sometimes we need to be still and let the Holy Spirit speak to the hearts and minds of the people; and we, ourselves, need to listen. We are not salesmen; we don’t have the power to create an interest in the hearts and minds of the people. Only the Holy Spirit has that power. For it’s the Holy Spirit that is the salesman, not us. God can do such great things through those who will just give their all to Him—for His service, glory and power. Every home we go to we are sitting as a portrait of Jesus.

STOPPED BY THE CONSTABLE

Way out in the country, one summer day, I was driving to see where God would lead me. Then I noticed to

my left there was a sign; so I turned and drove a little way.

I was impressed, "Stop your car. Take your briefcase, filled with *Great Controversys*, and start door to door." At the first house I came to, a lady came to the door. I told her I was working with a nation-wide project and I was asked to visit everyone in her town. I shared the *Great Controversy* with her and closed.

She said, "Yes, I want a book." She went into a room and returned with the money. At about that time, the constable pulled up along the road and waited till I walked back out from the house. Then he asked me, "Do you have a permit?" I said, "No." Then he said, "Go to the city hall and buy a permit. Don't do any more door-to-door work, or I will arrest you.

In my mind, I wasn't sure what to do. And I asked the Lord, because I had never had a permit before. Then the Lord impressed me to go to the city hall. There was something about this little town; I could feel it. So I went to the city hall and asked how much the permit was and they told me. It was just what the first house gave me for the book. The Lord provided the money. I got the permit and went door to door; and God blessed abundantly. Many families bought the *Great Controversy* that day.

God was so good. Like the fish that Peter was told to get the money out of its mouth, to pay the tribute money requested of Christ. "Notwithstanding, lest we should offend them, go thou to the sea, and cast an hook, and take up the fish that first cometh up; and when thou hast opened his mouth, thou shalt find a piece of money; that take, and give unto them for Me and thee." Matthew 17:27.

ALMOST ARRESTED AND PUT IN JAIL

I was canvassing from door to door for almost one year in one community. Especially using *Great Controversy*, hundreds of books went out.

Then, one day, I was working one side of the street. I went up on a porch and knocked on the door. I gladly went in when a man invited me to. We sat down and talked a little before I began my canvass with the books.

When I started my canvass on the *Great Controversy*, there was suddenly a knock on the door. It was a policeman who asked if there was someone in there selling books.

The lady told him, "Yes." He asked if he could come in. Then he asked me to step outside. There were two police cars, each one facing each other in the front of the house. One policeman on the porch and the other on the steps. They asked for my ID and were running a check on me.

One police officer said, "We should arrest him." The other said, "You can go, but don't go door to door if you don't have a permit. If we get a call from anyone and you don't have a permit, we will arrest you." They asked me, "Before you leave, do you want to say anything to this family?" So I went inside, closed the door, and talked to the couple a minute. They asked if I could come back. "We will buy some books from you." I went to City Hall.

The permit was expensive. And they wanted me to get a bond which was \$2,000 in cash. They said, "We don't care if you are only selling Bibles. You need a permit and bond!" But I left.

Taking a chance, I went back to the house of the same family that I promised I would return. He bought some books and asked me to go see his ex-wife on the other side of town. She bought some books from me and told me that her ex-husband was dying from can-

cer. God wanted those books in that home for that man. Several *Great Controversys* went into homes on the same street on which his ex-wife lived.

[Leon did not say whether he paid for the permit and got a bond to cover the \$2,000; or whether he left town, which he probably did. We here at Harvestime Books have a small, inexpensive book, titled, *Supreme Court Legal Precedents on Door-to-Door Distribution* (45 pp., 8½ x 11, \$4.00 + \$2.50 p&h). It would be good if you could read it, and afterward keep a copy in your car. It presents the text of every U.S. Supreme Court decision, and all of them permit door-to-door giving or selling of literature in America. The basic issue is the First Amendment right to freedom of religious speech.]

I love it when the Holy Spirit touches the hearts of people and impresses them with their need to buy these books. Each one is a divine appointment.

THE 11-YEAR-OLD BOY

One day in my door-to-door work, I met a Spanish lady. I asked her, "Do you read the Bible very much?" She said, "Just a little."

Then, all of a sudden, this 11-year-old boy pulled up on bicycle and sat down on the chair by the door. I asked her who he was. She said he was her son and he read the Bible every day. I said to him, "You do?" He said, "Yes." He was listening to our conversation.

So I canvassed this young man with the *Great Controversy*. When I closed, he asked how much it was and if there was any tax. When I told him there was no tax and the price, he asked me if he could buy it. "If your mother doesn't care," I told him. She said, "No, I don't care."

He ran upstairs, came running back, and handed

me the money. When I gave him the book, he gave it to his mother, went outside, and rode away on his bicycle. He didn't even know who I was.

God used the little 11-year-old boy to put the *Great Controversy* in that family's home. Again, when God moves, stand still and watch His mighty power at work.

**THE GIRL WHO SAID,
"MOMMY, I'LL HELP YOU GET IT."**

I was canvassing door to door in a two story apartment complex one day. I talked to one lady who told me she read the Bible just a little. I got more specific with her, "Within a week's time, how often do you read your Bible? Now be honest with me." She thought it was probably about once a week.

So, then, I began to share with her my favorite book, *Great Controversy*. When I was finished, I asked her if she would read that book if she had it. She said she would and asked the price. When I told her, she said she couldn't afford it right then.

Her little girl, who was about 10 or 11 years old, was listening to my canvass. She said, "Mommy, I'll help you buy it." Her mother said, "How? You don't have any money?" The little girl said, "Yes I do." She ran off to her bedroom and came back with about six to eight penny rolls. Her mother looked down at her and started to cry. She said, "Honey, I'll get the rest of the money."

So Jesus touched that little girl's heart in order to get that book, *Great Controversy*, into the home. She thanked me and I was on my way to another home. God is Great!

THE DAY I WAS GOING TO QUIT

I was really getting worn-out one summer and was seriously thinking about quitting that day. It was rather

gloomy outside. I was impressed to take some books out and find a little town and start canvassing. So I took *God's Answers to Your Questions* and *Great Controversy* and found this little town in the country, with a big apartment complex. I started door to door and nothing was happening. No interest. I was ready to quit.

I decided to continue just a little longer. Then I knocked on a door and a young mother answered. I told her what I was doing and she invited me in. She told me how she was asking God for help, learning how to read her Bible and understand it. She bought the books from me and we walked outside together.

I told her how I was ready to quit canvassing and started to cry. And she looked at me and said, "Leon, I am so glad you didn't quit; and I am so glad that my Jesus sent you to my home. Don't stop. The people out here need these books."

We are truly fishers of men, if we continue fishing for souls, for eternity. One more family for heaven. And it's for God's glory and honor, not ours. We are just instruments in His hands.

THE FAMILY THAT HAD THE GRIM REAPER IN THE BASEMENT

It was summer and I was doing some door-to-door canvassing in an apartment complex. One man answered the door and asked me what I was doing. I told him I was working with a nation-wide project and was asked to visit with every family in his neighborhood.

"Do you have a few minutes?" "Yes," he said, "come on in." We talked a little. Then I asked him, "Are you a reader? Do you like to read books?" He said "Yes." And I asked him what type of books he read. He said, "Books that deal with the supernatural." I said, "You do? Why do you like that kind of books?" And he continued tell-

ing me about it.

So I canvassed the *Great Controversy*. I asked him, "Can the dead speak to us?" He said yes. So I asked him why he thought that. He began to share an experience with me about a ghost. So I asked him, "Is there a devil?" And he told me yes. Continuing, I asked him, "Does the devil have power to impersonate people that die?" He indicated yes.

So I said, "Let me ask you a question. When I say Prince of Light, who do you think of right away? He said, "Jesus. The prince of darkness is the devil." I continued, "Have you noticed what time of the day it is when people usually see a ghost? Is it when it is dark or the sun is shining outside?" Then I asked him who the prince of darkness is.

At that, I finished my canvass and he bought the book. Then he said, "You have to go see such-and-such family." He insisted that I go that day. So he gave me their address, but didn't say why he wanted me to go.

So I went to their house right away. I got out of the car, took a few *Great Controversys*, and knocked on the door. I told them a good friend of theirs asked me to come over to see them. They invited me into their house. We sat down in the living room. They began to talk and I looked around. Bibles were everywhere and crosses were hung on the walls around the house.

So I asked them why they had all these Bibles and crosses. So they told me about an experience that happened a couple of Sundays ago. There were about three families sitting around in the kitchen one day, talking about the supernatural. The conversation got pretty heavy on this topic. Some believed in this and some didn't.

While in conversation, something began to happen: They began to hear noises. Now, remember that this

was late in the evening. They all looked toward the basement door. It sounded like heavy footsteps coming up. They started becoming afraid.

Then, all of a sudden, the basement door slammed open. And there, standing on the basement steps, was the Grim Reaper. With his skull face, hooded robe, and scythe in his hand. They all ran out of the room as fast as they could. They stayed outside for hours, so afraid. Then they began to slowly come in, not knowing what would be next.

The following day, they had a priest come over and do what they thought he could do. They took me from room to room in the house. There were Bibles everywhere and crosses hanging all around. Then we sat down.

God used me to give the most powerful canvass I have ever given on the *Great Controversy*. I said, "Do you know what the rest of this title is? It is called the *Great Controversy Between Christ and Satan*. This book will unmask all the deceptions of Satan, from the beginning to the end of time. It is the only book that will warn the world of the dangers to come." They said, "How much is that? We want to buy it."

Another family will have a chance to be ready for Christ's coming. My God is a mighty God.

THE OUIJA BOARD

I was in an neighborhood one day, knocking on doors, when I met an older man. His wife said, "Let's go into the dining room. So we did and sat down to visit. About five or ten minutes went by. Then, in the back door came two young girls, probably between ten and twelve years of age, with some kind of game.

So I continued giving my canvass. They bought the book. I got up to leave and went to see what the girls

were playing. And here, to my surprise, they had an old Ouija board that belonged to their great grandparents. I asked, "What do you do with it?" They said, "We play with it. It's just a game. I said, "Are you sure it's just a game?" They said, "Is there anything you want to ask the board?" I said, "No, but there is a question you can ask it. I wanted them to see the danger of it. Ask the Ouija board who controls it.

With that I went into the living room to go out the front door. And the youngest girl came running into the living room. I asked her what was wrong. She said, "We asked the Ouija board who controls it and it spelled out "spirits".

Then the older girl came and said, "Do you have any more questions that you want to ask the board?" I said, "Just one more. Ask the Ouija board if it loves Jesus Christ, the Son of God. With that they went back into the kitchen to ask the question. I said good-bye to the grandparents and started down the steps to the sidewalk.

Both girls came running to the door. They both were very scared now. I asked them, "Did you asked the Ouija board that question?" "Yes we did." I asked them what it spelled out. They said it spelled NO.

I warned them about this, and then left.

Even our children do not see the danger in what Satan has prepared to destroy them. The *Great Controversy* is a mighty tool in God's hands, to help a multitude of people to find safety before the mighty storm comes.

THE WOMAN THAT DIDN'T BELIEVE THAT GOD IS REAL

I was going door to door on a main street in a nice section of town. I went in this hallway entrance up-

stairs, down the hall, and started working my way out. At the last door, which I was about to go to, a young lady came out in the hallway smoking a cigarette.

A friend had just faxed her a paper about the predictions of some prophet. I said to myself, This is an open door, a divine appointment. Then we began to talk.

She said her friend was inside eating and I told her I could come back later. She said, "No, come in; she would also be interested in what you are doing." So I went into her apartment.

We all sat down at the kitchen table and I began my canvass on *Great Controversy*. Her friend began to respond. The Holy Spirit was really moving. Then there was a knock at the door. And one of the women answered. It was a man friend. He came in and joined the conversation. I finished my canvass.

Then I looked at all of them, saying that this was a divine appointment that we were all there. I asked them, "If you had this book, would you read it?" And her friend who was eating said yes and wanted to know the price. So I told her; and she went into her purse, got some money, and bought the book.

Then the other young lady who invited me in all of a sudden got up from the chair, walked over to the door, and leaned against the wall. Then both of her friends said they knew what she was going to say. Then the lady of the house said, "I don't believe there is a God." I said, "You don't? Why not?" So we talked back and forth about this for a few minutes.

Then I saw the light switch next to her. And I asked her, "What's that for?" She said, "It turns on the light." I said, "How do you know?" She said, "Because it does."

Then, all of a sudden, this expression came over her face. And she came back to the kitchen table and

just stared at me. Then she said, "I want the *Great Controversy*." She went into her purse, got the money, and bought the book.

One more victory for Jesus. Satan was defeated in that apartment that day. Amen. One more family for Jesus.

THE DAY I MET A WITCH

I was going door to door in a bad part of the city. I knocked on this one door and a lady dressed in black answered. I told her I was working with a nation-wide project. "Do you have two to three minutes, so I can talk with you? Please?" I asked her. She said yes.

When I walked into her house, I knew what she was into. I asked her, "Are you a reader? Do you like to read books?" She said yes. So I asked her what kind of books she likes to read: love stories, Westerns, religious books, occult books? And she said, "Anything that deals with witchcraft."

So I began my canvass. Soon I asked her if there was a devil. She said yes. I asked her if he has horns and a tail. She said, "I am not really sure." Then I asked her if she had ever talked with anyone that had a ghost in their house. She said, "Yes, we have one in this house." I asked her if it is a man, woman, or child. She said it was a woman, and that she saw her all the time and wanted to get to know her better. She told me she loves the supernatural.

Then I asked her, "Have you ever heard about 666?" She said, "Yes, it's Satan's number." One more door opened. Then I shared a little more and closed. I asked her if she had a book, such as the *Great Controversy*, would she read it. She said yes and bought it. She told me before I walked out the door, "If you were promoting religion, I would not want the book. But there's

something about this; I can't wait to read it."

One more victory for Jesus.

A LADY SHERIFF WHO LIVED IN A TRAILER COURT

One summer day I was in this little community, asking Jesus where I should go and canvass. So I drove around for a few minutes and saw this little trailer court. This was it. This was where God wanted me.

I picked up my briefcase and started door to door. I knocked and a lady answered and said, "Come in." She and her husband were both sheriffs. So I gave her a canvass on the paperbacks, *Patriarchs and Prophets* and *Desire of Ages*.

Then I started to canvass the *Great Controversy*. We got to the point where we both were really listening and sharing. We talked about the occult. She told me that heavy witchcraft was in her community. Then she showed me several photos. I was shocked about what was going on in this community.

Then I closed and asked her if she would read these books I was presenting to her. She said yes and asked for the price as she wrote out a check for those precious books.

One family will have a chance to get ready to meet Jesus.

THE COLLEGE GIRLS AND A COFFEE CAN OF PENNIES

I was outside on a beautiful day in the summertime. The Lord impressed me to take some *Great Controversys* and go door to door. When I came to one door, a young lady answered and wanted to know what I was doing. I asked her if she had a few minutes; because I wanted to share what my work was all about. She said, "Come in."

When I went inside, her roommate was there. So I canvassed *Great Controversy* with both ladies. When I closed, I asked them if they would read this book if they had it. They said yes. But they told me that just then they didn't have any money. So I told them how to get it later, if they still wanted one. I picked up my books and walked down the steps.

All of a sudden, the girls came out on the porch and said, "Wait a minute. We were just talking. Would you take pennies?" God wanted that book in the hands of those young ladies. They poured out a coffee can full of them. I went home that night and counted all the pennies and nickels. There was about \$35.00.

Jesus provides for the needs of His children. When you work for the King of kings, there is no greater honor. Amen!

WHAT IS A COLPORTEUR? REALLY, WHAT ARE THEY?

Through years of going door to door, I have learned much. I made a lot of mistakes, failed my Jesus many, many times. He has taught me that a colporteur is not perfect. He or she is not better than anybody else.

A colporteur is a very humble person, a very imperfect person, that longs to be used by Jesus, to go into the highways and byways of the world. He wants to go door to door, to meet people of all races and have love in his heart for them. We are all brothers and sisters.

He meets meet drug dealers, drunkards, homosexuals, lesbians, mean people, kind people, rich people, poor people, educated and not so educated people, and Christian people.

When you are a colporteur, you meet them all, and you grow to love them all. A colporteur doesn't talk about people. He or she has a very tender nature. We

are not fighters. We are not cruel. And we stand by each other and help each other along the pathway of life.

I gave up fame and fortune to follow Jesus. I gave up the things of this world to carry the last warning message to the highways and byways of this great nation. Into the ghettos and bad areas of the cities I go.

And, along the way, I always ask Jesus for one more family, just one more soul for eternity. One more person, Lord, just one more. Then Jesus says to me, "Will you go and work in My vineyard today? Will you go for Me?"

I am tired of the battle of life. I am worn-out. I'm homesick for heaven. I want to go home. I made a promise a long time ago: As long as I can walk and carry these books door to door, I will. I will until the day I die or Jesus comes again. That's why I'm a self-supporting colporteur. It's the Lord and I.

Where He sends me, I go. Where He leads me, I follow. Jesus and I. One thing I've learned through the years: It's not by human wisdom or might, but by His Spirit that the work will be finished.

He is the great Teacher. His ways are the best; and the success is out of this world! Sitting at the feet of Jesus every morning is the secret of success.

Success is not in money or how many books went out, but how we sat as a portrait for Him at each door and in each home. We are told that He doesn't look at the quantity of work, how much we sold today, how many books went out.

He looks at the quality of the work. If just one person bought a book today, praise the Lord. Jesus would have come to this dark world and have died just to save one person. Can you imagine that He would have died for just one person?

So it is not how much money we make or how many books sold. That's not what this is all about. When I have just one contact, just one, I thank Jesus; because that's another family for eternity. No one can put a price on a human being.

I miss the colporteurs I knew a long time ago. They were a special bread of workers. As a mighty army of soldiers we went out to work. Everybody heard of them. But something happened. Where did they all go?

They left the army of warriors who were in the front of the battle. They were supposed to lead the way to victory. Where did you all go? I miss you all very, very much. It's not the same without you. We checked on each other. We loved each other. I miss you guys, every one of you.

— *Leon*

— *Part Three* —

Additional Quotations

THE WORLD'S GREAT NEED

URGENT NEED OF DEDICATED WORKERS

“Ten truly converted, willing-minded, unselfish workers can do more in the missionary field than one hundred who confine their efforts to set forms and preserve mechanical rules, working without deep love for souls.”—*4 Testimonies*, 602.

“The work of the colporteur is elevated, and will prove a success, **if he is honest, earnest, and patient, steadily pursuing the work** he has undertaken. His heart must be in the work. He must rise early and work industri-

ously, putting to proper use the faculties God has given him. **Difficulties must be met.** If confronted with unceasing perseverance, they will be overcome. **Much is gained by courtesy.** The worker may continually be forming a symmetrical character. Great characters are formed by little acts and efforts.”—4 *Testimonies*, 603.

“But **many are attracted to the canvassing field to sell books and pictures that do not express our faith and do not give light to the purchaser.** They are induced to do this because the financial prospects are more flattering.”—4 *Testimonies*, 604.

“There is need of systematic labor; but where some of you are so long in devising and planning, and getting ready to work, Satan preoccupies the field with bewitching fables. And the attention of men becomes absorbed in the delusions of the master deceiver . . .

“**Take up the work anywhere and everywhere. Do that which is nearest you,** right at your own doors, however humble and uncommended it may seem. Work only for the glory of God and the good of men. Let self sink out of sight while with earnest purpose and solemn prayers of faith you work for Him who has died that you might live. **Go to your neighbors** one by one and come close to them till their hearts are warmed by your unselfish interest and love. Sympathize with them, pray for them, watch for opportunities to do them good. And, as you can, **gather a few together and open the Word of God to their darkened minds.** Keep watching, as he who must render an account for the souls of men. And make the most of the privileges that God gives you of laboring with Him in his moral vineyard. Do not neglect speaking to your neighbors and doing all the kindness in your power, that you ‘by means may save some.’ We need to seek the Spirit that constrained the apostle

Paul to go from house to house, pleading with tears, and teaching 'repentance toward God and faith toward our Lord Jesus Christ.'—*Review, March 13, 1888.*

"If there is one work more important than another, it is that of getting our publications before the public, thus leading them to search the Scriptures. Missionary work—introducing our publications to families, conversing, and praying with and for them—is a good work and one which will educate men and women to do pastoral labor.

"Everone is not fitted for this work. Those of the best talent and ability, who will take hold of the work understandingly and systematically, and carry it forward with persevering energy are the ones who should be selected. **There should be a most thoroughly organized plan; and this should be faithfully carried out.** Churches in every place should feel the deepest interest in the tract and missionary work."—*4 Testimonies, 390.*

"There is missionary labor to be done in the distribution of tracts and papers, and in the canvassing for our different publications. **Let none of you think that you cannot engage in this work because it is taxing, and requires time and thought. If it requires time, give it cheerfully; and the blessing of God will rest upon you.** There never was a time when more workers were needed than at the present. There are brethren and sisters throughout all our ranks who should discipline themselves to engage in this work . . .

"Many are sad and discouraged, weak in faith and trust. Let them do something to help others more needy than themselves, and they will grow strong in God's strength. Let them engage in the good work of selling 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.

"I ask you dear Christian workers, to **do what you can to circulate the books that the Lord has said should be sown broadcast throughout the world. Do your best to place them in the homes of as many people as possible.** Think of how great a work can be done if a large number of believers will unite in an effort to place before the people, by the circulation of these books, the light that the Lord has said should be given them. **Under divine guidance go forward in the work and look to the Lord for aid. The Holy Spirit will attend you. Angels of heaven will accompany you, preparing the way . . .**

"As they go from house to house, they will find souls who are hungry for the bread of life, to whom they can speak words in season. **Canvassers are needed who feel a burden for souls.** You many say, 'I am not a minister. I cannot preach to the people.' No, you may not be able to preach; but **you can minister, you can ask those you meet if they love the Lord Jesus. You can be an evangelist. You can be God's helping hand,** working as did the disciples when Christ sent them forth. Young men, young women, you are called by the Master to take up His work. There is a famine in the land for the pure gospel.

"The things of this world are soon to perish. This is not discerned by those who have not been divinely enlightened, who have not kept pace with the work of God. **Consecrated men and women must go forth to sound the warning in the highways and the byways. I**

urge my brethren and sisters not to engage in a work that will hinder them from proclaiming the gospel of Christ. You are God's spokesmen. **You are to speak the truth in love to perishing souls.** 'Go out into the highways and hedges, and compel them to come in, that My house may be filled' (Luke 14:23), **Christ says. Do not these words plainly outline the work of the canvasser? . . .**

"O that thousands more of our people had a realization of the time in which we are living, and the work to be done in the field of service, in house-to-house labor. There are many, many who not know the truth. They need to hear the call to come to Jesus. The sorrowing are to be cheered, the weak strengthened, the mourners comforted. The poor are to have the gospel preached to them.

"The master knows and watches over His workers, in whatever part of His vineyard they are working. **He calls upon His church to arouse and become acquainted with the situation . . .**

"This work is a work that should be done. The end is near. Already much time has been lost, when these books should have been in circulation. Sell them far and near. Scatter them like the leaves of autumn. **This work is to continue without the forbidding of anyone.** Souls are perishing out of Christ. Let them be warned of His soon coming in the clouds of heaven."*—Colporteur Ministry, 21-25.*

"All who desire an opportunity for true ministry, and who will give themselves unreservedly to God, will find in the canvassing work opportunities to speak upon many things pertaining to the future, immortal life . . . As they cherish the thought that Christ is their Companion, a holy awe, a sacred joy, will be felt by them

amid their trying experiences and all their tests. **They will learn how to pray as they work. They will be educated in patience, kindness, affability, and helpfulness.** They will practice true courtesy, bearing in mind that Christ, their Companion, cannot approve of harsh, unkind words or feelings. **Their words will be purified.** The power of speech will be regarded as a precious talent, lent them to do a high and holy work. **The human agent will learn how to represent the divine Companion with whom he is associated.** To that unseen Holy One he will show respect and reverence because he is wearing His yoke and learning His pure, holy ways. Those who have faith in this divine Attendent will develop. They will be gifted with power to clothe the message of truth *with a sacred beauty.*—*Colporteur Ministry*, 33.

“Instruction has been given me that **the important books containing the light that God has given regarding Satan’s apostasy in heaven should be given wide circulation just now**; for through them the truth will reach many minds. *Patriarchs and Prophets*, *Daniel and the Revelation*, and the *Great Controversy* are needed now as never before. They should be widely circulated because the truths they emphasize will open many blind eyes . . . Many of our people have been blind to the importance of the very books that were most needed. Had tact and skill then been shown in the sale of these books, the Sunday-law movement would not be where it is today.”—*Colporteur Ministry*, 123.

“I write this because those engaged in canvassing work and house-to-house labor **often meet men and women who are coarse and forbidding in outward appearance, but who, if won to the truth, will be among the most loyal and stanch adherents** . . . Those whom the Lord uses may not always have outward pol-

ish, but if they have integrity of character, the Lord accounts them precious.

“As the end draws near, the work of God is to increase in full strength and holiness . . . Let us ever remember that we are laborers together with God. In this heavenly union we shall carry forward His work with completeness, with singing and rejoicing. In every soul will be kindled the fire of holy zeal. Company after company will leave the dark standard of the foe to come up to the help of the Lord, to the help of the Lord against the Mighty. God’s workers must gain a far deeper experience. If they will surrender all to Him, He will work mightily for them. They will plant the standard of truth upon fortresses till then held by Satan, and with shouts of victory take possession of them. They will bear the scars of the battle, but there comes to them the comforting message that the Lord will lead them on, conquering and to conquer.

“When God’s servants with consecrated zeal cooperate with divine instrumentalities, the state of things that exists in this world will be changed, and soon the earth will receive her King. Then ‘they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars forever and ever’ (Daniel 12:3).”—*Review, September 17, 1903.*

LOW-COST WHOLESALE BOOKS SHOULD BE PROVIDED

In a divinely-given dream, instruction was given (1) to emphasize books, especially Spirit of Prophecy books, which reveal Satan’s devices and explain last-day events; and (2) books should be provided at flat-bottom prices, so they can more easily be purchased and widely distributed. Here is the statement (part of which was quoted earlier):

“After a while I fell asleep again. This time **I seemed to be in a council meeting where our book work was being discussed.** There were a number of our brethren present, leaders in our work, and Elder Haskell and his wife were there consulting together and with the brethren **about the circulation of our books, tracts, and periodicals.**

“Elder Haskell was presenting strong reasons why **the books which contain the knowledge that has been communicated to Sister White—the books containing the special message to come to the world at this present time—should be more freely circulated.** ‘Why,’ he inquired, ‘do not our people appreciate and circulate more widely **the books bearing the divine credentials? Why is not a specialty made of the books containing the warnings regarding Satan’s work? Why do we not give greater effort to circulating the books that point out Satan’s plans to counterwork the work of God, that uncover his plans and point out his deceptions?** The moral evils of his deceptions are to be removed by opening the eyes of the people so that they shall discern the situation and the dangers of our times; so that they shall make diligent effort to lay hold by faith upon Christ and His righteousness.’

“A messenger from heaven stood in our midst, and he spoke words of warning and instruction . . .

“**Afterward we were in camp meetings and in large meetings in our churches, where the ministers presented clearly the perils of the times in which we live and the great importance of making haste in the circulation of our literature.** In response to these appeals the brethren and sisters came forward and purchased many books. Some took a few, and some purchased large quantities. Most of the purchasers paid for the books

they took. A few arranged to pay afterward.

“Because books were being sold at low prices, some being especially reduced for the occasion, **many were purchased**, and some by persons not of our faith. They said: ‘It must be that these books contain a message for us. These people are willing to make sacrifices in order that we may have them, and we will secure them for ourselves and our friends.’

“But dissatisfaction was expressed by some of our own people. One said: ‘A stop must be put to this work, or our business will be spoiled.’ As one brother was carrying away an armful of books, a canvasser laid his hand upon his arm and said: ‘My brother, what are you doing with so many books?’ **Then I heard the voice of our Counselor saying: ‘Forbid them not. This is a work that should be done. The end is near. Already much time has been lost, when these books should have been in circulation. Sell them far and near.** Scatter them like the leaves of autumn. **This work is to continue without the forbiddings of anyone.** Souls are perishing out of Christ. Let them be warned of His soon appearing in the clouds of heaven.’

“Some of the workers continued to appear much cast down. One was weeping and said: ‘These are doing the publishing work an injustice by purchasing these books at so low a price; besides, this work is depriving us of some of the revenue by which our work is sustained.’ The Voice replied: ‘You are meeting with no loss. **These workers who take the books at reduced prices could not obtain so ready sale for them except it be at this so-called sacrifice.** Many are now purchasing for their friends and for themselves who otherwise would not think of buying.’”—*9 Testimonies, 66-67, 71-73.*