



# LIKE LEAVES OF AUTUMN

**REVIVING THE CANVASSING WORK**

"How beautiful upon the mountains are the feet of him that bringeth good tidings,  
that publisheth peace; ... that saith unto Zion, Thy God reigneth!"

(Isaiah 52:7).

# LIKE LEAVES OF AUTUMN

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# INTRODUCTION

## LIKE LEAVES OF AUTUMN

**T**he time is ripe! Just as autumn leaves scatter everywhere at a distinctive time, now is the season for publications filled with the present truth to be spread around the world.

The General Conference Colporteur Department has scheduled **June 26-30, 2019** as a time to promote the vital work of canvassing, with a series of special readings and a day of door to door canvassing on Sunday, June 30. Please, join the worldwide church in reviving the very work that has stood the test of time and has helped our church become a worldwide movement. We encourage you to come together also for an evening of praise on Sunday, June 30, 2019, to share the experiences you've made during the day.

We should not invest only in modern methods of evangelism while we forget about canvassing altogether, deeming it outdated or inappropriate for rich or poor countries. That's not what Ellen G. White envisioned about the future! Let's consider what the Lord's messenger was shown for the very end of earth's history—**our** time:

"Hundreds and thousands were seen visiting families and opening before them the word of God. Hearts were convicted by the power of the Holy Spirit, and a spirit of genuine conversion was manifest. On every side doors were thrown open to the proclamation of the truth. The world seemed to be lightened with the heavenly influence."—*Testimonies*, vol. 9, p. 126. (*This was penned in 1909, in her very last series of Testimonies for the church!*)

"A great and important work is before us. The enemy of souls realizes this, and he is using every means in his power to lead the canvassers to take up some other line of work. This order of things should be changed. God calls the canvassers back to their work. He calls for volunteers who will put all their energies and enlightenment into the work, helping wherever there is opportunity. The Master calls for every one to do the part given him, according to his ability. Who will respond to the call?"—*Manual for Canvassers*, pp. 70, 71.

"Where there is one canvasser in the field, there should be one hundred."—*Ibid.*, p. 7.

So, let's be inspired and energized for this wonderful opportunity to be part of the action—one door at a time! Amen!

*Adrian Finaru, GC Colporteur Department Director*

# } 1



WEDNESDAY, JUNE 26

By Juan David Mateus Pinzón

## A COMMISSION AND A PROMISE

**T**hrough sacred history, we realize that God chose men and women who had specific characteristics that prepared them for the work they had to perform. Samuel was sent by God to the house of Jesse to select and anoint one of his eight sons to occupy the throne of Israel. As they, one by one, paraded in front of the prophet, Samuel observed their appearance, stature, age, bearing, etc., and used these characteristics to draw inferences about their qualifications. He imagined their leadership skills, their experience, and the appearance they would present before the people. But just as he would take the horn to anoint, God would say, "No, this is not the one." 1 Samuel 16: 7 says: "But the Lord said unto Samuel, Look not on his countenance, or on the height of his stature; because I have refused him: for the Lord seeth not as man seeth; for man looketh on the outward appearance, but the Lord looketh on the heart." It was because of this that David was brought from tending his flock to be selected by God for this important position.

Like King David, God also wants those who work in canvassing to have attitudes and aptitudes for this service, believers after God's own heart.

### Characteristics for canvassers

- Feel the Burden of Service
- Resolute
- Courageous
- Energetic
- Have the Love of Christ in their Souls
- Adaptable
- Successful in Other Areas
- Good Address
- Tact
- Foresight
- Possess the Best Talent & Ability
- Efficient
- Have a Personal
- Religious Experience
- A Good Witness (see *Manual for Canvassers*, chapter 4)

### The promise to the chosen colporteur

If the literature evangelists are carefully chosen, as were David, Samuel, Elisha, Esther, Joshua, Paul, and especially Jesus—the missionary with the greatest success—then the promise of God’s

presence and the company of His angels can be enjoyed with the utmost confidence, like the trust of a little son in his loving father. God chose Joshua, and although he had great fears, his trust in God’s promise was greater. “Have not I commanded thee? Be strong and of a good courage; be not afraid, neither be thou dismayed: for the Lord thy God is with thee whithersoever thou goest” (Joshua 1:9). God commissions and He promises His presence.

“Our canvassers are having marked success. And why should they not? The heavenly angels are working with them.”—*Colporteur Ministry*, p. 111.

“Let canvassers handle books which bring light and strength to the soul, and let them drink in the spirit of these books. Let them put their whole soul into the work of presenting these books to the people. If they are imbued with the Spirit of God, heavenly angels will give them success in their work, and they will gain a deep, rich experience.”—*Ibid.*, p. 121.

Jesus, when selecting the twelve, was in complete communion with His Father. He had spent the whole night

in prayer, knowing that the work these twelve men would do needed God’s approval and that they would need His presence and companionship. They must be men with characteristics that would rightly represent their mission.

### Colporteurs without success

“The canvassing work should be considered as sacred, and those who have unclean hands and defiled hearts should not be encouraged to enter upon it. **The angels of God cannot accompany the unconsecrated to the homes of the people;** therefore all those who are not converted, whose thoughts are corrupt, who will leave the taint of their imperfection upon everything they touch, should refrain from handling the truth of God.”—*The Review and Herald*, May 20, 1890. [Emphasis added.]

Therefore, those who enter the canvassing service should possess the necessary requirements to rightfully carry out this work. The presence of God and holy angels will attend them, and both heavenly and earthly approval will accompany their mission. “So shalt thou find favour

and good understanding in the sight of God and man" (Proverbs 3:4).

### **The highest work**

"There is no higher work than evangelistic canvassing, for it involves the performance of the highest moral duties. Those who engage in this work need always to be under the control of the Spirit of God."—*Testimonies*, vol. 6, p. 331.

Romans 8:14 says, "For as many as are led by the Spirit of God, they are the sons of God."

"There must be no exalting of self. What have any of us that we did not receive from Christ? We must love as brethren, revealing our love by helping one another. We must be pitiful and courteous. We must press together, drawing in even cords. Only those who live the prayer of Christ, working it out in practical life, will stand the test that is to come upon all the world."—*Ibid.*

"The new year is just before us, and plans should be laid for earnest, persevering effort in the Master's service. There is much to be done to advance the work of God. I have been instructed that the

canvassing work is to be revived, and that it is to be carried forward with increasing success. It is the Lord's work, and a blessing will attend those who engage in it with earnestness and diligence."—*Colporteur Evangelist*, p. 35.

God in His mercy and goodness has established various means or methods by which people within the society where we live may receive a message that's different from what they are accustomed to hearing—a message of love and hope. They need to be offered the hope of redemption through our literature and given messages about eternal life. Our canvassers filled with courage, sacred zeal, and divine grace can accomplish this work.

### **A divine commission**

"Faithful is he that calleth you, who also will do it" (1 Thessalonians 5:24). "Ye have not chosen me, but I have chosen you, and

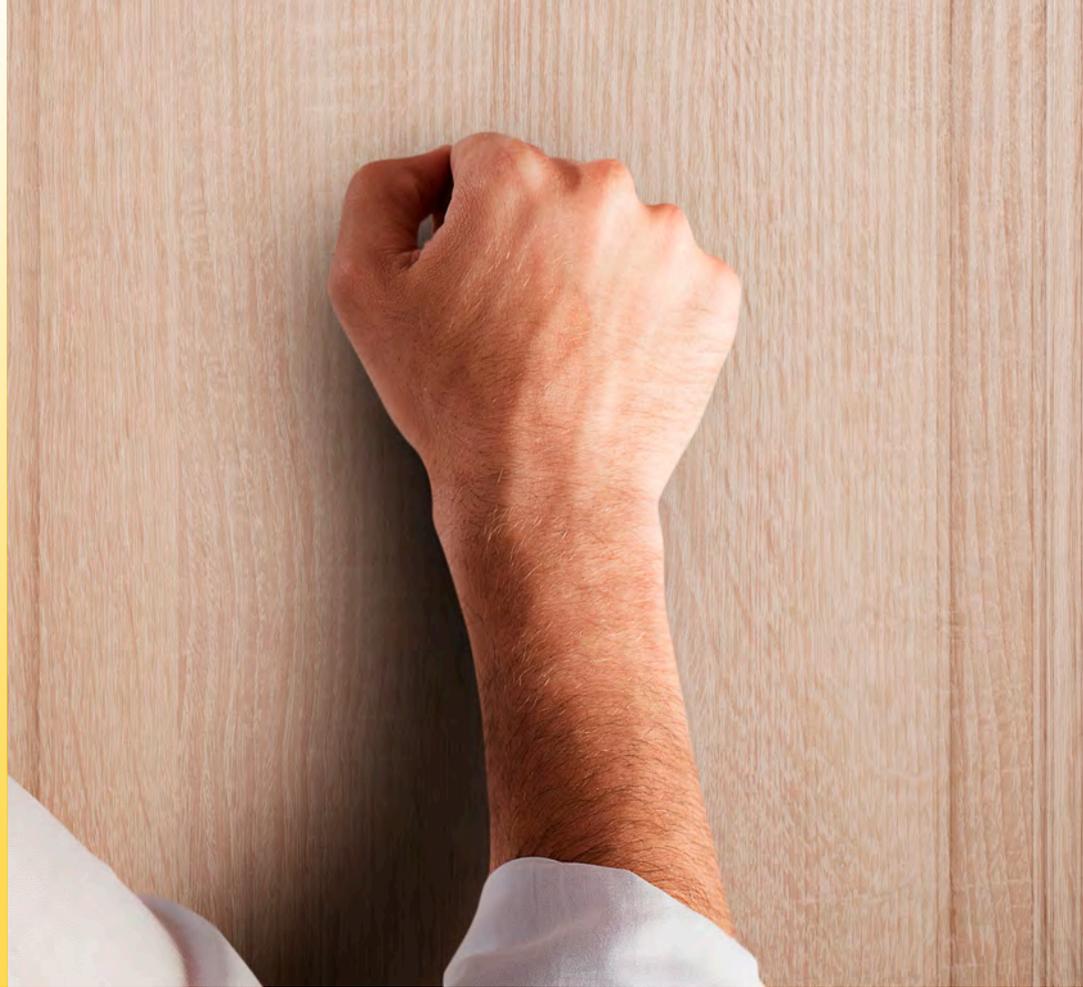
**It is an honor to be a colporteur; it will always be a privilege to be an ambassador of Heaven.**

ordained you, that ye should go and bring forth fruit, and that your fruit should remain: that whatsoever ye shall ask of the Father in my name, he may give it you" (John 15:16).

Dear youth, dear young ladies, dear young brothers—and those young and courageous at heart—God is inviting you today to participate actively in the various branches of ministry that He has established. It is a privilege to be part of the army of Jehovah; it is an honor to be a colporteur; it will always be a privilege to be an ambassador of Heaven.

Wherever you are, in any country, or on any corner of the globe, remember that Jesus is with you, and He promises: "Fear thou not; for I am with thee: be not dismayed; for I am thy God: I will strengthen thee; yea, I will help thee; yea, I will uphold thee with the right hand of my righteousness" (Isaiah 41:10). 🙏

# 2



FRIDAY, JUNE 28

By Mário Linares

# THE CANVASSING WORK IN ACTION

## Missionary Work of the Highest Order

"How beautiful upon the mountains are the feet of him that bringeth good tidings, that publisheth peace; that bringeth good tidings of good, that publisheth salvation; that saith unto Zion, Thy God reigneth!" (Isaiah 52:7).

Missionary experiences are the best testimony that we can give as evidence that we truly belong to the Kingdom of Christ.

"God had an only Son and He made Him a missionary."—*David Livingstone*.

"Every true disciple is born into the kingdom of God as a missionary."—*The Desire of Ages*, p. 195.

The servant of the Lord declares: "The canvassing work, properly conducted, is missionary work of the highest order, and it is as good and successful a method as can be employed for placing before the people the important truths for this time."—*Colporteur Ministry*, p. 6.

In the preaching of the gospel, canvassing, properly conducted, is:

- Missionary work of the highest order  
- A good and successful **method**

"Method" is a word that comes from the Greek term *methodos* ("way" or "plan"), referring to the means utilized in reaching an end. In the Thesaurus, **method** is synonymous with: structure, form, system, device, design, strategy, etc.

"Strategy" is a word originating in the Greek term *strategia*, which means plan, method, maneuvers, or tactics used to achieve a specific goal or result. There are military strategies, business strategies, or commercial strategies, strategies for teaching and learning, etc.

The Inspired pen declares that canvassing is "**As good and successful a method as can be employed.**"

We may therefore conclude that canvassing is not only a divine method for the preaching of the gospel, but also one of the best methods. Additionally, it is defined as "**missionary work of the highest order.**"

### **The Reform Movement and the Colporteur Work**

"They that sow in tears shall reap in joy. He that goeth forth and

weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him" (Psalm 126:5, 6).

Books, magazines, and pamphlets carrying the seed of truth were and continue to be distributed at significant financial costs by the dedication and sacrifices of valiant men and women who would never imagine how far-reaching would be the results of their labors. This wonderful work has a name, it is the CANVASSING work carried out by those receiving the title of COLPORTEUR.

The colporteur is also called the "Soldier of Christ" or "Frontline Soldier," because he or she goes ahead, finding souls that are interested in the truth and leaving the seed of the gospel that will later germinate and bear manifold fruit, adding to the church of God.

The literature offered is called "Silent Messengers" and the command given by God is that they be distributed "as the leaves of autumn."

The origin and progress of the Reform Movement throughout the world is, to a great degree, related with this canvassing work. The majority of our unions actually began with the

arrival of canvassers in their fields. Entire families were baptized as a result of this great work, and churches and institutions were erected with the help of means generated through canvassing. Many of our brethren today are already the third or fourth generation of those who accepted the faith by reading our books or because of a canvasser.

Many have dedicated their whole lives to this great work, laboring for 50 or even 60 years only canvassing. Others have devoted only some years of their life. But I am sure that everyone who has come into the ranks of the canvassing work has been part of an elite army for the preaching of the gospel. They have worked and fought in the company of holy angels who took pleasure in collaborating with this sacred work.

There is a great need today of young people who will join their forces in the ranks of canvassing and have a special experience with God, dedicating at least one or two years to this great work; they will certainly be greatly blessed and will have better opportunities in the choice of a professional career, and may choose to continue collaborating in the work of God.

**“As good and successful a method as can be employed.” We may therefore conclude that canvassing is not only a divine method for the preaching of the gospel, but also one of the best methods. Additionally, it is defined as “missionary work of the highest order.”**

“I have been instructed that the canvassing work is to be revived, and that it is to be carried forward with increasing success. It is the Lord’s work, and a blessing will attend those who engage in it with earnestness and diligence.”—Ibid., pp. 17, 18.

### **A Recent Testimony**

A lady by the name of Manira suffered from serious health problems. She looked in vain for solutions in conventional medicine. Her mother, troubled by the situation, offered her our books on health saying that she had acquired them awhile back and that maybe her daughter could find a solution in them for her problem.

She took the books home and began to read one of them. She opened the book to the chapter on meat, and this topic caught her attention. She decided to make an experiment. She went a few days without eating meat—and to her surprise the pain disappeared. To

confirm the correlation, she returned to eating meat and the pain also returned. In this way, she established in her mind that the consumption of flesh foods was responsible for her illness, and so she decided to completely remove meat from her diet.

Afterward, she joined the Seventh-day Adventist Church, thinking that the books were from that organization. After a few years, she began to perceive that some of the customs and practices of those in this religious community didn’t reflect those described in the book. So, she took the books and asked the pastor if the books were from their church. The pastor then explained that the book was from the SDA Reform Movement.

With this reference, Mrs. Manira sought to find our church, the Reform Movement, until she finally found it. Soon she understood that this was the church she had really been looking for. After receiving Bible studies, she and her

family became members of our church through baptism (08/18/2012 – Vila Matilde, SP), Sister Manira Elias, Diab Layaun Corrêa, their children, Ibrahim Dukhail Layaun Corrêa and Yasmin Dukhail Layaun Corrêa Almeida, and their son-in-law Felipe Reis Almeida.

Felipe, the future son-in-law of Sister Manira, participated in the Vacation Canvassing Project in January 2013 in Jaú, São Paulo. He continued canvassing until he was called into the Bible work. Today Felipe and Yasmin are missionaries for the São Paulo Conference in Brazil. May God be praised!

Felipe’s experience has been the experience of almost all the missionaries in Brazil. It even became a saying as follows: “In Brazil, all the pastors and Bible workers started their careers as colporteurs, with the exception of one: Brother A. Balbach, but he has a good excuse, because he was the one who wrote our

health books used for canvassing.”

### The Church Shining in the World

“But ye are a chosen generation, a royal priesthood, an holy nation, a peculiar people; that ye should shew forth the praises of him who hath called you out of darkness into his marvellous light” (1 Peter 2:9).

The canvassing work has not lost its effectiveness, neither has it become obsolete, but rather it continues as a divine method to take the light of truth to the world. This plan came from the mind of the Creator, and is God’s work, carrying His signature. The church needs to continue implementing this strategy in the sacred work of preaching the gospel.

“Our church members are to arise and shine because their light has come, and the glory of the Lord has risen upon them. Let those who know the truth arouse out of sleep, and make every effort to reach the people where they are. The work of the Lord must no longer be neglected by us, and made secondary to worldly interests. We have no time to be idle or discouraged. The gospel is to be proclaimed to all the world. The publications contain-



ing the light of present truth are to go forth to all places. **Canvassing campaigns are to be organized for the sale of our literature**, that the world may be enlightened as to what is just before us.” *The Review and Herald*, June 2, 1903. [Emphasis added.]

“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.”—*Testimonies*, vol. 4, p. 390.

“Church members, awake to the importance of the circulation of our literature and devote more time to this work. Place in the homes of the people papers, tracts, and books that will preach the gospel in its several lines. There is no time to be lost. Let many give themselves willingly and unselfishly to the canvassing work, and thus help to sound a warning that is greatly needed. When the church takes up her appointed work, she will go

forth 'fair as the moon, clear as the sun, and terrible as an army with banners' (Song of Solomon 6:10)."—*Counsels on Health*, p. 464.

### **The Colporteur Work Will Continue Until the End**

"As long as probation continues, there will be opportunity for the canvasser to work. When the religious denominations unite with the papacy to oppress God's people, places where there is religious freedom will be opened by evangelistic canvassing. If in one place the persecution becomes severe, let the workers do as Christ has directed. 'When they persecute you in this city, flee ye into another.' If persecution comes there, go to still another place. God will lead His people, making them a blessing in many places. Were it not for persecution they would not be so widely scattered abroad to proclaim the truth. And Christ declares: 'Ye shall not have gone over the cities of Israel, till the Son of man be come.' Matthew 10:23. Until in heaven is spoken the word, 'It is finished,' there will always be places for labor, and hearts to receive the message."—*Colporteur Ministry*, p. 11.

### **Suggestions for the Revival of Canvassing**

#### **Vacation Canvassing:**

Colporteur campaigns especially with the youth during vacations.

#### **Waldensian Canvassing:**

The church sets aside one Sunday per month to colporteur.

#### **Canvassing by Employees:**

Missionaries form teams to canvass 10 days per year. Each missionary should take a young person along.

#### **"Mission Timothy" Canvassing:**

Choose youth who want to dedicate one year of their lives to the Lord. They are sent to churches to support and encourage the local church, especially the youth. During the week, they will conduct missionary colporteur work and give Bible studies to interested individuals. They will receive a place to stay, a stipend for food (from the Field or church), and the books to canvass. They will be able to stay 6 months in one church and 6 months in another. This mission may be conducted within the country or abroad, as directed by the administration.

#### **Effective Canvassing:**

This is conducted by canvassers who are exclusively dedicated to the colporteur work and gain their livelihood from it. It may be conducted individually, two by two, or in groups.

#### **Occasional Canvassing:**

Canvassing during free days or presenting colporteur books to friends, neighbors, relatives, classmates, coworkers, etc.

#### **Canvassing Lectures in:**

Schools, churches, public institutions, groups of persons, etc.

#### **Final Message**

"From the light given me I know that where there is one canvasser in the field, there should be one hundred."—*Colporteur Ministry*, p. 25. 🌟



# { 3



SABBATH, JUNE 29 (MORNING)

By Moises Heredia

## THE TEMPORAL AND ETERNAL BENEFITS OF CANVASSING

Is it wrong for the Christian to aspire for success in life? Is it appropriate that a Christian have aspirations? Is it admirable for a Christian to want to be the best?

**I - Let's analyze the lives of a couple of Old Testament "Christians" to be able to answer these questions.**

### 1. Noah

God called Noah to build the first boat. It would need to withstand the first and biggest flood ever. With only the plan for the ark and the first tree taken down, Noah began his mission. It took 120 years to complete it, but **God had called him to do great things.**

### 2. Job

The richest man of the Orient lost his 10 sons and all his material possessions all in one day.

In a few days, he also lost his health and the support of his wife. This trial was one of the most difficult ones that a human being has had to pass through.

**But God had called him to success in life.**

After a few months, his health was restored and he received double the riches he had before. Not only that, but he had another 10 children, and Inspiration says that he died, being **“old and full of days”** (Job 42:17).

### 3. Abraham

Abraham departed from his land, leaving behind friends and relatives, to fulfill the mission that God had given him.

He had to face famines, the painful separation from his nephew Lot, the kidnapping of his relatives by the Canaanite kings, the sterility of his wife, the promise of a son that took many years to be fulfilled, having to ask his son Ishmael to leave the camp, complying with God’s order to sacrifice his son Isaac, and worrying about finding someone of his same faith to be a bride for his son. But was his life comprised of only trials and difficulties?

**God had called him to success in life** and

blessed him greatly. His family was quite prosperous, they had over a thousand employees, and many possessions.

### 4. Joseph

At the young age of 17, Joseph was sold as a slave. Though he was a faithful and dedicated servant, he was falsely accused, which forced him to spend several years in jail.

We might think that God had made an exception and was not going to give this young man the chance to succeed, to triumph, or to prosper.

Sometimes we are tempted to think that failure is ours and success is for the ungodly. But it’s not like that. God has called us to be the head, to be leaders, to stand out in every area of action to which He calls us.

To reinforce this thought, we have Joseph, who by the age of 30 became an authority figure in Egypt, second only to Pharaoh.

### 5. Jacob, Moses, Joshua, and various other Bible characters

We could continue talking about Jacob, Moses, Joshua, and so many other Bible characters who received blessings.

Every one of these examples shows us that God has called us to be a successful people, successful in all areas of our lives. Even in the most difficult situations we may face, we should stand out in all aspects of life.

“It is not the capabilities you now possess or ever will have that will give you success. It is that which the Lord can do for you. We need to have far less confidence in what man can do and far more confidence in what God can do for every believing soul. He longs to have you reach after Him by faith. He longs to have you expect great things from Him.”—*Christ’s Object Lessons*, p. 146.

God has a mission for you in which you will have success and will be victorious. I’d like to mention some advantages of being a canvasser.

### II - Benefits of Canvassing

**“The canvassing work, properly conducted, is missionary work of the highest order, and it is as good and successful a method as can be employed for placing before the people the important truths for this time.”**—*Testimonies*, vol. 6, p. 313.

### 1. Canvassing helps develop your personality

"Young men . . . who are doing this work from right motives are doing an important work of ministering. . . . **Their minds are enlarging, their manners are becoming more refined.** They should place no bounds to their improvement, but every day be better fitted to do good work."—*Testimonies*, vol. 5, p. 403.

### 2. Canvassing helps develop finance skills

"As [the youth] meet with a degree of success financially, some will **learn lessons of thrift** and economy, which will be of great advantage to them when they are sent out as missionaries."—*Colporteur Ministry*, p. 30.

"Those engaged in work that calls for the handling of money should **keep a strict account of every penny received and paid out.** The education in accuracy thus gained will fit them for greater usefulness."—*Ibid.*, p. 94.

"Let the workers in the cause also practice self-denial by **limiting their expenses** as far as possible."—*Ibid.*, p. 99.

### 3. Canvassing develops mental ability

"Young men are wanted who are men

in understanding, who appreciate the intellectual faculties that God has given them, and who cultivate them with the utmost care. Exercise enlarges these faculties, and if heart culture is not neglected, the character will be well balanced."—*Testimonies*, vol. 5, p. 403.

"**[God] longs to give you understanding** in temporal as well as in spiritual matters. **He can sharpen the intellect.**

He can give tact and skill. Put your talents into the work, ask God for wisdom, and it will be given you."—*Christ's Object Lessons*, p. 146.

### 4. Canvassing helps develop Christian sociability

"As [the students in our schools] handle these books, many learn how to approach people courteously, and how to exercise tact in conversing with them on different points of present truth."—*The Review and Herald*, June 4, 1908.

"One of the simplest, yet most effective methods of labor is that of the canvasser evangelist. By **courteous behavior and kindness** such a worker may **open the door of many homes.**"—*Colporteur Ministry*, p. 88.

### 5. Canvassing provides stability and spiritual solidity

"Many are sad and discouraged, weak in faith and trust. Let them do something to help some one more needy than themselves, and they will grow strong in God's strength. Let them engage in the good work of selling our books."—*Review and Herald*, January 27, 1903.

"He who in his work meets with trials and temptations should profit by these experiences, learning to lean more decidedly upon God. He should feel his dependence every moment."—*Colporteur Ministry*, p. 54.

### 6. Canvassing develops our communication skills

"It is a wonderful power when combined with the **ability to speak wise, helpful words**, and to **speak them in a way that will command attention.**"—*Testimonies*, vol. 6, p. 380.

### 7. The colporteur enjoys the company of Jesus

"The Lord Jesus standing by the side of the canvassers, walking with them, is the chief worker. If we recognize Christ as the One who is with us to prepare

**“He longs to give you understanding in temporal as well as in spiritual matters. He can sharpen the intellect.”**



the way, the Holy Spirit by our side will make impressions in just the lines needed.”—*Manual for Canvassers*, p. 40.

### **8. The colporteur enjoys the company of the Holy Spirit and the angels**

“The Holy Spirit will attend you. **Angels of heaven will accompany you, preparing the way.**”—*The Review and Herald*, January 27, 1903.

### **9. Canvassing helps us win many souls for Christ**

“God will soon do great things for us if we lie humble and believing at His feet.

... **More than one thousand will soon be converted in one day**, most of whom will trace their first convictions to the reading of our publications.”—*Colporteur Ministry*, p. 151.

“The publications distributed by missionary workers have exerted their influence. . . . A large number take their stand upon the Lord’s side.”—*Great Controversy*, p. 612.

“God calls for workers from every church among us to enter His service as canvasser evangelists. God loves His church. If the members will do His will, if they will strive to impart the light to those in darkness, He will greatly bless their efforts. He represents the church as being the light of the world. Through its faithful ministrations, a multitude that no man can number will become children of God, fitted for the everlasting glory.”—*Colporteur Ministry*, p. 20.

### **III - Why is canvassing the best career?**

#### **1. You have Sabbaths off**

All of us Sabbath-keepers know quite well how difficult it is to get a job. So often, at the end of an interview, we hear the phrase, “we’ll get back to you in the future,” knowing that they will not call us back because we cannot work on the Sabbath.

In canvassing, you don’t have this issue. You have every Sabbath off.

#### **2. You can set your own schedule**

You’ll be able to participate in events of the church. How many times have you not been able to go to a conference, seminar, camp meeting, wedding, or other event because you weren’t able to get the time off work? You probably felt sad about this and desired to one day be independent. As a canvasser, you won’t miss those events you want to attend.

#### **3. You can take vacations as you’d like**

China is the country that gives the least days of paid vacation in the world (5 days per year).

Brazil and France are the countries where paid vacations are the longest (30 days per year). Combined with holidays, these two countries give the most time off.

You don’t need to worry about when your next vacation will be. In canvassing, you can decide when you will take your vacations and when you will work.

### **5. You will always have a job**

The rate of unemployment always seems to be on the rise throughout the world. In both the richest and the poorest nations, the fear of being without work is based on a very possible occurrence that could affect us at any time.

In canvassing, your Employer will never fire you. As long as the "Investigative Judgment" is going on, you will have a guaranteed job.

### **6. You choose your wages**

You don't have to settle for an 8-hour, fixed-salary job. Make plans/goals and follow through with them. Work toward new economic goals. In canvassing, you can set your salary based on your sales.

### **7. You choose where you want to work**

By God's grace, I have been able to canvass in 8 countries of the world and in many, many cities. The chance to travel is one advantage of canvassing.

### **8. You choose who you want to work with and form your own team**

Good friends have gotten together to start

canvassing. Or people in canvassing groups also become good friends. Many individuals have even found the person who would become their life partner through a canvassing project.

### **9. You'll be working for the best Employer in the world**

In this world, it's not easy to find a good "boss." Often people end up quitting their jobs due to this.

### **With Christ as your Employer, you'll have many advantages:**

1. Before you leave your house to go out and canvass, He is already preparing the hearts of your future clients and of those souls who will be won to His kingdom. He also knows how much money you need at the end of the month and will make it possible for you to reach it with ease.
2. In tough situations, when you don't know what to do, He will give you the words to say.
3. When you have to collect your receivables or when you find yourself in dangerous places, He will send His

angels to protect you. And while you work, He will also protect your family at home.

4. When you are discouraged, He will send His angels to comfort, encourage, and bless you. He will give you the strength to be victorious.

### **Conclusion:**

Come join the army of the printed page; experience successful personal development in every aspect of life, and be victorious. Canvassing is a ministry whose reward is not limited to mere temporal advantages but includes a recompense that will extend throughout eternity.

"When the redeemed stand before God, precious souls will respond to their names who are there because of the faithful, patient efforts put forth in their behalf, the entreaties and earnest persuasions to flee to the Stronghold. Thus those who in this world have been laborers together with God will receive their reward."—*Testimonies*, vol. 8, pp. 196, 197. 🕊️

*[Emphasis added throughout.]*



say when we were at the door presenting books, the content of the books, how to speak clearly and properly, how to stand and how to dress. There was no initial spiritual training or preparation at least that I remember. As time went on, I came out of my introverted shell and picked up the canvassing art quickly. I continued canvassing all during my high school years and had many experiences, including seeing miracles of the Lord. I even had a gun pointed at me twice since we would sometimes canvass until 9 p.m. After 18 years of being dormant as a canvasser, the Lord gave me the opportunity to be used by Him and to lead out and direct canvassing programs where I am now teaching other young people to be great canvassers.

### **Total Surrender to God**

I would like to share what it means to be a Godly successful canvasser from the Bible and Inspiration. The first step to being a successful canvasser is found in Proverbs 3:6. It says, "In all thy ways acknowledge him and he shall direct thy paths." Acknowledging God in everything, especially in canvassing, was something that I learned later in life. In-

spiration tells us, "All self-sufficiency, egotism, and pride of opinion must be put away. We must come to the feet of Jesus, and learn of Him who is meek and lowly of heart" (*Selected Messages*, bk. 1, p. 414). Coming to Christ and learning from Him is the key to being consistently successful in this art.

To properly learn from Christ means that we need to be humble. True humility shows that we have a teachable spirit. Christ is willing to teach the canvasser if he or she will be daily converted and show it through constant devotion, which means daily spending time in reading His word and in prayer. Those who fail in this area, show that they believe they can be successful in this venture without the blessing of God and the Holy Spirit. The Lord may allow the canvasser who is not completely spiritually devoted to have some initial success at first. Eventually this will die out, however, and no matter how humanly skilled the individual is, he/she will not be accompanied by the Lord's blessing.

To share an example of this concept, one summer at the age of 16, I joined a 2-month canvassing program to earn tuition money for

the next school year. Our little canvassing group stayed at a campground in Soquel, California. Our canvassing area included Monterey and Santa Cruz. At the time of this program I already had had one full year of canvassing experience. I was considered to be one of the better canvassers as I had learned to overcome my shyness and was now a good communicator. When we were canvassing, we would ask the customer if they were spiritual or went to church. If they said yes, then we would go into a spiritual book canvass. Also, after replying yes to my spirituality question, I would give them a wonderful spiel about how the donation for the purchase of the books would go towards tuition for my Christian boarding school where I was taught to have a personal relationship with Jesus. Since I was experienced and a good talker, I put such a beautifully-sounding emphasis on this that many people bought just because of this pitch.

Every evening when we would get back to camp from canvassing, we would compare our day with each other's, and I would always feel so proud because I had sold so many books. You see, when I told the peo-

ple about the Christian school, and that they helped us to know Jesus better, I was telling the truth but not totally. I would say the line so emotionally and with so much passion, that it caused the customer to also believe that I was a very spiritual person, and that I had a deep personal relationship with Jesus. This was not the case. Even though I did love the Lord, I was anything but spiritual. I was actually very worldly, but I used this emotional and passionate technique of speaking about spirituality to exponentially boost my sales and it worked great! Until one day it did not work.

On this particular day all the conditions for having a great canvassing day were there. The weather was good, the neighborhood was great, the people were nice, and I was feeling very good and optimistic. But for some reason I was getting no book sales. So, I thought maybe I was not putting enough effort into my emotional and passionate technique. So, I doubled down on my effort and gave it my all. I'm sure I did such a good job that if a movie producer were present, I might have won an Oscar award. You see, no matter how hard I tried

that day, I had no success. Towards the end of the day I started having an internal spiritual battle. The Holy Spirit started to convict me that, who did I think I was to fool and lie to people into believing that I had such a deep spiritual relationship with the Lord, just so I could boost my book sales? As this spiritual warfare grew stronger and stronger, I fought against the conviction of the Holy Spirit. I thought I could outdo the convictions and just improve my technique, but no matter how I tried nothing worked. Soon the day ended, and I had no sales. I went home that evening with my head hanging. I knew the Lord loved me and that He wanted me to truly give my life to Him so that He could give me heavenly blessings and a deep relationship with Him. Well, I did not want to do it. The next day I went about my canvassing as usual, full of energy, passion and emotion—but once again no sales. At the end of that second day, with no sales, I was down and broken. That night, I decided to walk out to the beach and pray to the Lord. Since we were literally at the edge of the ocean sea shore, it took only about five minutes to get to the sand. I sneaked out after 11 p.m.

since I was embarrassed to let my canvassing roommates know what I was doing. As I arrived to the sand, I knelt down and started wrestling with the Lord in prayer like I learned Jacob had done. "And Jacob was left alone; and there wrestled a man with him until the breaking of the day" (Genesis 32:24). After pleading with the Lord for what seemed like an eternity—for Him to forgive me and help me surrender to Him—I got up feeling assured and returned to my bed. When I looked at my watch it was about 2:30 a.m.

The next morning as I started out canvassing, I did not notice anything unusual or different about how I felt spiritually or emotionally. I was wondering how I would do that day; I started to doubt if God would help me or if He even remembered my time with Him just earlier that morning. As I went through the first few houses, I started to make sales, small ones at first, one or two books. Then I started to sell sets (5 or 6 books) and get larger donations. I had sold many spiritual books, being able to have many prayers and spiritual conversations with the customers. Soon the day was over, and I had the best day so far that sum-

mer, totaling over \$300 in sales. The next day was also unbelievable. The sad thing was after about 2 days of being blessed, I stopped my praying and Bible reading and lost the spiritual experience I had gained earlier that night at the beach. Soon my sales started to reflect this and declined. Although I temporarily lost that spiritual experience, I learned a most valuable lesson that I still share today with others, especially young canvassers in training. God wants your heart and all of it, especially in the canvassing work if you want to be continually blessed.

Inspiration tells us these key words: "Canvassers need to be daily converted to God, that their words and deeds may be a savor of life unto life, that they may exert a saving influence. The reason why many have failed in the canvassing work is that they were not genuine Christians; they did not know the spirit of conversion. They had a theory as to how the work should be done, but they did not feel their dependence upon God" (*Colporteur Ministry*, p. 48). The words that cannot be repeated enough are "give your whole heart completely to the Lord! Completely, completely,

completely." "And thou shalt love the Lord thy God with all thy heart, and with all thy soul, and with all thy mind, and with all thy strength" (Mark 12:30).

### Properly Prepared

If one is truly converted, he or she will not be satisfied alone that their spirituality is in order. The canvasser will want to constantly be seeking how they could improve and learn and gain more wisdom from the Lord. "Very much more efficient work can be done in the canvassing field than has yet been done. The canvasser should not rest satisfied unless he is constantly improving. He should make thorough preparation, but should not be content with a set form of words; he should give the Lord a chance to work with his efforts and impress his mind. The love of Jesus abiding in his heart will enable him to devise means to gain access to individuals and families" (*Colporteur Ministry*, p. 55).

"Young men are wanted who are men in understanding, who appreciate the intellectual faculties that God has given them, and who cultivate them with the utmost care. Exercise enlarges these faculties, and if heart culture is not

neglected, the character will be well balanced. The means of improvement are within the reach of all. Then let none disappoint the Master, when He comes seeking for fruit, by presenting nothing but leaves. A resolute purpose, sanctified by the grace of Christ, will do wonders."—*Ibid.*, p. 56.

To be a true canvasser means to be constantly learning—learning from my own mistakes, learning by observing those that are being canvassed, learning also from fellow canvassers, but most importantly learning from Christ Himself through the impressions of the Holy Spirit. "Let canvassers be faithful students, learning how to make their work successful; and while thus employed, let them keep their eyes and ears and understanding open to receive wisdom from God, that they may know how to help those who are perishing for lack of a knowledge of Christ. Let every worker concentrate his energies and use his powers for the highest of all service, to recover men from the snare of Satan and bind them to God, making the chain of dependence through Jesus Christ fast to the throne encircled with the rainbow of promise" (*Ibid.*).

### **Outstanding in dress, deportment and actions**

The godly canvasser needs to be an example always in every area of life. Let us start first in the area of appearance and dress. We are starting in this area first because the way we dress will determine the client's first impression of the canvasser from the moment they open the door and lay their eyes on him or her. Appearance does not only involve the clothing we wear but everything that has to do with the first impression we make. For example, how the hair is cut and combed, whether the fingernails are clean and properly trimmed, if our body is clean and free from odor, and if our dress is neat, ironed, and appropriate for the canvasser. We must constantly remember that we are representing God in everything that we do, and that our God is a God of cleanliness and order.

"Untidiness in dress brings a reproach against the truth we profess to believe. You should consider that you are a representative of the Lord Jesus Christ. Let the whole life be in harmony with Bible truth. . . . This is not a matter of but little consequence; for it affects your influence

over others for time and for eternity. You cannot expect the Lord to give you the fullest success in winning souls for Him unless your whole manner and appearance is of a nature that will win respect. The truth is magnified even by the impression of neatness in dress."—*Ibid.*, p. 65.

Deportment is the way we carry ourselves. This may include changing bad habits and cultivating good new ones. "Canvassers need self-culture and polished manners, not the affected and artificial manners of the world, but the agreeable manners that are the natural result of kindness of heart and a desire to copy the example of Christ. They should cultivate thoughtful, care-taking habits—habits of industry and discretion—and should seek to honor God by making of themselves all that it is possible for them to become. Jesus made an infinite sacrifice to place them in right relations to God and to their fellow men, and divine aid combined with human effort will enable them to reach a high standard of excellence. The canvasser should be chaste like Joseph, meek like Moses, and temperate like Daniel; then a power will attend him wherever he goes" (*Ibid.*, p. 64).

### **Skilled and pleasing in speech**

After appearance and deportment, the speech is the next quality that will be judged by the customers while the canvasser is at the door. Remember that we should be representing Christ in all that we do. We need to be careful not to speak too fast, too slow, too loud or too softly when we present our canvass. The words need to be clear and distinct without slurring or mumbling. The canvasser always needs to be aware that each person is different and might require a different type of dialogue. For example, an elderly person might need the volume of the voice to be a little amplified but without shouting—whereas if a younger child were to open the door, a softer more gentler tone would be needed as not to frighten them. "The Lord God hath given me the tongue of the learned, that I should know how to speak a word in season to him that is weary" (Isaiah 50:4).

"Of all the gifts that God has bestowed upon men, none is more precious than the gift of speech. If sanctified by the Holy Spirit, it is a power for good. It is with the tongue that we con-

vince and persuade; with it we offer prayer and praise to God; and with it we convey rich thoughts of the Redeemer's love. By a right use of the gift of speech the canvasser can sow the precious seeds of truth in many hearts."—*Ibid.*, p. 70.

"When you speak, let every word be full and well rounded, every sentence clear and distinct to the very last word. Many as they approach the end of a sentence lower the tone of the voice, speaking so indistinctly that the force of the thought is destroyed. Words that are worth speaking at all are worth speaking in a clear, distinct voice, with emphasis and expression. But never search for words that will give the impression that you are learned. The greater your simplicity, the better will your words be understood."—*Ibid.*, p. 71.

### **Diligent, Praying Worker**

Being a diligent worker in the service of the Lord means that we give Him our best effort in everything, especially with our energies and zeal. Zeal and energy are not to be put forth only in our physical effort as we go door to door canvassing but also in our spiritual life as we cultivate our heart preparation by much prayer and study

of God's Word. The godly canvasser needs to wake up early to be diligent in personal devotions and prayer, asking God for His guidance and leading all throughout the day. Ask God for divine appointments, what to say, how to say it, and when to speak as you are at the door. Diligence needs to be put forth in sprinting and not dragging the feet from door to door, knowing what a precious message we have to share, and how little time there is to share it.

"God's servants are to be 'not slothful in business; fervent in spirit; serving the Lord.' Listlessness and inefficiency are not piety. When we realize that we are working for God, we shall have a higher sense than we have ever had before of the sacredness of spiritual service. This realization will put life and vigilance and persevering energy into the discharge of every duty. Religion, pure, undefiled religion, is intensely practical. Nothing but earnest, wholehearted labor will avail in the saving of souls. We are to make our everyday duties acts of devotion, constantly increasing in usefulness because we see our work in the light of eternity."—*Ibid.*, p. 77.

"Remember that in whatever position you

may serve, you are revealing motive, developing character. Whatever your work, do it with exactness, with diligence; overcome the inclination to seek an easy task."—*The Ministry of Healing*, p. 499.

We remember from the first section of this article, that prayer is of infinite value to the canvasser in having true success. As I train young canvassers I repeat over, and over again, that you cannot pray enough. Get up early in the morning to pray, pray in the van on the way to the canvassing territory, pray as you are walking in between houses, give a thanksgiving prayer after each sale. Give a prayer of faith after each rejection, pray, pray, pray. "Praying always with all prayer and supplication in the Spirit" (Ephesians 6:18).

"Humble, fervent prayer would do more in behalf of the circulation of our books than all the expensive embellishments in the world. If the workers will turn their attention to that which is true and living and real; if they will pray for, believe for, and trust in the Holy Spirit, His power will be poured upon them in strong, heavenly currents, and right and lasting impressions will be made upon the human

heart. Then pray and work, and work and pray, and the Lord will work with you.”—*Testimonies*, vol. 6, p. 319.

### Conclusion

Our Lord and Saviour Jesus Christ is coming soon. May the Holy Spirit inspire us and especially

our youth to take up canvassing, this well-proven method of bringing the truth to the world. “Remember now thy Creator in the days of thy youth” (Ecclesiastes 12:1). Let us scatter our books like **“the leaves of autumn.”** If we follow God’s canvassing plan,

we are assured success. By faith let us claim this promise, “So shall my word be that goeth forth out of my mouth: it shall not return unto me void, but it shall accomplish that which I please, and it shall prosper in the thing whereto I sent it” (Isaiah 55:11). 🙏





# LIKE LEAVES OF AUTUMN

1. A COMMISSION AND A PROMISE
2. THE CANVASSING WORK IN ACTION
3. THE TEMPORAL AND ETERNAL  
BENEFITS OF CANVASSING
4. ASPIRE TO BE A CANVASSER  
OF THE HIGHEST ORDER!