

Ellen G. White Estate

THE PUBLISHING MINISTRY

ELLEN G. WHITE

The Publishing Ministry

Ellen G. White

1983

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Overview

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About the Author

Ellen G. White (1827-1915) is considered the most widely translated American author, her works having been published in more than 160 languages. She wrote more than 100,000 pages on a wide variety of spiritual and practical topics. Guided by the Holy Spirit, she exalted Jesus and pointed to the Scriptures as the basis of one's faith.

Further Links

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Foreword

Since the beginning of Adventist publishing work in 1849, billions of copies of our books and magazines have been distributed. For the most part these publications have been placed in the homes of judgment-bound men and women by literature evangelists and missionary-minded lay persons.

At this writing nearly twenty thousand colporteurs are in service throughout the world, but this number is far from adequate to meet the need. God calls for message-filled books, magazines, and tracts to be scattered everywhere like the leaves of autumn. As church members unite with literature evangelists in spreading the good news, the task will be accomplished.

Ellen White declared:

“The publications sent forth from our printing houses are to prepare a people to meet God. Throughout the world they are to do the same work that was done by John the Baptist for the Jewish nation. By startling messages of warning, God’s prophet awakened men from worldly dreaming. Through him God called backsliding Israel to repentance. By his presentation of truth he exposed popular delusions. In contrast with the false theories of his time, truth in his teaching stood forth as an eternal certainty. “Repent ye: for the kingdom of heaven is at hand,” was John’s message. [Matthew 3:2](#). This same message, through the publications from our printing houses, is to be given to the world today....

“In a large degree through our publishing is to be accomplished the work of that other angel [of [Revelation 18](#)] who comes down from heaven with great power and who lightens the earth with his glory.”—[Testimonies for the Church 7:139, 140](#).

In the year in which these admonitions were given (1902), a pocket-sized book of seventy-three pages, *Manual for Canvassers*, provided literature evangelists with Ellen White’s counsels concerning book distribution. It was made up of materials drawn together, under the direction of the author, from the *Testimonies* and other

sources. In 1920 this little book was enlarged and issued as *Colporteur Evangelist*.

With the development of more comprehensive indexes to the voluminous writings of Ellen White, it became possible to expand and enrich this manual. The present enlarged guide to literature evangelists was published in 1953 under the title *Colporteur Ministry*, a work of 176 pages. With subject matter conveniently arranged in topical order, it serves well, but as the name implies, its counsels are confined almost entirely to the work of the colporteur.

Meanwhile, Ellen White's counsels to authors were drawn together and published under the title *Counsels to Writers and Editors*. Initially issued in 1939 in a limited edition, this volume became available generally as a standard E. G. White book in 1946.

But several areas of vital concern to the publishing ministry were not treated in either of these two specialized volumes. One such matter was the establishment, operation, and management of publishing houses. The present volume covers this area and also includes counsels on the publishing work as a whole.

The White Estate staff has been joined by the personnel of the General Conference Publishing Department in a wide search in all E. G. White sources, published and unpublished, for materials to develop the present volume. The counsels selected lay out quite clearly heaven's design for this vital arm of the church. That *The Publishing Ministry* may be a useful guide to all who are called to proclaim the glad tidings of salvation through the printed page is the sincere wish of the

Board of Trustees of the Ellen G. White Estate

Washington, D. C.,

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**Section 1—Early History of the Publishing [6]
Work**

Chapter 1—Dorchester Vision of 1848 and Our First Publishing Ventures

The Dorchester Vision of 1848 [Following their return from Western New York in September, 1848, Elder and Mrs. White journeyed to Maine, where they held a meeting with the believers, October 20-22. This was the Topsham conference, where the brethren began praying that a way might be opened for publishing the truths connected with the Advent message. A month later they were with “a small company of brethren and sisters,” writes Joseph Bates in his pamphlet on “The Sealing Message,” “assembled in meeting in Dorchester, near Boston, Mass.” “Before the meeting commenced,” he continues, “some of us were examining some of the points in the sealing message; some difference of opinion existed about the correctness of the view of the word ‘ascending’ [see [Revelation 7:2](#)], etc.”]

Elder James White, in ... giving his account of this meeting, writes: “We all felt like uniting to ask wisdom from God on the points in dispute; also Brother Bates’s duty in writing. We had an exceedingly powerful meeting. Ellen was again taken off in vision. She then began to describe the Sabbath light, which was the sealing truth. Said she: ‘It arose from the rising of the sun. It arose back there in weakness, but light after light has shone upon it until the Sabbath truth is clear, weighty, and mighty. Like the sun when it first rises, its rays are cold, but as it comes up, its rays are warming and powerful; so the light and power has increased more and more until its rays are powerful, sanctifying the soul; but, unlike the sun, it will never set. The Sabbath light will be at its brightest when the saints are immortal; it will rise higher and higher until immortality comes.’”

“She saw many interesting things about this glorious sealing Sabbath, which I have not time or space to record. She told Brother Bates to write the things he had seen and heard, and the blessing of God would attend it.”

It was after this vision that Mrs. White informed her husband of his duty to publish, and that as he should advance by faith, success would attend his efforts.—[Life Sketches of Ellen G. White](#), 116, footnote.

Regarding this vision of November 18, 1848, Elder Joseph Bates testified that he saw and heard the following from the lips of Ellen Harmon:

“‘Yea, publish the things thou hast seen and heard, and the blessing of God will attend. Look ye! That rising is in strength, and grows brighter and brighter!’ ... The above was copied word for word as she spake in vision, therefore it’s unadulterated.”—*A Seal of the Living God* (seventy-two-page pamphlet published by Joseph Bates in 1849), p. 26.]—At a meeting held in Dorchester, Mass., November, 1848, I had been given a view of the proclamation of the sealing message, and of the duty of the brethren to publish the light that was shining upon our pathway.

After coming out of vision, I said to my husband; I have a message for you. You must begin to print a little paper and send it out to the people. Let it be small at first; but as the people read, they will send you means with which to print, and it will be a success from the first. From this small beginning it was shown to me to be like streams of light that went clear round the world.”

[16]

While we were in Connecticut in the summer of 1849, my husband was deeply impressed that the time had come for him to write and publish the present truth. He was greatly encouraged and blessed as he decided to do this. But again he would be in doubt and perplexity, as he was penniless. There were those who had means, but they chose to keep it. He at length gave up in discouragement, and decided to look for a field of grass to mow.

As he left the house, a burden was rolled upon me, and I fainted. Prayer was offered for me, and I was blessed, and taken off in vision. I saw that the Lord had blessed and strengthened my husband to labor in the field one year before; that he had made a right disposition of the means he there earned; and that he would have a hundredfold in this life, and, if faithful, a rich reward in the kingdom of God; but that the Lord would not now give him strength to labor in the field, for He had another work for him to do, and that if he ventured into the field, he would be cut down by sickness; but that he must

write, write, write, and walk out by faith. He immediately began to write, and when he came to some difficult passage, we would unite in prayer to God for an understanding of the true meaning of His word.

[17] **The Present Truth**—One day in July, my husband brought home from Middletown a thousand copies of the first number of his paper. Several times, while the matter was being set, he had walked to Middletown, eight miles, and back, but this day he had borrowed Brother Belden's [The Whites were living at this time in several rooms on the second floor of Albert Belden's home in Rocky Hill. In a letter to Stephen Belden, son of Albert, Ellen White later recalled: "I remember that my husband wrote his editorials while sitting in a splint-bottomed chair.... When the papers came from the press, they were folded on a table in a room in Colonel Chamberlain's house. Then we put them on the floor, and bowed before God in prayer, asking His special blessing upon them."—[Letter 293, 1904.](#)] horse and buggy with which to bring home the papers.

The precious printed sheets were brought into the house and laid upon the floor, and then a little group of interested ones were gathered in, and we knelt around the papers, and with humble hearts and many tears besought the Lord to let His blessing rest upon these printed messengers of truth.

When we had folded the papers, and my husband had wrapped and addressed copies to all those who he thought would read them, he put them into a carpetbag, and carried them on foot to the Middletown post office.

During July, August, and September, four numbers of the paper were printed at Middletown. Each number contained eight pages. Always before the papers were mailed, they were spread before the Lord, and earnest prayers, mingled with tears, were offered to God that His blessing would attend the silent messengers. Soon after the sending out of the first number, we received letters bringing means with which to continue publishing the paper, and also the good news of many souls embracing the truth.

With the beginning of this work of publishing, we did not cease our labors in preaching the truth, but traveled from place to place, proclaiming the doctrines which had brought so great light and joy to us, encouraging the believers, correcting errors, and setting things

in order in the church. In order to carry forward the publishing enterprise, and at the same time continue our labors in different parts of the field, the paper was from time to time moved to different places....

Printing in Oswego, New York—During the months of October and November, while we were traveling, the paper had been suspended; but my husband still felt a burden upon him to write and publish. We rented a house in Oswego, borrowed furniture from our brethren, and began housekeeping. There my husband wrote, published, and preached. [Nos. 5 and 6 of *Present Truth* were issued from Oswego, N. Y., in December, 1849; Nos. 7 to 10, from the same place, in March to May, 1850. Some tracts also were issued during that time.]

[18]

It was necessary for him to keep the armor on every moment, for he often had to contend with professed Adventists who were advocating error. Some set a definite time for the coming of Christ. We took the position that the time they set would pass by. Then they sought to prejudice all against us and what we taught. I was shown that those who were honestly deceived would some day see the deception into which they had fallen, and would be led to search for truth.—[Life Sketches of Ellen G. White, 125-128.](#)

Publishing in Face of Difficulties—From Oswego we went to Centerport, in company with Brother and Sister Edson, and made our home at Brother Harris', where we published a monthly magazine called the *Advent Review*. [The *Advent Review*, printed in Auburn, N. Y., during the summer of 1850, should not be confused with the *Advent Review and Sabbath Herald*, the first number of which was issued in Paris, Maine, November, 1850. The *Advent Review* was issued between nos. 10 and 11 of *Present Truth*. Concerning its purpose, Elder James White wrote in his first page introduction to the 48-page pamphlet edition of the *Advent Review*:

“Our design in this review is to cheer and refresh the true believer, by showing the fulfillment of prophecy in the past wonderful work of God, in calling out, and separating from the world and nominal church, a people who are looking for the second advent of our dear Saviour.”]

My child grew worse, and three times a day we had seasons of prayer for him. Sometimes he would be blessed, and the progress of

disease would be stayed; then our faith would be severely tried as his symptoms became alarming.

[19] I was greatly depressed in spirit. Such queries as this troubled me: Why was God not willing to hear our prayers and raise the child to health? Satan, ever ready with his temptations, suggested that it was because we were not right. I could think of no particular thing wherein I had grieved the Lord, yet a crushing weight seemed to be on my spirits, driving me to despair. I doubted my acceptance with God, and could not pray. I had not courage so much as to lift my eyes to heaven. I suffered intense anguish of mind until my husband besought the Lord in my behalf. He would not yield until my voice was united with his for deliverance. The blessing came, and I began to hope. My trembling faith grasped the promises of God.

Then Satan came in another form. My husband was taken very sick. His symptoms were alarming. He cramped at intervals, and suffered excruciating pain. His feet and limbs were cold. I rubbed them until I had no strength to do so longer. Brother Harris was away some miles at his work. Sisters Harris and Bonfoey and my sister Sarah were the only ones present; and I was just gathering courage to dare believe in the promises of God. If ever I felt my weakness it was then. We knew that something must be done immediately. Every moment my husband's case was growing more critical. It was clearly a case of cholera. He asked us to pray, and we dared not refuse. In great weakness we bowed before the Lord. With a deep sense of my unworthiness, I laid my hands upon his head, and asked the Lord to reveal His power. A change came immediately. The natural color of his face returned, and the light of heaven beamed upon his countenance. We were all filled with gratitude unspeakable. Never had we witnessed a more remarkable answer to prayer.

That day we were to go to Port Byron to read the proof sheets of the paper that was being printed at Auburn. It appeared to us that Satan was trying to hinder the publication of the truth which we were laboring to place before the people. We felt that we must walk out upon faith. My husband said he would go to Port Byron for the proof sheets. We helped him harness the horse, and I accompanied him. The Lord strengthened him on the way. He received his proof, and a note stating that the paper would be off the press the next day, and we must be at Auburn to receive it.

That night we were awakened by the screams of our little Edson, who slept in the room above us. It was about midnight. Our little boy would cling to Sister Bonfoey, then with both hands fight the air, and then in terror he would cry, "No, no!" and cling closer to us. We knew this was Satan's effort to annoy us, and we knelt in prayer. My husband rebuked the evil spirit in the name of the Lord, and Edson quietly fell asleep in Sister Bonfoey's arms, and rested well through the night. [20]

Then my husband was again attacked. He was in much pain. I knelt at the bedside and prayed the Lord to strengthen our faith. I knew God had wrought for him, and rebuked the disease; and we would not ask Him to do what had already been done. But we prayed that the Lord would carry on His work. We repeated these words: "Thou hast heard prayer. Thou hast wrought. We believe without a doubt. Carry on the work Thou hast begun!" Thus for two hours we pleaded before the Lord; and while we were praying, my husband fell asleep, and rested well till daylight. When he arose he was very weak, but we would not look at appearances.

We trusted the promise of God, and determined to walk out by faith. We were expected at Auburn that day to receive the first number of the paper. We believed that Satan was trying to hinder us, and my husband decided to go, trusting in the Lord. Brother Harris made ready the carriage, and Sister Bonfoey accompanied us. My husband had to be helped into the wagon, yet every mile we rode he gained strength. We kept our minds stayed upon God, and our faith in constant exercise, as we rode on, peaceful and happy.

When we received the paper all finished, and rode back to Centerport, we felt sure that we were in the path of duty. The blessing of God rested upon us. We had been greatly buffeted by Satan, but through Christ strengthening us we had come off victorious. We had a large bundle of papers with us, containing precious truth for the people of God.

Our child was recovering, and Satan was not again permitted to afflict him. We worked early and late, sometimes not allowing ourselves time to sit at the table to eat our meals. With a piece by our side we would eat and work at the same time. By overtaxing my strength in folding large sheets, I brought on a severe pain in my shoulder, which did not leave me for years. [21]

We had been anticipating a journey east, and our child was again well enough to travel. We took the packet for Utica, and there we parted with Sister Bonfoey and my sister Sarah and our child, and went on our way to the East, while Brother Abbey took them home with him. We had to make some sacrifice in order to separate from those who were bound to us by tender ties; especially did our hearts cling to little Edson, whose life had been so much in danger. We then journeyed to Vermont and held a conference at Sutton.

The Review and Herald—In November, 1850, the paper was issued at Paris, Maine. Here it was enlarged, and its name changed to that which it now bears, the *Advent Review and Sabbath Herald*. We boarded in Brother A.'s family. We were willing to live cheaply, that the paper might be sustained. The friends of the cause were few in number and poor in worldly wealth, and we were still compelled to struggle with poverty and great discouragement. We had much care, and often sat up as late as midnight, and sometimes until two or three in the morning, to read proof sheets.

Excessive labor, care, and anxiety, a lack of proper and nourishing food, and exposure to cold in our long winter journeys, were too much for my husband, and he sank under the burden. He became so weak that he could scarcely walk to the printing office. Our faith was tried to the utmost. We had willingly endured privation, toil, and suffering, yet our motives were misinterpreted, and we were regarded with distrust and jealousy. Few of those for whose good we had suffered, seemed to appreciate our efforts.

[22] We were too much troubled to sleep or rest. The hours in which we should have been refreshed with sleep, were often spent in answering long communications occasioned by envy. Many hours, while others were sleeping, we spent in agonizing tears, and mourning before the Lord. At length my husband said: "Wife, it is of no use to try to struggle on any longer. These things are crushing me, and will soon carry me to the grave. I cannot go any farther. I have written a note for the paper, stating that I shall publish no more." As he stepped out of the door to carry the note to the printing office, I fainted. He came back and prayed for me. His prayer was answered, and I was relieved.

The next morning, while at family prayer, I was taken off in vision and was instructed concerning these matters. I saw that my

husband must not give up the paper, for Satan was trying to drive him to take just such a step, and was working through agents to do this. I was shown that we must continue to publish, and the Lord would sustain us.

We soon received urgent invitations to hold conferences in different States, and decided to attend general gatherings at Boston, Mass.; Rocky Hill, Conn.; Camden and West Milton, N. Y. These were all meetings of labor, but very profitable to our scattered brethren.

At Saratoga Springs, New York—We tarried at Ballston Spa a number of weeks, until we became settled in regard to publishing at Saratoga Springs. Then we rented a house and sent for Brother and Sister Stephen Belden and Sister Bonfoey, who was then in Maine taking care of little Edson, and with borrowed household stuff began housekeeping. Here my husband published the second volume of the *Advent Review and Sabbath Herald*.

Sister Annie Smith, who now sleeps in Jesus, came to live with us and assist in the work. Her help was needed. My husband expressed his feelings at this time in a letter to Brother Howland, dated February 20, 1852, as follows: “We are unusually well, all but myself. I cannot long endure the labors of traveling and the care of publishing. Wednesday night we worked until two o’clock in the morning, folding and wrapping No. 12 of the *Review and Herald*; then I retired and coughed till daylight. Pray for me. The cause is prospering gloriously. Perhaps the Lord will not have need of me longer, and will let me rest in the grave. I hope to be free from the paper. I have stood by it in extreme adversity; and now when its friends are many, I feel free to leave it, if someone can be found who will take it. I hope my way will be made clear. May the Lord direct.”

[23]

Facing Adversity in Rochester [James White gave the following reasons why he felt the paper should no longer be printed at the commercial printing office in Saratoga Springs, New York:

“1. It is not convenient to print such a paper at a suitable printing-office, and have the work put by on the seventh day, and it is very unpleasant to us, as well as inconvenient, to have the work done on the Sabbath.

“2. If a small office was owned by the brethren, the paper could be printed in such an office for about three fourths of what others can afford to do it for us in large printing establishments.

“3. We think that hands can be obtained who are keeping the Sabbath who would take an interest in the paper that cannot be expected of others. In this case, much care would be taken from the one that had charge of it.”—*The Review and Herald, March 2, 1852.*]—In April, 1852, we moved to Rochester, N. Y., under most discouraging circumstances. At every step we were obliged to advance by faith. We were still crippled by poverty, and compelled to exercise the most rigid economy and self-denial. I will give a brief extract from a letter to Brother Howland’s family, dated April 16, 1852:

“We are just getting settled in Rochester. We have rented an old house for one hundred and seventy-five dollars a year. We have the press [A Washington hand press was bought for \$652.93. This was the first publishing enterprise owned and operated by Seventh-day Adventists.] in the house. Were it not for this, we should have to pay fifty dollars a year for office room. You would smile could you look in upon us and see our furniture. We have bought two old bedsteads for twenty-five cents each. My husband brought me home six old chairs, no two of them alike, for which he paid one dollar, and soon he presented me with four more old chairs without any seating, for which he paid sixty-two cents. The frames are strong, and I have been seating them with drilling.

[24] “Butter is so high that we do not purchase it, neither can we afford potatoes. We use sauce in the place of butter, and turnips for potatoes. Our first meals were taken on a fireboard placed upon two empty flour barrels. We are willing to endure privations if the work of God can be advanced. We believe the Lord’s hand was in our coming to this place. There is a large field for labor, and but few laborers. Last Sabbath our meeting was excellent. The Lord refreshed us with His presence.”....

We toiled on in Rochester through much perplexity and discouragement. The cholera visited the city, and while it raged, all night long the carriages bearing the dead were heard rumbling through the streets to Mount Hope Cemetery....

Pressing on into New England—We had appointments out for two months, reaching from Rochester, N. Y., to Bangor, Maine; and this journey we were to perform with our covered carriage and our good horse Charlie, given to us by Brethren in Vermont....

We had before us a journey of about one hundred miles, to perform in two days, yet we believed that the Lord would work for us. [Little Edson White, afflicted with cholera and healed in answer to prayer, accompanied his parents on this trip. At first it seemed that the child would die from the rigors of the journey, but his strength returned and his mother wrote: “We brought him home quite rugged.”—[Life Sketches of Ellen G. White, 145](#).]...

The Lord greatly blessed us on our journey to Vermont. My husband had much care and labor. At the different conferences he did most of the preaching, sold books, and labored to extend the circulation of the paper. When one conference was over, we would hasten to the next. At noon we would feed the horse by the roadside, and eat our lunch. Then my husband, laying his writing paper on the cover of our dinner box or on the top of his hat, would write articles for the *Review and Instructor*.—[Life Sketches of Ellen G. White, 136-145](#). [The *Youth's Instructor* was published from 1852 until 1970, when it was succeeded by *Insight*.]

Publishing Responsibility Transferred to Church—When my husband became so feeble, before our removal from Rochester, [In 1855 the brethren in Michigan opened the way for the office of publication to be removed to Battle Creek. See [Testimonies for the Church 1:97ff](#).] he desired to free himself from the responsibility of the publishing work. He proposed that the church take charge of the work, and that it be managed by a publishing committee whom they should appoint and that no one connected with the office derive any financial benefit therefrom beyond the wages received for his labor. [25]

Though the matter was repeatedly urged upon their attention, our brethren took no action in regard to it until 1861. Up to this time my husband had been the legal proprietor of the publishing house, and sole manager of the work. He enjoyed the confidence of the active friends of the cause, who trusted to his care the means which they donated from time to time, as the growing cause demanded, to build up the publishing enterprise. But although the statement was frequently repeated, through the *Review*, that the publishing house was virtually the property of the church, yet as he was the only legal manager, our enemies took advantage of the situation, and under the cry of speculation did all in their power to injure him, and to retard the progress of the cause. Under these circumstances he introduced

the matter of organization, which resulted in the incorporation of the Seventh-day Adventist Publishing Association, according to the laws of Michigan, in the spring of 1861.—[Life Sketches of Ellen G. White, 164.](#)

“I Can Say, Praise God!”—The later history of my life would involve the history of many of the enterprises which have arisen among us, and with which my life work has been closely intermingled. For the upbuilding of these institutions, my husband and myself labored with pen and voice. To notice, even briefly, the experiences of these active and busy years, would far exceed the limits of this sketch. Satan’s efforts to hinder the work and to destroy the workmen have not ceased; but God has had a care for His servants and for His work.

In reviewing our past history, having traveled over every step of advance to our present standing, I can say, Praise God! As I see what the Lord has wrought, I am filled with astonishment, and with confidence in Christ as leader. We have nothing to fear for the future, except as we shall forget the way the Lord has led us, and His teaching in our past history.—[Life Sketches of Ellen G. White, 196.](#)

Chapter 2—Established in Sacrifice

[26]

Unreserved Consecration of Early Workers—Some of the men of experience and piety, who led out in this work, who denied self and did not hesitate to sacrifice for its success, are now sleeping in the grave. They were God’s appointed channels, His representative men, through whom the principles of spiritual life were communicated to the church. They had an experience of the highest value. They could not be bought or sold. Their purity and devotion and self-sacrifice, their living connection with God, were blessed to the upbuilding of the work. Our institutions were characterized by the spirit of self-sacrifice.

In the days when we were struggling with poverty, those who saw how wondrously God wrought for the cause felt that no greater honor could be bestowed upon them than to be bound up with the interests of the work by sacred links which connected them with God. Would they lay down the burden and make terms with the Lord from a money point of view? No, no. Should every timeserver forsake his post, they would never desert the work.

The believers who in the early history of the cause sacrificed for the upbuilding of the work were imbued with the same spirit. They felt that God demanded of all connected with His cause an unreserved consecration of body, soul, and spirit, of all their energies and capabilities, to make the work a success.—[Testimonies for the Church 7:216, 217](#).

Publishing Pioneers Practiced Self-denial—The work of God is to be carried on by us as a people. We know how it started. My husband said, “Wife, let us take only sixteen shillings a week. We shall live very plainly and dress very plainly, and take the means that otherwise would come to us, and invest it in the publishing work.” The publishing house then was a plain, square building, 24 by 36 [first publishing house in Battle Creek, established in 1855]. Some narrow-minded men who wanted the money for themselves said,

[27]

“This is altogether too large a building.” They brought such heavy pressure to bear regarding this question that a meeting was called.

I was asked to go and explain why, if the Lord was coming so soon, the publishing work should need such a large building. I said, “You that have ears, I want you to hear. It is because the Lord is coming that we want a building as big as this is, and more than that, it will grow larger as the work progresses. The Lord has a work to do in the world. The message must go to all parts of the earth. It is because we believe this that we have started this work. We are going to deny ourselves.”

My husband and I decided to take lower wages. Others pledged themselves to do this also, and the money thus saved was used in starting the work. Some of our brethren donated quite liberally, because they believed what we said. In after years, when prosperity attended the work and these brethren had grown old and become poor, we took their cases into account and helped them all we could. My husband was a man full of sympathy for the needy and the suffering. “Brother B put his means into the work when it was in need of help, and now we must help him,” he would say.—[Manuscript 100, 1899](#).

[28] **“We Started in Great Poverty”**—The publishing work has been founded in sacrifice; it has been maintained by the special providence of God. We started it in great poverty. We had scarcely enough to eat and wear. When potatoes were scarce, and we had to pay a high price for them, we supplied their place with turnips. Six dollars per week was all we received for the first years of our labor. We had a large family, but we brought out expenses within our means. We could not purchase all that we desired; we had to bind about our wants. But we were determined that the world should have the light of present truth; and spirit, soul, and body were interwoven with the work. We worked early and late, without rest, without the stimulus of wages.... And God was with us. As prosperity attended the publishing work, the wages were increased, as they should be.—[Selected Messages 2:191](#).

Could he [a church leader] not see that the same process [of sacrifice] must be gone through again [in Australia] as when my husband and I started the work in Battle Creek, when we decided to take from the office only four dollars a week for our labor, and

afterwards only six, until the cause of God could be established in Battle Creek, and the printing office built, and the hand press and other crude material placed in it for the work? Did we not know what it meant to work hard and press all our necessities into as small a compass as possible, while we advanced step by step on a sure basis, dreading debt as we dreaded some terrible, contagious disease? We went over the same ground in California, selling all our goods to start a printing press on the Pacific Coast. We knew that every foot of ground over which we traveled to establish the work would be at great sacrifice to our own financial interests.—[Letter 63, 1899](#).

“His Work Dearer Than My Life”—I do not claim as my own one bit of the property that I own. I owe twenty thousand dollars, which I have borrowed to invest in the Lord’s work. Of late years, comparatively few of my books have been sold in the United States. I must have money for running expenses, and I must pay my workers. The money that otherwise I should have to pay for rent, I now pay as interest on the money which I borrowed to secure this home. I am ready to let my place go as soon as the Lord signifies that this is His will, and that my work here is done.

The lack of means does not worry me; for the Lord is my witness that His work has ever been dearer to me than my life.—[Letter 43, 1903](#).

The Example and Leadership of James White—I was shown that God had qualified my husband for a specific work, and in His providence had united us to carry forward this work....

[29]

God should have the glory for the unbending integrity and noble courage to vindicate the right and condemn the wrong which my husband has had. Just such firmness and decision were necessary at the commencement of the work, and they have been needed all along, as it progressed step by step. He has stood in defense of the truth without yielding a single principle to please the best friend....Self has at times been mingled with the work; but when the Holy Spirit has controlled his mind, he has been a most successful instrument in the hands of God for the upbuilding of His cause. He has had elevated views of the Lord’s claims upon all who profess His name—of their duty to stand in defense of the widow and the fatherless, to be kind to the poor, to help the needy. He would jealously guard the interests of his brethren, that no unjust advantage should be taken of them.

The earnest efforts of my husband to build up the institutions in our midst I also saw registered in the Ledger of Heaven. The truth sent out from the press was like rays of light emanating from the sun in all directions. This work was commenced and carried forward at a great sacrifice of strength and means.—[Life Sketches of Ellen G. White, 242-244.](#)

Unselfish Labors of Uriah Smith—We can easily count the first burden bearers now alive [1902]. Elder [Uriah] Smith was connected with us at the beginning of the publishing work. He labored in connection with my husband. We hope always to see his name in the *Review and Herald* at the head of the list of editors; for thus it should be. Those who began the work, who fought bravely when the battle went so hard, must not lose their hold now. They are to be honored by those who entered the work after the hardest privation had been borne.

[30] I feel very tender toward Elder Smith. My life interest in the publishing work is bound up with his. He came to us as a young man, possessing talents that qualified him to stand in his lot and place as an editor. How I rejoice as I read his articles in the *Review*—so excellent, so full of spiritual truth. I thank God for them. I feel a strong sympathy for Elder Smith, and I believe that his name should always appear in the *Review* as the name of the leading editor. Thus God would have it. When, some years ago, his name was placed second, I felt hurt. When it was again placed first, I wept and said, “Thank God.” May it always be there, as God designs it shall be, while Elder Smith’s right hand can hold a pen. And when the power of his hand fails, let his sons write at his dictation.—[Selected Messages 2:225.](#)

Pioneer History to Be Kept Before the People—The record of the experience through which the people of God passed in the early history of our work must be republished. Many of those who have since come into the truth are ignorant of the way in which the Lord wrought. The experience of William Miller and his associates, of Captain Joseph Bates, and of other pioneers in the Advent message should be kept before our people. Elder Loughborough’s book should receive attention. Our leading men should see what can be done for the circulation of this book. [Reference is here made to *The Rise and Progress of Seventh-day Adventists*, published in 1892 by

J.N. Loughborough (revised in 1905 as *The Great Second Advent Movement*).]

We must study to find out the best way in which to take up the review of our experiences from the beginning of our work, when we separated from the churches, and went forward step by step in the light that God gave us. We then took the position that the Bible, and the Bible only, was to be our guide; and we are never to depart from this position. We were given wonderful manifestations of the power of God.

Miracles were wrought. Again and again, when we were brought into strait places, the power of God was displayed in our behalf. At such times, souls were convicted, and amidst the scorn and derision of the opposing churches, they bore testimony in favor of the truth.—[Letter 105, 1903](#).

Republishing Experiences of Early Leaders [In 1915, seven years after Manuscript 13 (1908) was written, Life Sketches of Ellen G. White appeared in print. In its pages Ellen White “pictures the trials, the struggles, and the successes that attended the labors of a few earnest souls from whose endeavors sprang the churches that afterward united to form the Seventh-day Adventist denomination (Preface, p. 5).” From chapter 42, on page 255, her own life story and that of her husband is continued by C. C. Crisler, W. C. White, and Dores Robinson. Thus the stories of pioneer fortitude and sacrifices have been recorded in print for all to profit by. Biographies of pioneers such as James White and John Loughborough, are available at Adventist Book Centers.]—I have been instructed to publish the early experiences of the cause of present truth, showing why we stand, as we do, a people separate and distinct from the world.... While Satan is stirring up many to depart from the faith, I am bidden to republish the experiences of the past and give the message of warning God sends, showing the dangers of the present time, and what will be in the future.—[Manuscript 13, 1908](#). [31]

Pioneers to Continue to Speak—I have been instructed that we should make prominent the testimony of some of the old workers who are now dead. Let them continue to speak through their articles as found in the early numbers of our papers. These articles should now be reprinted, that there may be a living voice from the Lord’s witnesses. The history of the early experiences in the message will

be a power to withstand the masterly ingenuity of Satan's deceptions. This instruction has been repeated recently. I must present before the people the testimonies of Bible truth, and repeat the decided messages given years ago. I desire that my sermons given at camp meetings and in churches may live and do their appointed work.—[Letter 99, 1905.](#)

[32] **Sacrifice Essential for Work to Continue**—In order that the gospel may go to all nations, kindreds, tongues, and peoples, self-sacrifice must be maintained. Those in positions of trust are in all things to act as faithful stewards, conscientiously guarding the funds that have been created by the people. There must be care to prevent all needless outlay. In erecting buildings and providing facilities for the work, we should be careful not to make our preparation so elaborate as to consume money unnecessarily; for this means in every case inability to provide for the extension of the work in other fields, especially in foreign lands. Means are not to be drawn from the treasury to establish institutions in the home field, at a risk of crippling the advancement of truth in regions beyond.

God's money is to be used not only in your immediate vicinity, but in distant countries, in the islands of the sea. If His people do not engage in this work, God will surely remove the power that is not rightly appropriated.

Many among believers have scarcely food enough to eat, yet in their deep poverty they bring their tithes and offerings to the Lord's treasury. Many who know what it is to sustain the cause of God in hard and trying circumstances have invested means in the publishing houses. They have willingly endured hardship and privation, and have watched and prayed for the success of the work. Their gifts and sacrifices express the fervent gratitude of their hearts to Him who has called them out of darkness into His marvelous light. Their prayers and their alms come up as a memorial before God. No incense more fragrant can ascend to heaven.

But the work of God in its wide extent is one, and the same principles should control in all its branches. It must bear the stamp of missionary work. Every department of the cause is related to all parts of the gospel field, and the spirit that controls one department will be felt throughout the entire field. If a portion of the workers receive large wages, there are others, in different branches of the

work, who also will call for high wages, and the spirit of self-sacrifice will become feeble. Other institutions will catch the same spirit, and the Lord's favor will be removed from them; for He can never sanction selfishness. Thus our aggressive work would come to an end. It is impossible to carry it forward except by constant sacrifice.—[Testimonies for the Church 7:215, 216](#).

[33] **Chapter 3—The January 3, 1875, Vision and World Expansion**

[The first and last sections in this chapter were written by C. C. Crisler, Ellen White’s Secretary.]

The Basel Publishing House—Mrs. White and her secretary, Miss Sara McEnterfer, and W.C. White and his family, left America August 8, 1885, [Ellen White labored in Europe for two years, from August, 1885, to August, 1887. See D. A. Delafield’s book *Ellen G. White in Europe* for further details.] sailing from Boston on the steamer *Cephalonia*, and arriving in Liverpool August 19. Two weeks were spent in England, visiting companies of Sabbath keepers at Grimsby, Ulceby, Riseley, and Southampton. Several addresses were given in public halls.

Leaving London September 2, the party arrived in Basel, Switzerland, the following morning....

[34] The Basel publishing house, afterward named the “Imprimerie Polyglotte” (the printing house of many languages), was just completed. The land had been secured and the building planned during the visit of Elder Butler early in 1884. The structure had been erected under the watchful supervision of Elder B. L. Whitney, the superintendent of the European Mission; and its equipment had been purchased and installed by Brother H. W. Kellogg, for many years the manager of the Review and Herald Publishing Association at Battle Creek, Mich.

The new publishing house was a large, substantial building, 46 x 76 feet, with four stories above the basement. The upper stories were so constructed that, until required by the growth of the business, they could be used as residence suites for families. It was in one of these suites that Mrs. White made her home during a greater part of the two years she spent in Europe.

The Vision of January 3, 1875—When Mrs. White and her party reached the publishing house, Elder Whitney said, “Look at

our meeting-hall before going upstairs.” It was a fine room on the first floor, well lighted and well furnished. Mrs. White looked searchingly at all features of the place, and then said: “It is a good meeting-hall. I feel that I have seen this place before.”

Not long after this, those parts of the building occupied by the printing business were visited. When the pressroom was reached, the press was running, and Mrs. White said, “I have seen this press before. This room looks very familiar to me.” Soon the two young men who were working in the pressroom came forward, and were introduced to the visitors. Mrs. White shook hands with them, and then inquired, “Where is the other one?”

“What other one?” Elder Whitney asked.

“There is an older man here,” Mrs. White replied, “and I have a message for him.”

Elder Whitney explained that the foreman of the pressroom was in the city on business.

It had been a little more than ten years since Mrs. White, in relating before a large audience in the Battle Creek church what had been shown her in vision regarding the work to be done in many foreign lands, had said that she had seen printing presses running in many foreign countries, printing periodicals and tracts and books on present truth for the people of these countries. At this point in her narrative, Elder James White had interrupted her, asking if she could name some of these countries. She said she could not, because they had not been named to her, “except one; I remember the angel said Australia.” But she stated that although she could not name the countries, she would recognize the places should she ever see them, because the picture was very distinct in her mind. [35]

In the pressroom of the new publishing house at Basel she recognized one of these places. A few months after this, during her visit to Norway, she recognized in the pressroom of the Christiana publishing house another of these places; and six years later, during her visit to Australia, she saw, in the Bible Echo Office in Melbourne, still another pressroom where she recognized the place and the presses as among those she had seen in the vision at Battle Creek, January 3, 1875. [A few months after Ellen White had this vision, her husband wrote, “It is a pleasure here to state relative to the gracious manifestation of the Holy Spirit to Mrs. White on the

eve of January 3, 1875, that she had been sick with severe influenza, and confined to her room and bed for one week, till the physicians at the health institute had become anxious in her case. In this condition she followed the directions given in the fifth chapter of the epistle of James, and after a great stretch of faith, like the man in the gospel who stretched forth his withered hand, she reached the point of deliverance from pain and sickness, and was soon in vision, which lasted ten minutes. She then dressed for meeting, walked to the church, and spoke to the crowded assembly twenty minutes, and walked home. Since that time she has written very much, and has spoken to the people with freedom.”—James White, [Testimonies for the Church 3:570](#), footnote.]

Encouraging Words for European Workers—The Swiss Conference was held September 10-14, 1885. There were about two hundred in attendance. This meeting was immediately followed by the European Missionary Council, which continued for two weeks. At these meetings very interesting reports were received from Scandinavia, Great Britain, Germany, France, Italy, and Switzerland, where the cause of present truth was beginning to gain a foothold. The reports elicited some animated discussions of such subjects as these: The most effective plans for the circulation of our literature; the illustrating of our periodicals and books; the use of tents; and the bearing of arms.

[36] The Scandinavian brethren reported that the sales of literature in their conferences during the preceding fiscal year had amounted to \$1,033. The delegates from Great Britain reported sales amounting to \$550. The Basel office had received on its German and French periodicals \$1,010.

Much time was occupied by the colporteurs who had been laboring in Catholic Europe, in relating their experiences and in telling the Council why our literature could not be sold in Europe on the plans that were very successfully followed in America; and it was urged by them that the colporteur must be given a salary, as was done by the leading evangelical societies that were operating in Catholic countries.

During the nineteen days covered by the Conference and the Council, Mrs. White was an attentive listener to the reports, which were given mostly in English. She spoke words of encouragement

and cheer in the business meetings, and in the early morning meetings gave a series of instructive addresses, dealing with such subjects as love and forbearance among brethren; manner of presenting the truth; unity among laborers; courage and perseverance in the ministry; how to work in new fields. Addressing the missionary workers, she said:

“Remember, brethren, in every perplexity, that God has angels still. You may meet opposition; yea, even persecution. But if steadfast to principle, you will find, as did Daniel, a present helper and deliverer in the God whom you serve. Now is the time to cultivate integrity of character. The Bible is full of rich gems of promise to those who love and fear God.

“To all who are engaged in the missionary work I would say, Hide in Jesus. Let not self but Christ appear in all your labors. When the work goes hard, and you become discouraged and are tempted to abandon it, take your Bible, bow upon your knees before God, and say, ‘Here, Lord, Thy word is pledged.’ Throw your weight upon His promises, and every one of them will be fulfilled.”

When the discouraging reports of the colporteurs had reached a climax, she would urge that notwithstanding all these difficulties, the workers must have faith that success would attend their labors. Repeatedly she assured the disheartened colporteurs that it had been shown her that books could be sold in Europe in such a way as to give support to the workers, and bring to the publishing house sufficient returns to enable it to produce more books.—[Life Sketches of Ellen G. White, 281-285.](#)

[37]

Spreading the Light in Europe—Let the publications, the papers, the pamphlets, be working among the people, and preparing the minds of the reading class for the preaching of the truth. Let no stinted efforts be made in this line, and the work, if begun wisely and prosecuted wisely, will result in success. But do be humble and teachable, if you would teach others and lead them in the way of truth and righteousness.—[Life Sketches of Ellen G. White, 304.](#)

A great work is committed to those who present the truth in Europe.... There are France and Germany, with their great cities and teeming population. There are Italy, Spain, and Portugal, after so many centuries of darkness, ... opened to the word of God—opened to receive the last message of warning to the world. [Written at

the close of the year 1887.] There are Holland, Austria, Roumania, Turkey, Greece, and Russia, the home of millions upon millions, whose souls are as precious in the sight of God as our own, who know nothing of the special truths for this time....

A good work has already been done in these countries. There are those who have received the truth, scattered as light bearers in almost every land.... But how little has been done in comparison with the great work before us! Angels of God are moving upon the minds of the people, and preparing them to receive the warning. Missionaries are needed in fields that have yet been scarcely entered. New fields are constantly opening. The truth must be translated into different languages, that all nations may enjoy its pure, life-giving influences....

[38] Colporteurs are meeting with encouraging success in the sale of our books. The light is thus brought to the people, while the colporteur—who in many cases has been thrown out of employment by accepting the truth—is enabled to support himself, and the sales are a financial help to the office. In the days of the Reformation, monks who had left their convents, and who had no other means of support, traversed the country, selling Luther's works, which were thus rapidly circulated throughout Europe. Colportage work was one of the most efficient means of spreading the light then, and so it will prove now.—[Life Sketches of Ellen G. White, 304, 305.](#)

Books to Be Published in Different Languages—A far greater effort should be made to extend the circulation of our literature in all parts of the world. The warning must be given in all lands and to all peoples. Our books are to be translated and published in many different languages. We should multiply publications on our faith in English, German, French, Danish-Norwegian, Swedish, Spanish, Italian, Portuguese, and many other tongues; and people of all nationalities should be enlightened and educated, that they, too, may join in the work.

Let our publishing houses do all in their power to diffuse to the world the light of heaven. In every way possible call the attention of the people of every nation and tongue to those things that will direct their minds to the Book of books.—[Testimonies for the Church 7:160.](#)

Doubled and Trebled—The publishing branch of our cause has much to do with our power. I do desire that it shall accomplish all that the Lord designs it should. If our bookmen do their part faithfully, I know, from the light God has given me, that the knowledge of present truth will be doubled and trebled.... But let us remember, in all our endeavors we must seek daily power and individual Christian experience. Only as we keep in close touch with the Source of our strength shall we be enabled to advance rapidly and along even lines.—[Life Sketches of Ellen G. White, 446, 447.](#)

A Prophetic Look into the Future [Report of remarks made at a council in Great Grimsby, England, attended by Ellen White in 1886.]—During the early days of the Council, one of the speakers, after referring to some of the barriers to the progress of the message, appealed to Mrs. White to state her views as to what more could be done, and if there might be expected changes in the conditions under which the laborers were struggling.

In answer to this question, Mrs. White said that there would come changes that would open doors that were closed and barred, changes in many things that would alter conditions and arouse the minds of the people to understand and appreciate present truth. Political upheavals would come, and changes in the industrial world, and great religious awakenings, that would prepare minds to listen to the third angel's message. "Yes, there will be changes," she assured them, "but *nothing for you to wait for*. Your work is to go forward, presenting the truth in its simplicity, holding up the light of truth before the people."

[39]

Then she told them how the matter had been presented to her in vision. Sometimes the multitudes in our world, to whom is sent the warning message from the word of God that Christ is soon coming, were presented to her as enveloped in mists and clouds and dense darkness, even as described by Isaiah, who wrote, "Behold, the darkness shall cover the earth, and gross darkness the people." [Isaiah 60:2.](#)

As in the vision she looked upon this scene with intense sorrow, her accompanying angel said, "Look ye," and as she looked again, there were to be seen little jets of light, like stars shining dimly through the darkness. As she watched them, their light grew brighter, and the number of lights increased, because each light kindled other

lights. These lights would sometimes come together as if for the encouragement of one another; and again they would scatter out, each time going farther and lighting more lights. Thus the work went on until the whole world was illuminated with their brightness.

In conclusion, she said: “This is a picture of the work you are to do. ‘Ye are the light of the world.’ [Matthew 5:14](#). Your work is to hold up the light to those around you. Hold it firmly. Hold it a little higher. Light other lights. Do not be discouraged if yours is not a great light. If it is only a penny taper, hold it up. Let it shine. Do your very best, and God will bless your efforts.”—[Life Sketches of Ellen G. White, 294, 295](#).

Chapter 4—God’s Purpose in the Publishing Work [40]

Reveal the Beauty of Christ’s Character—An appearance of wealth or position, expensive architecture or furnishings, are not essential to the advancement of the work of God; neither are achievements that win applause from men and administer to vanity. Worldly display, however imposing, is of no value with God.

While it is our duty to seek for perfection in outward things, it should ever be kept in mind that this aim is not to be made supreme. It must be held subordinate to higher interests. Above the seen and transitory, God values the unseen and eternal. The former is of worth only as it expresses the latter. The choicest productions of art possess no beauty that can compare with the beauty of character which is the fruit of the Holy Spirit’s working in the soul...

Our institutions will give character to the work of God just according to the consecrated devotion of the workers—by revealing the power of the grace of Christ to transform the life.—[Testimonies for the Church 7:143, 144.](#)

Demonstrate Christian Principles—We are not only to publish the theory of the truth, but to present a practical illustration of it in character and life. Our publishing institutions are to stand before the world as an embodiment of Christian principles. In these institutions, if God’s purpose for them is fulfilled, Christ Himself stands at the head of the working forces. Holy angels supervise the work in every department. And all that is done in every line is to bear the impress of heaven, to show forth the excellence of the character of God.... [41]

Even in mechanical lines, God desires that the perfection of His character shall appear. The exactness, skill, tact, wisdom, and perfection which He required in the building of the earthly tabernacle, He desires to have brought into everything that shall be done in His service. Every transaction entered into by His servants is to be as pure and as precious in His sight as were the gold and frankincense and myrrh which in sincere, uncorrupted faith the Wise Men from the East brought to the infant Saviour.

Thus in their business life Christ's followers are to be light bearers to the world.—[Testimonies for the Church 7:142, 143](#).

My brother [an editor], when will you learn this lesson? It is not houses, lands, carriages, expensive furniture, outward display, which make a man stand high in the sight of a holy God and the ministering angels. God looks at the heart. He reads every purpose of the mind. He knows the motives which prompt to action. He reads between every line of writing sent out. He can distinguish between the true and the false. He places His seal upon the deeds that are done and the books that are written in humility and contrition of heart. He values sincerity and purity of principle above everything else.—[Letter 3, 1901](#).

Witness for Truth—“Ye are my witnesses, saith the Lord,” “to proclaim liberty to the captives, and the opening of the prison to them that are bound; to proclaim the acceptable year of the Lord, and the day of vengeance of our God.”

[42] Our publishing work was established by the direction of God and under His special supervision. It was designed to accomplish a specific purpose. Seventh-day Adventists have been chosen by God as a peculiar people, separate from the world. By the great cleaver of truth He has cut them out from the quarry of the world and brought them into connection with Himself. He has made them His representatives and has called them to be ambassadors for Him in the last work of salvation. The greatest wealth of truth ever entrusted to mortals, the most solemn and fearful warnings ever sent by God to man, have been committed to them to be given to the world; and in the accomplishment of this work our publishing houses are among the most effective agencies.

These institutions are to stand as witnesses for God, teachers of righteousness to the people. From them truth is to go forth as a lamp that burneth. Like a great light in a lighthouse on a dangerous coast, they are constantly to send forth beams of light into the darkness of the world, to warn men of the dangers that threaten them with destruction.—[Testimonies for the Church 7:138, 139](#).

Every institution that bears the name of Seventh-day Adventist is to be to the world as was Joseph in Egypt, and as were Daniel and his fellows in Babylon. In the providence of God these men were taken captive, that they might carry to heathen nations the knowledge of

the true God. They were to be representatives of God in our world. They were to make no compromise with the idolatrous nations with which they were brought in contact, but were to stand loyal to their faith, bearing as a special honor the name of worshipers of the God who created the heavens and the earth.—[Testimonies for the Church 8:153](#).

As our work has extended and institutions have multiplied, God's purpose in their establishment remains the same. The conditions of prosperity are unchanged.—[Testimonies for the Church 6:224](#).

God's Appointed Instrumentalities—The Echo Office [Australian Publishing House in Melbourne] is God's appointed instrumentality, over which He has a constant, watchful care. The Lord has shown me that there has not been among the workers a sense of the sacredness of this important center; they have not realized that it is God's by appointment, designed by Him to accomplish the work essential to be done in this part of the world, to prepare a people to stand in the great day of the Lord....

The Lord calls for the men who are connected with sacred things to be as true as steel to His work and to the cause of God. His instrumentalities are to be first in all their thoughts and plans; they are to be guarded as a sacred matter. The Lord's coworkers are to use every jot of their entrusted ability and knowledge for Him....

[43]

The enemy moves very slowly and cautiously if he sees that this will deter the work from advancing. At times, moderation has been a sin of unbelief. But when he sees that delay will injure his plans, he creates circumstances which apparently make it necessary to move hastily, without due consideration....

The work is not yours, but the Lord's; and none are to become fainthearted. The angels have a constant care over the work.... The enemy is seeking to use every device which will cripple this institution. He seeks to make it a common thing through those whom He connects with it. When the workers are educated to think of this great center as related to God and under His supervision, when they realize that it is a channel through which light from heaven is to be communicated to the world, great respect and reverence will be shown to it. The best thoughts and noblest feelings will be cultivated and brought into the work, that the heavenly intelligences may cooperate with human beings.

As the workers realize that they are in the presence of angels, whose eyes are too pure to behold iniquity, what strong restraint they will place on thoughts, words, and actions. They will be given moral strength; for the Lord says, “Them that honor Me, I will honor.” Every worker will possess a precious experience, and a power and faith that is stronger than all circumstances. They will be able to say, “The Lord is in this place.” The angels of God will be in every room. The power of an inward life will circulate through the office. There will be a power in the lives of the workers that will be felt throughout the entire institution.

[44] Brethren, you must rise higher in your service. The office is not to be regarded as a common business institution. All who acknowledge God in His appointed channels, who act as faithful stewards in any place where they can do God service, will be honored by God....

Will all who work in our institutions take heed to these things? The Lord sees not as man sees. He looks beneath the surface. He looks at the mind, from whence all our actions proceed. Especially does He note everything that glorifies His name before the people.—[Letter 27, 1896.](#)

The Press a Powerful Means of Spreading Light—The press is a powerful means to move the minds and hearts of the people. The men of this world seize the press, and make the most of every opportunity to get poisonous literature before the people. If men, under the influence of the spirit of the world and of Satan, are earnest to circulate books, tracts, and papers of a corrupting nature, you should be more earnest to get reading matter of an elevating and saving character before the people.

God has placed at the command of His people advantages in the press, which, combined with other agencies, will be successful in extending the knowledge of the truth. Tracts, papers, and books, as the case demands, should be circulated in all the cities and villages in the land. Here is missionary work for all.

There should be men trained for this branch of the work who will be missionaries, and will circulate publications. They should be men of good address, who will not repulse others or be repulsed. This is a work which would warrant men to give their whole time and energies as the occasion demands. God has committed to His

people great light. This is not for them to selfishly enjoy alone, but to let its rays shine forth to others who are in the darkness of error.

You are not as a people doing one twentieth part of what might be done in spreading the knowledge of the truth. Very much more can be accomplished by the living preacher with the circulation of papers and tracts than by the preaching of the word alone without the publications. The press is a powerful instrumentality which God has ordained to be combined with the energies of the living preacher to bring the truth before all nations, kindreds, tongues, and peoples. Many minds can be reached in no other way.—[Life Sketches of Ellen G. White](#), 216, 217. [45]

Printed Page and the Spoken Word—The truth must be published far more extensively than it yet has been. It must be defined in clear, sharp lines before the people. It must be presented in short but conclusive arguments, and plans must be laid that at every meeting where the truth has been set before the people, it may be followed by the distribution of tracts and pamphlets. At the present time it may be found necessary to give these away, but they will be a power for good, and nothing will be lost.

The discourses given in the desk would be far more effective if reading matter were circulated, educating the hearers in the doctrines of the Bible. God will make many willing to read, but there will also be many who will refuse to see or hear anything upon the present truth. But we should not even think these cases beyond hope, for Christ is drawing many to Himself.... You should go forth with your hands filled with proper reading matter, and your heart filled with the love of God.—[Evangelism](#), 159.

Preached Word Alone Nearly Fruitless—Several speakers had addressed large and attentive congregations at the camp meeting at Rome, N. Y., on first day, Sept, 12, 1875. The following night I dreamed that a young man of noble appearance came into the room where I was, immediately after I had been speaking. He said:

“You have called the attention of the people to important subjects, which, to a large number, are strange and new. To some they are intensely interesting. The laborers in word and doctrine have done what they could in presenting the truth. But unless there is a more thorough effort made to fasten these impressions upon minds, your efforts will prove nearly fruitless. Satan has many attractions ready

to divert the mind; and the cares of this life and the deceitfulness of riches all combine to choke the seed of truth sown in the heart.

[46] “In every effort such as you are now making, much more good would result from your labors if you had appropriate reading matter ready for circulation. Tracts upon the important points of truth for the present time should be handed out freely to all who will accept them. You are to sow beside all waters....

Where Labor and Means Produce Best Results—“Here is true missionary work in which labor and means can be invested with the best results. There has been too great fear of running risks, and moving out by faith, and sowing beside all waters. Opportunities have been presented which have not been grasped and made the most of. There has been too great fear of venturing. True faith is not presumption, but it ventures much. Precious light and powerful truth need to be brought out in publications without delay.”—[Life Sketches of Ellen G. White, 216-218](#).

The Press and Unprecedented Opportunities—In these days of travel, the opportunities for coming in contact with men and women of all classes and of many nationalities, are much greater than in the days of Israel. The thoroughfares of travel have multiplied a thousand-fold. God has wonderfully prepared the way. The agency of the printing press, with its manifold facilities, is at our command. Bibles and publications in many languages, setting forth the truth for this time, are at our hand, and can be swiftly carried to every part of the world.

We are to give the last warning of God to men, and what should be our earnestness in studying the Bible, and our zeal in spreading the light!—[Evangelism, 702, 703](#).

Act Quickly to Present Truth in Publications—The Lord has shown the error of many in looking to those only who have property to support the publication of the paper and tracts. *All* should act their part. Those who have strength to labor with their hands, and earn means to help sustain the cause, are as accountable for it as others are for their property. Every child of God who professes to believe the present truth, should be zealous to act his part in this cause....

[47] I saw that the truth must go and that we must not be too fearful, that tracts and papers might better go to three where they were not needed than to have one deprived of them who prizes them and can

be benefited by them. I saw that the last-day signs should be brought out clearly, for the manifestations of Satan are on the increase. The publications of Satan and his agents are increasing, their power is growing, and what we do to get the truth before others must be done quickly.—[Early Writings, 95, 96.](#)

Publications to Go in Every Language—To give *all nations* the message of warning—this is to be the object of our efforts. A way will be prepared for the faithful worker to labor at all times and seasons for the conversion of souls. Upon all who have received the word of God there rests the burden of doing this work. From city to city, and from country to country, they are to carry the publications containing the promises of the Saviour's soon coming. These publications are to be translated into every language; for to all the world the gospel is to be preached. To every worker Christ promises the divine efficiency that will make his labors a success.

There is too much hovering round our institutions; too much ease-loving. The commission of Christ is to be carried out to the letter. God's people must consecrate to Him their means and their capabilities. The faithful soldiers of the cross of Christ are to go forth without the camp, bearing the reproach and following in the path of self-denial trodden by the Redeemer.—[The Review and Herald, February 9, 1905.](#)

There is great need of men who can use the press to the best advantage, that the truth may be given wings to speed it to every nation, and tongue, and people.—[Gospel Workers, 25.](#)

Silent Messenger Their Only Preacher—I was shown that the truth once published now, will stand, for it is the truth for the last days; it will live, and less need be said upon it in future. Numberless words need not be put upon paper to justify what speaks for itself and shines in its clearness. Truth is straight, plain, clear, and stands out boldly in its own defense; but it is not so with error. It is so winding and twisting that it needs a multitude of words to explain it in its crooked form. I saw that all the light they had received in some places had come from the paper; that souls had received the truth in this way, [*The Review and Herald*, which at that time, 1853, was published semimonthly.] and then talked it to others; and that now in places where there are several, they had been raised up by this silent messenger. It was their only preacher. The cause of truth should

not be hindered in its onward progress for want of means.—[Early Writings, 96.](#)

Truth-filled Literature Largely Determines Church's Power—

The power and efficiency of our work depend largely on the character of the literature that comes from our presses. Therefore great care should be exercised in the choice and preparation of the matter that is to go to the world. The greatest caution and discrimination are needed. Our energies should be devoted to the publication of literature of the purest quality and the most elevating character. Our periodicals must go forth laden with truth that has a vital, spiritual interest for the people.

God has placed in our hands a banner upon which is inscribed: “Here is the patience of the saints: here are they that keep the commandments of God, and the faith of Jesus.” [Revelation 14:12.](#) This is a distinct, separating message, a message that is to give no uncertain sound. It is to lead the people away from the broken cisterns that contain no water, to the unfailing Fountain of the water of life.—[Testimonies for the Church 7:150.](#)

Exalt the Claims of God's Law—Our publishing institutions are to exalt the claims of God's downtrodden law. Standing before the world as reformers, they are to show that the law of God is the foundation of all enduring reform. In clear, distinct lines they are to present the necessity of obedience to all His commandments. Constrained by the love of Christ, they are to cooperate with Him in building up the old waste places, raising up the foundations of many generations. They are to stand as repairers of the breach, restorers of paths to dwell in. Through their testimony the Sabbath of the fourth commandment is to stand as a witness, a constant reminder of God, to attract notice and arouse investigation that shall direct the minds of men to their Creator.—[Testimonies for the Church 7:139.](#)

[49]

Cooperate in Proclaiming the Three Angels' Messages—Let it never be forgotten that these [publishing] institutions are to cooperate with the ministry of the delegates of heaven. They are among the agencies represented by the angel flying “in the midst of heaven, having the everlasting gospel to preach unto them that dwell on the earth, and to every nation, and kindred, and tongue, and people, saying with a loud voice, Fear God, and give glory to Him; for the hour of His judgment is come.” [Revelation 14:6, 7.](#)

From them is to go forth the terrible denunciation: “Babylon is fallen, is fallen, that great city, because she made all nations drink of the wine of the wrath of her fornication.” [Verse 8](#).

They are represented by the third angel that followed, “saying with a loud voice, If any man worship the beast and his image, and receive his mark in his forehead, or in his hand, the same shall drink of the wine of the wrath of God.” [Verses 9, 10](#).—[Testimonies for the Church 7:140](#). (See also [Selected Messages 2:117, 118](#).)

Make Plain the Issues in the Great Controversy—The great conflict that Satan created in the heavenly courts is soon, very soon, to be forever decided. Soon all the inhabitants of the earth will have taken sides, either for or against the government of heaven. Now, as never before, Satan is exercising his deceiving power to mislead and to destroy every unguarded soul. We are called upon to arouse the people to prepare for the great issues before them. We must give warning to those who are standing on the very brink of ruin. God’s people are to put forth every power in combating Satan’s falsehoods and pulling down his strongholds. To every human being in the wide world who will give heed, we are to make plain the principles at stake in the great controversy—principles upon which hangs the eternal destiny of the soul. To the people far and near we are to bring home the question: “Are you following the great apostate in disobedience to God’s law, or are you following the Son of God, who declared, ‘I have kept My Father’s commandments’?” [50]

This is the work before us; for this our publishing institutions were established; it is this work that God expects at their hands.—[Testimonies for the Church 7:141, 142](#).

Accomplish “the Work of That Other Angel”—And in a large degree through our publishing houses is to be accomplished the work of that other angel who comes down from heaven with great power and who lightens the earth with his glory.

Solemn is the responsibility that rests upon our houses of publication. Those who conduct these institutions, those who edit the periodicals and prepare the books, standing as they do in the light of God’s purpose, and called to give warning to the world, are held by God accountable for the souls of their fellow men. To them, as well as to the ministers of the word, applies the message given by God to His prophet of old: “Son of man, I have set thee a watchman

unto the house of Israel; therefore thou shalt hear the word at my mouth, and warn them from me. When I say unto the wicked, O wicked man, thou shalt surely die; if thou dost not speak to warn the wicked from his way, that wicked man shall die in his iniquity; but his blood will I require at thine hand.” [Ezekiel 33:7, 8](#).

Never did this message apply with greater force than it applies today.—[Testimonies for the Church 7:140, 141](#).

Establish New Centers in Missionary Lines—Our publishing houses are God’s appointed centers, and through them is to be accomplished a work the magnitude of which is yet unrealized. There are lines of effort and influence as yet by them almost untouched in which God is calling for their cooperation.

[51] As the message of truth advances into new fields, it is God’s purpose that the work of establishing new centers shall be constantly going forward. Throughout the world His people are to raise memorials of His Sabbath, the sign between Him and them that He is the One who sanctifies them. At various points in missionary lands publishing houses must be established. To give character to the work, to be centers of effort and influence, to attract the attention of the people, to develop the talents and capabilities of the believers, to unify the new churches, and to second the efforts of the workers, giving them facilities for more ready communication with the churches and more rapid dissemination of the message—all these and many other considerations plead for the establishment of publishing centers in missionary fields.

In this work it is the privilege, yea, the duty, of our established institutions to participate. These institutions were founded in self-sacrifice. They have been built up by the self-denying gifts of God’s people and the unselfish labor of His servants. God designs that they shall manifest the same spirit of self-sacrifice and do the same work in aiding the establishment of new centers in the fields.

For institutions as for individuals the same law holds true: They are not to become self-centered. As an institution becomes established and gains strength and influence, it is not to be constantly reaching out to secure greater facilities for itself. Of every institution, as of every individual, it is true that we receive to impart. God gives that we may give. Just as soon as an institution has gained a standing

place for itself, it should reach out to aid other instrumentalities of God that are in greater need....

The Lord will withdraw His blessing where selfish interests are indulged in any phase of the work; but He will put His people in possession of good throughout the whole world, if they will use it for the uplifting of humanity. The experience of apostolic days will come to us when we wholeheartedly accept God's principle of benevolence—consent in all things to obey the leadings of His Holy Spirit.

Train for Missionary Service—Our institutions should be missionary agencies in the highest sense, and true missionary work always begins with those nearest. In every institution there is missionary work to be done. From the manager to the humblest worker, all should feel a responsibility for the unconverted among their own number. They should put forth earnest effort to bring them to Christ. As the result of such effort many will be won and will become faithful and true in service to God. [52]

As our publishing houses take upon themselves a burden for missionary fields, they will see the necessity of providing for a broader and more thorough education of workers. They will realize the value of their facilities for this work and will see the need of qualifying the workers, not merely to build up the work within their own borders, but to give efficient help to institutions in new fields.

God designs that our publishing houses shall be successful educating schools, both in business and in spiritual lines. Managers and workers are ever to keep in mind that God requires perfection in all things connected with His service. Let all who enter our institutions to receive instruction understand this. Let opportunity be given for all to acquire the greatest possible efficiency. Let them become acquainted with different lines of work so that, if called to other fields, they will have an all-round training and thus be qualified to bear varied responsibilities.

Apprentices should be so trained that, after the necessary time spent in the institution, they can go forth prepared to take up intelligently the different lines of printing work, giving momentum to the cause of God by the best use of their energies and capable of imparting to others the knowledge they have received.

All the workers should be impressed with the fact that they are not only to be educated in business lines, but to become qualified to bear spiritual responsibilities. Let every worker be impressed with the importance of a personal connection with Christ, a personal experience of His power to save. Let the workers be educated as were the youth in the schools of the prophets. Let their minds be molded by God through His appointed agencies. All should receive a training in Bible lines, should be rooted and grounded in the principles of truth, that they may keep the way of the Lord to do justice and judgment. Let every effort be made to arouse and encourage the missionary spirit. Let the workers be impressed with a sense of the high privilege proffered them in this last work of salvation, to be used by God as His helping hand. Let each be taught to work for others, by practical labor for souls just where he is. Let all learn to look to the word of God for instruction in every line of missionary effort. Then, as the word of the Lord is communicated to them, it will supply their minds with suggestions for working the fields in such a way as to bring to God the best returns from all parts of His vineyard.—[Testimonies for the Church 7:144-148](#).

Missionary Institutions With Missionary Spirit—In the providence of God we have institutions established among us to advance the promulgation of truth, but they do not reach the efficiency that they might if the workers were wholly consecrated to God...

These instrumentalities are missionary institutions. The Lord designed that they should be a power for good; and if all who are connected with them are consecrated, if they are meek and lowly in heart, Christ will give them most precious lessons in His school. In our health institutions, our publishing houses, our schools, all should work harmoniously to carry out the purpose of God, and everything connected with the institutions should tend toward reform. The managers and helpers should have the true missionary spirit as a daily, abiding principle; for they are in a field that requires the highest kind of missionary work. Our institutions, properly conducted, will exert a far-reaching influence, and if the managers and the workers are Christians, they will be as shining lights.—[Letter 74, 1896](#). ([Special Testimony to the Managers and Workers in our Institutions, 3, 4.](#))

Follow Divine Not Worldly Policy—I was shown that the publishing work was arranged and established under the special supervision of God. Those connected with this work must also be under the supervision of God, else an order of things entirely contrary to the light of His word will be established. Those who trust to their own wisdom will plan to carry out their special ideas. This will bring results unfavorable to the advancement of God's cause. There are those who undertake to mold and fashion things according to their own perverted judgment, when it is plainly revealed that their own hearts need to be softened and broken under the controlling influence of God. How can it be safe to allow such men to control in your decisions?

[54]

A great work is in danger of being misshaped and deformed by human plans. It is in danger of being marred by men who do not lay their foundation upon the eternal Rock. They may regard some things as all right and other things as all wrong, just as they may be influenced in regard to the work. Their defective spiritual eyesight leads them to adopt a course of action that leaves God almost entirely out of their plans. They catch at ideas advanced by men who have not carried the burden of the work from the formation of the church called Seventh-day Adventists....

The work of God will be greatly marred if left in the hands of men who reason from their own human judgment. Self comes in, and traits of character that are not in accordance with the character of Christ put their impression on the work. A worldly policy is regarded as wise, while the divine policy, singular in the eyes of the world, is thought to be foolishness. A mark will thus be left on the work which will not appear objectionable, but which will receive God's disapproval.—[Letter 26, 1899](#).

One Agency Among Others—God works by means of instruments, or second causes. He uses the gospel ministry, medical missionary work, and the publications containing present truth to impress hearts. All are made effectual by means of faith. As the truth is heard or read, the Holy Spirit sends it home to those who hear and read with an earnest desire to know what is right. The gospel ministry, medical missionary work, and our publications are God's agencies. One is not to supersede the other.—[Evangelism, 547](#).

**Section 2—Establishment and Operation of [55]
Publishing Houses**

[56]

Chapter 5—A Sacred Work

[57]

Proclaim Divine Message to All the World—I am bidden to say to our publishing houses. Lift up the standard; lift it up. Proclaim the third angel’s message, that all the world may hear, and know that there is a people who “keep the commandments of God, and have the testimony of Jesus Christ.” Let our literature give the divine message as a witness to all the world.

Now, as never before, the great and wonderful work of this message is to be carried on. The world is to receive the light, and many will gain their knowledge of the truth through an evangelizing ministry of the word in our books and papers. Our periodicals are to be distributed by men and women of all stations and walks in life. Young and old are to act a part. These publications are to show that the end of all things is at hand.

We have, as it were, been asleep regarding this matter. Let us now send forth the word with determined energy, that the world may understand the messages that Christ gave to John on the Isle of Patmos.

[58] Let everyone professing the name of Christ act a part in sending forth the message, “The end of all things is at hand”; “prepare to meet thy God.” Our publications should go everywhere. The circulation of our periodicals should be greatly increased. The third angel’s message is to be given through gospel literature, and through the living teacher. You who believe the truth for this time, wake up. It is our duty now to employ every possible means to help in the proclamation of the truth. When you are riding on the cars, visiting, conversing with your neighbors—wherever you are, let your light shine forth. Hand out the papers and tracts to those with whom you associate, and speak a word in season, praying that the Holy Ghost will make the seed productive in some hearts. This work will be blessed of God.—SpTPW 231, 232.

Sacredness of God’s Instrumentalities—There are many who recognize no distinction between a common business enterprise,

as a workshop, factory, or cornfield, and an institution established especially to advance the interests of the cause of God. But the same distinction exists that in ancient times God placed between the sacred and the common, the holy and the profane. This distinction He desires every worker in our institutions to discern and appreciate. Those who occupy a position in our publishing houses are highly honored. A sacred charge is upon them. They are called to be workers together with God. They should appreciate the opportunity of so close connection with the heavenly instrumentalities and should feel that they are highly privileged in being permitted to give to the Lord's institution their ability, their service, and their unwearied vigilance. They should have a vigorous purpose, a lofty aspiration, a zeal to make the publishing house just what God desires it to be—a light in the world, a faithful witness for Him, a memorial of the Sabbath of the fourth commandment.—[Testimonies for the Church 7:191](#).

God is to be brought into every pursuit of life. With every enterprise He is concerned. But He is especially interested in the various branches of His work, and in the institutions consecrated to their advancement. The offices of publication, by means of which the truth is to be given to the world, are sacred to His service.—[The Review and Herald, July 1, 1902](#).

Publishing House Belongs to God—Where are the special monuments of God's workings among men, if not in our institutions, which are His instrumentalities to preserve the knowledge of His honor and glory, that His name should be feared? The publishing house has been solemnly dedicated to God. It should be looked upon as the Lord's, a place where His work is being done and where men are to walk uprightly, being divested of selfishness and covetousness, which is idolatry. [59]

If after a sufficient period of trial it is found that any of the workers have not a conscientious regard for sacred things; if they slight the messengers whom God sends; if they turn their hearts away from the message and show no interest in the special work for this time, they should be separated from the work, and others should be chosen to engage in it who will receive the light God sends to His people and will walk in the light.—[Manuscript 29, 1895](#).

Exalted and Solemn Character of God's Work—Many have failed to realize the sacredness of the work in which they are engaged. Its exalted character should be kept before the workers, both by precept and example. Let all read the directions given by Christ to Moses, requiring every man to be in his place and to do the part of the work to which he was appointed and set apart. If in putting up or taking down the tabernacle any man was found out of his place, or ventured upon any officious action, in handling the sacred ark or bearing it, that man was put to death.—[Manuscript 29, 1895](#).

To Be Guarded as Jealously as the Ark—Both the members of the church and the employees in the publishing house should feel that as workers together with God they have a part to act in guarding His institution. They should be faithful guardians of its interests in every line, seeking to shield it, not only from loss and disaster, but from all that could profane or contaminate. Never through act of theirs should its fair fame be tarnished, even by the breath of careless criticism or censure. God's institutions should be regarded by them as a holy trust, to be guarded as jealously as the ark was guarded by ancient Israel.—[Testimonies for the Church 7:192, 193](#).

[60] **The Lord Jehovah's Presence in Every Office**—The Lord Jehovah's presence is to be recognized in every room of the office, as His voice was recognized by Adam and Eve in the Garden of Eden. The Lord comes to His own place in the Review and Herald office, [By the "office" was meant the Review and Herald publishing house and/or the church headquarters, which was housed at that time in the west building of the printing plant in Battle Creek.] from whence should go forth the blessings of the light from His presence, imbuing with His Spirit every worker who is doing His service, that not a trace of Satan's attributes shall be revealed in the look of the eye, the hearing of the ear, the words spoken or the attitude taken.

Those in authority are to say by their demeanor, "I am a teacher, an example. That which I have seen Christ do, by the eye of faith and the intelligence of my understanding, as I have read the precious lessons that fell from His divine lips, I am, as a learner of His meekness and lowliness of heart, to reveal to all with whom I am brought in contact. This will be the best illustration I can possibly give to those who are connected with me as apprentices, who are to learn how to perform pure, clean, unadulterated service, free from

the common fire, the worldly theories, and common maxims which are prevalent in business houses.”—[Letter 150, 1899](#).

Angel Supervisors in the Publishing House—The machinery may be run by men who are skillful in its management; but how easy it would be to leave one little screw, one little part of the machinery, out of order, and how disastrous might be the result! Who has prevented casualties? The angels of God have supervision of the work. If the eyes of those who run the machinery could be opened, they would discern the heavenly guardianship. In every room in the publishing house where work is done, there is a witness taking note of the spirit in which it is performed, and marking the fidelity and unselfishness revealed.—[Testimonies for the Church 7:192](#).

I have seen the angels of God passing from room to room, noting the articles that were being published, noting every word and action of the workmen. Their faces were lighted with joy, and their hands were outstretched in blessing.

But the angels of God are grieved at every manifestation of a harsh spirit. God has given to every one a mind and an experience, possibly a higher experience than ours. We need to learn of Christ to be meek and lowly in heart. “Ask, and ye shall receive; seek, and ye shall find; knock, and it shall be opened unto you.”—[Manuscript 73, 1906](#).

[61]

The conversation carried on in the office should be elevating, far removed from all trifling and nonsense. There is so much common conversation. The Lord desires everything connected with His service to stand on an elevated plane. Remember that angels are walking through the office.—[Manuscript 81, 1901](#). (See also [Testimonies for the Church 3:191, 192](#).)

The Workers’ Perfect Model—Those in the office who profess to believe the truth should show the power of the truth in their lives and prove that they are working onward and upward from the basis of principle. They should be molding their lives and characters after the perfect Model....

The Lord requires all in the office to labor from high motives. In His own life, Christ has given them an example. All should labor with interest, devotion, and faith for the salvation of souls. If all in the office will labor with unselfish purposes, discerning the

sacredness of the work, the blessing of God will rest upon them.—[Testimonies for the Church 3:190, 191.](#)

The Tragic Results of Unfaithful Witnessing—Marcus Lichtenstein [a young Jewish student employed in the Review office who became discouraged as the result of what he saw in the inconsistent lives of some publishing workers.] was a God-fearing youth; but he saw so little true religious principle in those in the church and those working in the office that he was perplexed, distressed, disgusted. He stumbled over the lack of conscientiousness in keeping the Sabbath manifested by some who yet professed to be commandment keepers. Marcus had an exalted regard for the work in the office; but the vanity, the trifling, and the lack of principle stumbled him. God had raised him up and in His providence connected him with His work in the office. But there is so little known of the mind and will of God by some who work in the office that they looked upon this great work of the conversion of Marcus from Judaism as of no great importance. His worth was not appreciated. He was frequently pained with the deportment of F and of others in the office; and when he attempted to reprove them, his words were received with contempt that he should venture to instruct them. His defective language was an occasion of jest and amusement with some.

Marcus felt deeply over the case of F, but he could not see how he could help him. Marcus never would have left the office if the young men had been true to their profession. If he makes shipwreck of faith, his blood will surely be found on the skirts of the young who profess Christ, but who, by their works, their words, and their deportment, state plainly that they are not of Christ, but of the world. This deplorable state of neglect, of indifference, and unfaithfulness, must cease; a thorough and permanent change must take place in the office, or those who have had so much light and so great privileges should be dismissed and others take their places, even if they be unbelievers.... A profession is not enough. There must be a work inwrought in the soul and carried out in the life.—[Testimonies for the Church 3:192, 193.](#)

Caring for the Spiritual Welfare of Others—There are positions where some can earn better wages than at the office, but they can never find a position more important, more honorable, or more exalted than the work of God in the office. Those who labor faith-

fully and unselfishly will be rewarded. For them there is a crown of glory prepared, compared with which all earthly honors and pleasures are as the small dust of the balance. Especially will those be blessed who have been faithful to God in watching over the spiritual welfare of others in the office....

The soul is of infinite value and demands the utmost attention. Every man who fears God in that office should put away childish and vain things, and, with true moral courage, stand erect in the dignity of his manhood, shunning low familiarity, yet binding heart to heart in the bond of Christian interest and love.—[Testimonies for the Church 3:194](#).

[63]

Chapter 6—High Spiritual Standards for God’s Workmen

Greater Spirituality Needed in Adventist Centers—In the centers that are formed in some places, there is constant temptation to carry the work after worldly methods. I have had presented before me the dangers before us in the future. This light I have tried to present with pen and with voice. Let the work be carried forward intelligently by men and women of sound faith and strict religious principle.

There is need of greater faith in our ranks. Our people in Washington and in Mountain View are not in the state spiritually that God requires of them, and they are not doing the work that is demanded for this time. Some realize in a measure the times in which we live, but only a few seem to be fully awake to the situation. There is a work outside of their regular daily business that should be done. The simplicity of true godliness is not maintained. There needs to be an expression of greater humility.—[Letter 164, 1909](#).

[64]

Spirit-filled, Farseeing Men Needed—Our great need today is for men who are baptized with the Holy Spirit of God—men who walk with God as did Enoch. We do not want men who are so narrow in their outlook that they will circumscribe the work instead of enlarging it, or who follow the motto: “Religion is religion; business is business.” We need men who are farseeing, who can take in the situation and reason from cause to effect.—[Testimonies for the Church 5:555](#).

Thinking, Praying Men—Those who bear responsibilities must be men trained for the work, men whom God can teach and whom He can honor with wisdom and understanding, as He did Daniel. They must be thinking men, men who bear God’s impress and who are steadily progressing in holiness, in moral dignity, and in an understanding of their work. They must be praying men, men who will come up into the mount and view the glory of God and the dignity of the heavenly beings whom He has ordained to have charge

of His work. Then, like Moses, they will follow the pattern given them in the mount; and they will be on the alert to secure and bring into connection with the work the very best talent that can be obtained. If they are growing men, possessing sanctified intelligence; if they listen to the voice of God and seek to catch every ray of light from heaven, they will, like the sun, pursue an undeviating course, and they will grow in wisdom and in favor with God.

The publishing department is an important branch of God's work, and all connected with it should feel that it is ordained of God and that all heaven is interested in it. Especially should those who have a voice in the management of the work have breadth of mind and sanctified judgment. They should not waste their Lord's money by thoughtlessness or lack of business tact; neither should they make the mistake of limiting the work by the adoption of narrow plans and trusting the work to men of small ability.

It has been repeatedly represented to me that all our institutions should be managed by men who are spiritually minded and who will not weave their own defective ideas and plans into their management. This work should not be left to men who will mingle the sacred with the common and who will regard the work of God as being upon about the same level as earthly things, to be managed in about the same common way in which they have been in the habit of managing their own temporal affairs. Until those can be connected with our institutions who have breadth of mind and who can lay plans in harmony with the growth of the work and its exalted character, the tendency will be to narrow down everything that is undertaken, and God will be dishonored.—[Testimonies for the Church 5:549, 550.](#)

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Breadth of Character Essential—Wisdom is needed in the selection of managers in the various departments. It is impossible for one to control others until he learns to control himself. The superintendent should be a man who loves and fears God. He should sacredly guard his reputation, giving no occasion for anyone to reproach the cause of God. He should not be narrow-minded, a man of one idea. One who is changeable, now indulgent, then cold and unapproachable, or critical, exacting, and domineering, is not fitted for this position, nor is he who will cherish suspicion, jealousy, passion, or stubbornness. These traits are not pleasing to God, and will not be manifested by any who take Jesus for their pattern and

counselor. The superintendent must manifest the spirit of Christ; yet he should be firm to restrain evil. A neglect of this duty shows him to be unfit for his position. God requires of a steward that he be found faithful. A manager must be a growing man in order to meet the difficulties as well as the opportunities that are constantly arising. He should be quick to discern what needs to be done, and take active measures to accomplish the work at the right time.—[Letter 74, 1896](#). ([Special Testimony to the Managers and Workers in our Institutions, 4, 5.](#))

The First Business of Life—Men should be chosen to stand at the head of our institutions who have not only good, sound judgment, but a high moral tone, who will be circumspect in their deportment, pure in speech, remembering their high and holy calling, and that there is a Watcher, a true Witness to every word and act....

Managers and workers, are your souls united to Christ as the branch is united to the living vine? If you have not been renewed in the spirit of your mind, for your soul's sake make no delay to have your life hid with Christ in God.

[66] This is the first business of your life. When Christ is abiding in the heart, you will not be light, trifling, and immodest, but circumspect and reliable in every place, sending forth pure words like streams from a pure fountain, refreshing all with whom you come in contact. If you decide to continue your idle talk and frivolous conduct, go to some other place, where your influence and example will not be so widely felt in contaminating other souls....

It is time that we as Christians reach a much higher standard. God forbid that any institution that He has planted shall become a means of decoying souls, a place where iniquity is taught. Let all learn in the school of Christ meekness, purity, and lowliness of heart. Let them hang their helpless souls on Jesus. Live in the light shining from the oracles of God. Educate mind and heart to pure, elevated, holy thoughts. “Be ye holy in all manner of conversation.”....

Great decision of character will now be necessary on your part, to change this order of things. No weak efforts will accomplish the work. You cannot do it of yourselves; you must have the grace of Christ, or you can never overcome. All your plans will prove a failure unless you are actuated by higher motives, and upheld by greater strength, than you can have in and of yourselves.—[Letter](#)

74, 1896. ([Special Testimony to the Managers and Workers in our Institutions, 14-16.](#))

Faithful in Public Worship—Those standing at the head of the publishing work should remember that they are an example to many; and they should be faithful in the public worship of God, just as they would have every workman in every department of the office faithful. If they are seen in the house of worship only occasionally, others will excuse themselves on account of their neglect. These businessmen can at any time talk fluently and intelligently on business matters, showing that they have not exercised their powers in this direction in vain. They have put tact and skill and knowledge into their work; but how important it is that their hearts, their minds, and all their powers be also trained for faithful service in the cause and worship of God; that they may be able to point out the way of salvation through Christ in language eloquent in its simplicity. They should be men of earnest prayer and firm reliance upon God; men who, like Abraham, will order their households after them and will manifest a special interest in the spiritual welfare of all connected with the office.—[Testimonies for the Church 5:408, 409.](#)

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I urge upon you the importance of attending our annual meetings, not merely the business meetings, but the meetings that will be for your spiritual enlightenment. You do not realize the necessity of having a close connection with heaven. Without this connection not one of you is safe; not one is qualified to do God's work acceptably.—[Testimonies for the Church 7:188.](#)

My soul is burdened; our publishing institutions lie next to my heart. My guide pointed out some things which if not corrected will prove ruinous to our institutions. A strange spirit comes over many who accept positions of trust. Some cease to attend religious meetings that are of the highest importance to them.

Their voices are seldom heard in the congregation of the saints. They act as if they were now so far advanced that they could do without praying fervently to God. They do not feel their need of education in the school of Christ, to learn His meekness and lowliness of heart. They have strong traits of character which must be overcome, else they are not qualified for the place.—[Manuscript 16, 1890.](#)

Understand the Ground of True Success—A close connection with heaven will give the right tone to your fidelity and will be the ground of your success. Your feeling of dependence will drive you to prayer, and your sense of duty summon you to effort. Prayer and effort, effort and prayer, will be the business of your life. You must pray as though the efficiency and praise were all due to God, and labor as though duty were all your own. If you want power you may have it; it is waiting your draft upon it. Only believe in God, take Him at His word, act by faith, and blessings will come.

[68] In this matter, genius, logic, and eloquence will not avail. Those who have a humble, trusting, contrite heart, God accepts, and hears their prayer, and when God helps, all obstacles will be overcome. How many men of great natural abilities and high scholarships have failed when placed in positions of responsibility, while those of feeble intellect, with less favorable surroundings, have been wonderfully successful. The secret was: The former trusted to themselves, while the latter united with Him who is wonderful in counsel and mighty in working to accomplish what He will.—[Testimonies for the Church 4:538, 539](#).

Enjoying Jesus' Perpetual Presence—Those who are connected with the Lord's cause should bear their responsibilities in the fear and love of God, looking constantly to Jesus and all the time doing their work with an eye single to His glory, enquiring at every step, "Is this the way of the Lord?" Then their devotion will steadily increase, and they will constantly grow in grace and in the knowledge of our Lord and Saviour, Jesus Christ.... By beholding Christ we become changed.—[Manuscript 24, 1891](#).

Workers to Study the Book of Books—You are greatly in need of a practical experience in the Christian life. You need to train the mind for the work of God. The character of your religious experience is made manifest largely by the character of the books that you choose to read in your leisure moments. The Bible is the Book of books, and if you love the Scriptures, searching them when you have opportunity, that you may come in possession of the rich treasures of the Word of God, and be thoroughly furnished unto all good works, then you may be assured that Jesus is drawing you to Himself. But to read the Scriptures in merely a casual way without seeking to comprehend the lessons of Christ, that you may comply with His

requirements, is not enough. There are rich treasures in the Word of God that can be discovered only by sinking the shaft deep into the mine of truth. The Scriptures are given for our benefit that we may have instruction in righteousness. Precious rays of light have been obscured by the clouds of error, but Christ is ready to sweep away the mists of error and superstition, and to reveal to us the brightness of the Father's glory, so that we shall say as did the disciples, "Did not our heart burn within us, while he talked with us by the way?"... [69]

To those who love Christ, the Bible is as the garden of God; whose promises are as grateful to the heart as the fragrance of flowers to the senses. Then take up your Bibles, and with fresh interest, begin to study the sacred records of the Old and New Testaments. Work the field of precious truth, until you have a deeper comprehension of the mercy and love of God, who gave His only-begotten Son to the world, that through Him we might have life.—[Letter 31, 1891. \(Special Testimonies Concerning the Work and Workers in the Pacific Press, 32-34.\)](#)

Using Your Influence on the Side of Truth—There will be seasons of severe trial for those connected with our institutions; but if you know the Source of your strength, you need not be overcome. Whatever influence God has given you, He requires you to throw on the side of truth, of godliness. In making men, women, and children better by pointing them to the cross of Calvary, you are doing the work He has given you to do. True Bible Christians will have an influence that will lead other minds. You, as Christians, have a weight of responsibility which no one can take from you.—[Letter 74, 1896. \(Special Testimony to the Managers and Workers in our Institutions, 21.\)](#)

Walk in the Light of God—The Lord has given great light to those in the office of publication at Oakland, and some who for a time walked in the light afterward failed to do so, by not continually keeping the heart surrendered to God, and the result was that darkness came upon them. They lost their sense of sin, and did those things which the Lord had plainly shown them they ought not to do. God forces no man's will. All are left free to choose whom they will serve. They may listen to the suggestions of Satan, and come to look upon matters as he does, reasoning after the same manner, and the result will be that they will follow the same course

of stubborn resistance to the light that Satan pursued in the courts of heaven. Those who reject the light which God sends them will walk in sparks of their own kindling, and will lie down in sorrow at last....

[70] I have been aroused by the Spirit of the Lord to sound an alarm, that these world-bound souls may be awakened to the peril in which they are placed through their course of backsliding. For Christ's sake, let all those who profess to be Christians depart from all iniquity, all dishonesty. For Christ's sake, for your own soul's sake, I urge you to reform. Let there be a solemn consideration of your privileges and responsibilities. Let there not be found among you a selfish, earthly ambition for place and position or money-getting. This spirit prevails to a large extent, and the religion of Christ is brought down to a low, common level. There is great need that the converting power of God may be felt throughout the office, that all may realize that the words of Christ are to be fulfilled in life and character. Every day Jesus is in that office taking note of every worker in every department and line of work. The voice of God speaks to all who are there employed, warning and reproofing them in His Word, and through the testimonies of His Spirit. But these warnings are first neglected, then despised, then stubbornly resisted and assailed.—SpTPW 158, 159.

Strange Fire Mingled With the Sacred—I presented before those present [at a ministers' council in the Battle Creek Tabernacle church] the sacred responsibilities connected with the office of publication, telling them that those who accept these responsibilities should be men of faith, men of piety and deep experience. Jestings and joking should not be sanctioned in the office, neither should harshness or sourness be shown to those employed or those seeking counsel.

There are those who do not discern the sacredness of the work, who will surely bring in principles that are not correct. They will work to secure wages, and then think their duty is done. They will bring in a selfish, grasping spirit, which will result in robbery of God. Strange fire will be mingled with the sacred fire. Others will catch this spirit, for the plague spot of selfishness is as contagious as the leprosy.—[Manuscript 19, 1891](#).

[71] **Satan Urging False and Unscriptural Principles**—I have been shown that Satan and his angels who are doing his bidding,

clothed in garments of light, are walking through every room in the office, looking with eager interest upon every branch of the work, urging the workers to present false principles and bring a cheapness into the work, and to destroy, if possible, the sacred, elevating, ennobling principles of the truth.

The hearts of many of the workers are imbued with the same spirit that Satan cherished before his fall and which led to the rebellion in heaven. And he knows just how to bring this about now. For some time his deceiving power has been coming in and taking the lines of control. Selfish motives have been gradually and almost imperceptibly creeping in, until the objectionable methods and unscriptural principles have been interwoven with the work, and a singular blindness has been the result.—[Manuscript 28, 1896](#).

Stifle Wrong Principles—There has been an effort to bring God's servants under the control of men who have not the knowledge and wisdom of God or an experience under the Holy Spirit's guidance. Principles have been born that should never have seen the light of day.... Finite men have been warring against God and the truth and the Lord's chosen messengers, counterworking them by every means they dared to use. Please consider what virtue there can be in the wisdom and plans of those who have slighted God's messages and, like the scribes and Pharisees, have despised the very men whom God has used to present light and truth which His people needed.... A wrong against the weakest or most erring of His flock is even more offensive to God than if it were against the strongest one among you.—[Letter 83, 1896](#).

A Cleansing From Every Selfish Principle—As a people we need to come up on a higher platform. In our printing offices in Washington and Nashville there is a work to be done that will bring in a clear and holy atmosphere. There must be a cleansing from every selfish principle. Narrow, self-conceived ideas must not bear rule. They must be purged away. When the workers hunger for the incoming of pure, uplifting principles, the salvation of God will be revealed, and He will be glorified. [72]

Let the workers in the publishing houses rid themselves of every species of selfishness. When each one is willing to give to his brother the right of way that he desires for himself, then God can be glorified in His institutions.

For years some have been binding themselves about with selfish desires as with hoops of steel. Self and selfishness have figured largely in their work, but such a spirit is dishonoring to God. I am instructed to say that those who retain such a spirit and hold such principles cannot be accepted by Christ as laborers together with Him for the glory of God.

Men may be placed in high positions of trust in the cause of God, but they can claim nothing from Him unless they practice His word and rule in righteousness, seeking to copy the example of the meek and lowly Jesus. The leader in the work, as verily as the humblest lay member, is dependent upon God for power to exercise a pure, uplifting influence.

The Lord says to the workers in Washington and Nashville, “Review your operations.” You must rise above every cheap and selfish principle and be imbued with the Spirit of God. Unless the workers experience the daily converting power of God upon their hearts and lives, they will not be pleased to meet the record of their deeds before the bar of God, when every man will be rewarded according as his works have been.—[Letter 372, 1908](#).

Morality and Purity of Life—Careful attention should be given to the moral standing and influence of everyone employed in our institutions. If the workers are in any way impure in heart or life, it will be revealed in their words and their actions, notwithstanding their efforts to conceal the truth. If they are not strictly moral, there is danger in employing them, for they will be in a position where they can mislead those who desire to reform, and can confirm them in unholy, defiling practices. Such men and women, unless converted, will be not only a curse to themselves, but a curse wherever they go.

[73] The converting power of God is alone sufficient to establish pure principles in the heart, so that the wicked one may find nothing to assail....

Those who labor in our institutions are there for the purpose of promoting the intellectual and spiritual welfare of those under their care. They must make their work a matter of earnest prayer and study, that they may know how to deal with human minds and accomplish the object before them. Their first work is carefully to scrutinize their own habits, for there are those who have not put away childish things. They are in need of transforming grace, or they

will not meet the Bible standard of Christianity. Then when they are compelled to deal with those who are meeting a low standard, they will know what words to speak to them, and will not be harsh, domineering, or arbitrary toward them. They must be chaste, and so free from the taint of defilement, that they can correct these evils, and bring these poor souls up to the Bible standard of purity.—[Letter 47, 1896](#). ([Special Testimony to the Managers and Workers in our Institutions, 10, 11.](#))

Influence of Youthful Infatuations—Young men and young women associating together, having weak principles, and but little faith and devotion, become easily infatuated with each other and fancy they are in love. Their constant attention to one another soon has its influence, and spiritual things are not appreciated. As in the days before the Flood, there is an influence to continually draw the mind from God, and to fasten the affections upon the human instead of the divine. The girls in the office, some of them, are entirely unprepared to serve God; their thoughts are vain and unconsecrated; they are superficial; they have not the fruits of a Christian life. They must have a deep and thorough conversion, or they will never see the kingdom of God. Now, these young persons associating together in the office, forming attachments with view to marriage, and giving themselves up to these attachments, are unfitting themselves for the work. They cannot do their work with singleness of purpose, fidelity, and integrity. They are unfitted by this infatuation, and a demoralizing influence is felt all through the office....

God will accept the services of young men and young women, if they will consecrate themselves to Him without reserve. But when they begin to form these incautious, immature attachments, devotion, consecration, and religion are made of but little account. It is death to religious fervor, death to growth in grace. It is a time when the most solemn and serious thoughts should occupy the mind, and the most thorough consecration should be cherished. We are forming characters; brick is laid upon brick, one upon another, and the structure is going up, a beautiful temple to God. These young men may rise to almost any height in intellectual advancement and spiritual power. I warn these young men not to marry, and the young ladies not to be given in marriage, until they have gained knowledge,

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experience, and success in their efforts to reach the high standard for which they have thought to aim.—SpTWWPP 13-16.

To Seek for Perfection of Character—There should be a thorough reformation on the part of the men who are now connected with our important institutions. They possess some valuable traits of character, while they are sadly lacking in others. Their character needs to have a different mold, one after the likeness of Christ. They must all remember that they have not yet attained unto perfection, that the work of character building is not yet finished. If they will walk in every ray of light that God has given; if they will compare themselves with Christ's life and character, they will discern where they have failed to meet the requirements of God's holy law and will seek to make themselves perfect in their sphere, even as God in heaven is perfect in His sphere. If these men had realized the importance of these things, they would today be far in advance of their present condition, far better qualified to fill places of trust. During these hours of probation they are to seek for perfection of character. They must learn daily of Christ....

[75] The men whom God has connected with His institutions are not to feel that there is no improvement for them to make because they stand in responsible positions. If they are to be representative men, guardians of the most sacred work ever committed to mortals, they must take the position of learners. They must not feel self-sufficient or self-important. They should ever realize that they are treading on holy ground. Angels of God are ready to minister to them, and they must be continually in reception of light and heavenly influences, or they are no more fitted for the work than unbelievers.—[Testimonies for the Church 5:556-558](#).

World Watching Adventist Institutions—Let those connected with the Lord's special instrumentalities remember that He will call for fruit from His vineyard. Proportionate to the blessings bestowed will be the returns required. Heavenly angels have visited and ministered in every place where God's institutions are established. Unfaithfulness in these institutions is a greater sin than it would be elsewhere, for it has a greater influence than it would elsewhere have. Unfaithfulness, injustice, dishonesty, conniving at wrong, obstruct the light which God designs shall shine forth from His instrumentalities.

The world is watching, ready to criticize with keenness and severity your words, your deportment, and your business transactions. Everyone who acts a part in connection with the work of God is watched, and is weighed by the scales of human discernment. Impressions, favorable or unfavorable to Bible religion, are constantly made on the minds of all with whom you have to do.

The world watches to see what fruit is borne by professed Christians. It has a right to look for self-denial and self-sacrifice from those who claim to believe advanced truth.—[Testimonies for the Church 7:200, 201](#).

Worldliness Disqualifies for Position of Trust—Brother P has been blessed with abilities which, if consecrated to God, would enable him to do great good. He has a quick mind. He understands the theory of truth and the claims of God's law; but he has not learned in the school of Christ the meekness and lowliness that would make him a safe man to stand in a position of trust. He has been weighed in the balances of the sanctuary and found wanting. He has had great light in warnings and reproofs; but he has not given heed to them; he has not even seen the necessity of changing his course of action....

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The cross of Christ has been presented to Brother P; but he has turned away from it, for it involves shame and reproach rather than the honor and praise of the world. Again and again Jesus has called: Take up the cross and follow Me, so shall ye be My disciple. But other voices have been calling in the direction of worldly pride and ambition; and he has listened to these voices because their spirit is more pleasing to the natural heart. He has turned from Jesus, divorced himself from God, and embraced the world....

Brother P's union with the world has proved a snare to himself and to others. Oh, how many stumble over such lives as his. They get the impression that when they take the first steps in conversion—repentance, faith, and baptism—this is all that is required of them. But this is a fatal error. The arduous struggle for conquest over self, for holiness and heaven, is a lifelong struggle. There is no release in this war; the effort must be continuous and persevering. Christian integrity must be sought with resistless energy and maintained with a resolute fixedness of purpose.

A genuine religious experience unfolds and intensifies. Continual advancement, increasing knowledge and power in the word of

God, is the natural result of a vital connection with God. The light of holy love will grow brighter and brighter unto the perfect day. It was Brother P's privilege to have such an experience as this; but he has not had the oil of grace in his vessel with his lamp, and his light has been growing dim. If he does not make a decided change soon, he will be where no warnings or entreaties will ever reach him. His light will go out in darkness, and he will be left in despair.—[Testimonies for the Church 5:411-413](#).

[77] **Unconsecrated Should Be Separated From the Work**—No one should be retained in any one of the Lord's institutions who in a crisis fails of realizing that His instrumentalities are sacred. If workers have no relish for the truth; if their connection with the institution makes them no better, brings to them no love for the truth, then, after sufficient trial, separate them from the work; for their irreligion and unbelief influence others. Through them evil angels work to mislead those who are brought in as apprentices. You should obtain for apprentices those who are promising youth, those who love God. But if you place them in connection with others who have no love for God, they are in constant danger from the irreligious influence. The halfhearted and worldly, those who are given to gossip, who dwell on the faults of others, while neglecting their own, should be separated from the work.—[Testimonies for the Church 7:202](#).

Should Unbelievers Be Permanently Employed?—All who connect with the institutions established by the Lord should be consecrated to God, soul, body, and spirit. No one who is an unbeliever should be permanently employed. All must have their trial and test. No one whose mind is not under the control of the Holy Spirit should be allowed to handle the sacred work of God; for the enemy lays plans to lead such men to do things which will hurt the work, and which may result in great loss and hindrance. If such, because of necessity, are brought into connection with the work for a time, and, after having had opportunity to know the truth, are no nearer conversion than before, quietly dismiss them....

But when such are dismissed, be very careful that they do not go with a spirit of irritation, for you may hurt them, and it is possible for them to hurt you and do you much harm. If they leave in a revengeful spirit, they can communicate falsehoods, and misrepresent the work.

You will feel that something is hurting the work, you know not what. It is the secret, underhand work that is being done. Hence the peril of connecting with one of this class, who feels under no obligation to surrender himself to God. All these things are to be considered.—[Letter 27, 1896](#).

Chapter 7—Work Qualifications and Efficiency

Workers to Be Fully Qualified—My brethren, not one half the care has been taken that there should have been to impress upon those who could labor in the cause the importance of qualifying themselves for the work. With their powers all undisciplined, they can do but imperfect work; but if they shall be trained by wise and consecrated teachers, and are led by the Spirit of God, they will not only be able to do good work themselves, but will give the right mold to others who may work with them. It should, then, be their constant study to learn how they can become more intelligent in the work in which they are engaged. None should rest in ease and inaction; but all should seek to elevate and ennoble themselves, lest by their deficient understanding they fail to realize the exalted character of the work and lower it to meet their own finite standard.—[Testimonies for the Church 5:552](#).

[79] God would have all who are connected with His institutions show aptness, discrimination, and forethought. He would have them become men and women of cultivated intellect, coming behind in no qualification; and as they shall individually feel the necessity of this and shall work to the point, Jesus will aid them in their endeavors. As they work upon the plan of addition in securing the graces of the Spirit, God will work in their behalf upon the plan of multiplication. Connection with God will give the soul expansion, will exalt it, transform it, and make it sensible of its own powers, and will give a clearer sense of the responsibility resting upon each individual to make a wise use of the faculties which God has bestowed.—[Testimonies for the Church 4:449](#).

Experienced Men for Positions of Trust—It is wisdom to place in positions of responsibility and usefulness only those who give full proof of their ability, who show that they are able to fulfill in a proper way their weighty trusts. Positions have been given to young, inexperienced men, which ought to have been given to men who had an experience gained in the early history of the work. Let

positions of trust be given to experienced, God-fearing, proven men, men who will bear the message of reproof sent by God.—[Letter 35, 1900](#).

Respect for Older Workers—In the office of publications at Battle Creek, a spirit is cherished that is an offense to God; there is selfishness that God cannot tolerate; there is hardness of heart; a lack of love and meekness, and it is manifested in words and deportment that are entirely unchristian. The Lord has reproved the sins; He has set them before the erring, and they still are cherished.

There are those connected with the office who did not share in the sacrifices required to establish it and have not carried the burdens of its upbuilding, and they show little interest or respect to those who did share in these early labors and sacrifices and who have grown old and gray in the work.—[Manuscript 16, 1890](#).

To Each a Work Appointed by God—Years ago I saw that our people were far behind in obtaining that knowledge which would qualify them for positions of trust in the cause. Every member of the church should put forth efforts to qualify himself to do work for the master. To each has been appointed a work, according to his ability. Even now, at the eleventh hour, we should arouse to educate men of ability for the work, that they may, while occupying positions of trust themselves, be educating by precept and example all who are associated with them.

Through a selfish ambition some have kept from others the knowledge they could have imparted. Others have not cared to tax themselves by educating anyone else. Yet this would have been the very best kind of work they could have done for Jesus. Says Christ: “Ye are the light of the world,” and for this reason we are to let our light shine before men.

If all that the Lord has spoken in reference to these things had been heeded, our institutions would today occupy a higher and holier position than they do. But men have been satisfied with small attainments. They have not sought with all their might to rise in mental, moral, and physical capabilities. They have not felt that God required this of them, they have not realized that Christ died that they might do this very work. As the result they are far behind what they might be in intelligence and in the ability to think and plan. They could have added virtue to virtue, and knowledge to knowledge, and

thus have become strong in the Lord. But this they have failed to do. Let each go to work now with a firm determination to rise. The present need of the cause is not so much for more men as for greater skill and consecration in the laborers.—[Testimonies for the Church 5:554](#).

Men With Self-respect, Humility, and Efficiency—My brother, in doing the work of God you will be placed in a variety of circumstances which will require self-possession and self-control, but which will qualify you to adapt yourself to circumstances and the peculiarities of the situation. Then you can act yourself unembarrassed. You should not place too low an estimate upon your ability to act your part in the various callings of practical life. Where you are aware of deficiencies, go to work at once to remedy those defects. Do not trust to others to supply your deficiencies, while you go on indifferently, as though it were a matter of course that your peculiar organization must ever remain so. Apply yourself earnestly to cure these defects, that you may be perfect in Christ Jesus, wanting in nothing.

[81] If you form too high an opinion of yourself you will think that your labors are of more real consequence than they are and you will plead individual independence which borders on arrogance. If you go to the other extreme and form too low an opinion of yourself you will feel inferior and will leave an impression of inferiority which will greatly limit the influence that you might have for good. You should avoid either extreme. Feeling should not control you; circumstances should not affect you. You may form a correct estimate of yourself, one which will prove a safeguard from both extremes.—[Testimonies for the Church 3:505, 506](#).

Power to Master Circumstances—It is obstacles that make men strong. It is not helps, but difficulties, conflicts, rebuffs, that make men of moral sinew. Too much ease and avoiding responsibility have made weaklings and dwarfs of those who ought to be responsible men of moral power and strong spiritual muscle.... Some men appear to be utterly unable to hew out a path for themselves. Must they ever rely upon others to do their planning and their studying, and to be mind and judgment for them? God is ashamed of such soldiers. He is not honored by their having any part to act in His work while they are mere machines.

Independent men of earnest endeavor are needed, not men as impressible as putty. Those who want their work made ready to their hand, who desire a fixed amount to do and a fixed salary, and who wish to prove an exact fit without the trouble of adaptation or training, are not the men whom God calls to work in His cause. A man who cannot adapt his abilities to almost any place if necessity requires is not the man for this time. Men whom God will connect with His work are not limp and fiberless, without muscle or moral force of character. It is only by continued and persevering labor that men can be disciplined to bear a part in the work of God. These men should not become discouraged if circumstances and surroundings are the most unfavorable. They should not give up their purpose as a complete failure until they are convinced beyond a doubt that they cannot do much for the honor of God and the good of souls.

There are men who flatter themselves that they might do something great and good if they were only circumstanced differently, while they make no use of the faculties they already have by working in the positions where Providence has placed them. Man can make his circumstances, but circumstances should never make the man. Man should seize circumstances as his instruments with which to work. He should master circumstances, but should never allow circumstances to master him. Individual independence and individual power are the qualities now needed. Individual character need not be sacrificed, but it should be modulated, refined, elevated.—[Testimonies for the Church 3:495-497](#).

[82]

Efficient, Apt, and Practical—Very much is lost for want of a competent person, one who is efficient, apt, and practical, to oversee the different departments of the work. One is needed who is a practical printer and is acquainted with every part of the work. There are some who understand printing, but utterly fail in generalship. Others do the best they can, but they are yet inexperienced and do not understand the publishing work. Their ideas are often narrow. They do not know how to meet the demands of the cause; and, as a consequence, they are unable to estimate the advantages and disadvantages of enlarging their work. They are also liable to misjudge, to make wrong calculations, and to estimate incorrectly. There have been losses in consequence of a failure to make proper estimates and to improve opportunities of pushing the publishing

work. In such an institution as this, thousands of dollars may be lost through the calculations of incompetent persons. Brother P had ability in some respects to understand and properly estimate the interests of the publishing work, but his influence was an injury to the office.—[Testimonies for the Church 5:414, 415.](#)

[83] **Exalt Principle, Not Selfish Policy**—The policy which worldly businessmen adopt is not the policy to be chosen and carried out by the men who are connected with our institutions. Selfish policy is not heaven-born, it is earthly. In this world the leading maxim is, “The end justifies the means;” and this may be traced in every department of business. It has a controlling influence in every class of society, in the grand councils of nations, and wherever the Spirit of Christ is not the ruling principle. Prudence and caution, tact and skill, should be cultivated by everyone who is connected with the office of publication and by those who serve in our college and sanitarium. But the laws of justice and righteousness must not be set aside, and the principle must not prevail that each one is to make his particular branch of the work a success, regardless of other branches. The interests of all should be closely guarded to see that no one’s rights are invaded. In the world the god of traffic is too often the god of fraud, but it must not be thus with those who are dealing with the Lord’s work. The worldly standard is not to be the standard of those who are connected with sacred things....

Worldly policy is not to be classed with sound discretion, although it is too often mistaken for it. It is a species of selfishness, in whatever cause it is exercised. Discretion and sound judgment are never narrow in their workings. The mind that is guided by them has comprehensive ideas and does not become narrowed down to one object. It looks at things from every point of view. But worldly policy has a short range of vision. It can see the object nearest at hand, but fails to discover those at a distance. It is ever watching for opportunities to gain advantage. Those who follow a course of worldly policy are building themselves up by pulling out the foundation from another man’s building. Every structure must be built upon a right foundation, in order to stand.—[Testimonies for the Church 5:561-563.](#)

The Lord’s Judgment the Basis of Efficiency—The Lord wants the workers in the Review and Herald office to learn to submit

their judgment to His judgment and then to use all their abilities for Him, giving Him their best thoughts and their best efforts. The Lord has a vineyard to be cultivated. The cultivation of this vineyard makes it necessary for every believer to be a producer of good works as well as a consumer....

I send this message to the workers in the publishing house... I am intensely desirous that they shall draw near to God, that He may draw near to them. His light and presence will be recognized and appreciated by all who seek Him with the whole heart. Please read these words to the workers. Tell them that as they become one with Christ, they possess the riches of His grace. They walk in His footsteps. They follow His example of love and sympathy, helping those who needed help, lifting up the hands that hang down, and strengthening the feeble knees, directing the gaze to Him who gave His life for the life of the world.—[Letter 54, 1902](#).

[84]

As Perfect Work as Humans Can Do—I saw that there was great inefficiency in the bookkeeping in many departments of the cause. Bookkeeping is, and ever will be, an important part of the work; and those who have become expert in it are greatly needed in our institutions and in all branches of the missionary work. It is a work that requires study that it may be done with correctness and dispatch, and without worry or overtaxation; but the training of competent persons for this work has been shamefully neglected. It is a disgrace to allow a work of such magnitude as ours to be done in a defective, inaccurate way. God wants as perfect work as it is possible for human beings to do. It is a dishonor to sacred truth and its Author to do His work in any other way. I saw that unless the workers in our institutions were subject to the authority of God, there would be a lack of harmony and unity of action among them. If all will obey His directions, the Lord will stand as the invisible commander; but there must also be a visible head who fears God. The Lord will never accept a careless, disorderly company of workers; neither will He undertake to lead forward and upward to noble heights and certain victory those who are self-willed and disobedient. The upward progress of the soul indicates that Jesus bears rule in the heart. The heart through which He diffuses His peace and joy, and the blessed fruits of His love, becomes His temple and His throne.

“Ye are My friends,” says Christ, “if ye do whatsoever I command you.”—[Testimonies for the Church 5:553](#).

Helping One Another—A deep and wide interest should be manifested in helping one another. The Lord is not pleased when His people draw apart. This is one defect in the office....

[85] If men and women could see what trouble they make themselves by this independence, by trying to do what they do not know how to do without asking, they would alter their course. If Christ were abiding in the hearts of the workers, they would try to bring high Christian consecration into all their duties, whether great or small. And in the act of working heartily as unto the Lord, raising their thoughts above the ordinary level of business life, they would be blessed. It is the Christian’s duty to think of holy things.

The workers in the Echo [The Echo publishing house in Melbourne, Australia.] office have very little insight into the right methods of obtaining success. They are working at cross purposes with each other. The Echo office is sick, from the crown to the foundation. There will be no vitality, no decided progress, until the workers follow Christian principle. These workers need to be soundly converted to the truth. Devotion to God, conscientious, prayerful work for the Master, will bring unity. Each worker must be on his guard, firmly determined to bind about the edges of every department in the office. He must realize that it is his duty to give brain, bone, and muscle to the work, that it may be made a success.—[Manuscript 54, 1899](#).

Bearing and Sharing Responsibility—You, Brother A, have had strength to bear some responsibilities. God has accepted your energetic labors and blessed your efforts. You have made some mistakes, but because of some failures you should in nowise misjudge your capabilities nor distrust the strength that you may find in God. You have not been willing and ready to assume responsibilities. You are naturally inclined to shun them and to choose an easier position, to write and exercise the mind where no special, vital interests are involved. You make a mistake in relying upon ----- to tell you what to do....

You should search out what is to be done and lift the disagreeable burdens yourself. God will bless you in so doing. You must bear burdens in connection with the work of God according to your best judgment. But you must be guarded, lest your judgment shall

be influenced by the opinions of others. If it is apparent that you have made mistakes, it is your privilege to turn these failures into victories by avoiding the same in the future. By being told what to do you will never gain the experience necessary for any important position.—[Testimonies for the Church 3:495](#).

[86]

Decisive Action, not Hesitation—Brother A, you are too slow. You should cultivate opposite qualities. The cause of God demands men who can see quickly and act instantaneously at the right time and with power. If you wait to measure every difficulty and balance every perplexity you meet you will do but little. You will have obstacles and difficulties to encounter at every turn, and you must with firm purpose decide to conquer them, or they will conquer you.

Sometimes various ways and purposes, different modes of operation in connection with the work of God, are about evenly balanced in the mind; but it is at this very point that the nicest discrimination is necessary. And if anything is accomplished to the purpose it must be done at the golden moment. The slightest inclination of the weight in the balance should be seen and should determine the matter at once. Long delays tire the angels. It is even more excusable to make a wrong decision sometimes than to be continually in a wavering position, to be hesitating, sometimes inclined in one direction, then in another. More perplexity and wretchedness result from thus hesitating and doubting than from sometimes moving too hastily.

I have been shown that the most signal victories and the most fearful defeats have been on the turn of minutes. God requires promptness of action. Delays, doubtings, hesitation, and indecision frequently give the enemy every advantage. My brother, you need to reform. The timing of things may tell much in favor of truth. Victories are frequently lost through delays. There will be crises in this cause. Prompt and decisive action at the right time will gain glorious triumphs, while delay and neglect will result in great failures and positive dishonor to God. Rapid movements at the critical moment often disarm the enemy, and he is disappointed and vanquished, for he had expected time to lay plans and work by artifice.

God wants men connected with His work in Battle Creek whose judgment is at hand, whose minds, when it is necessary, will act like the lightnings. The greatest promptness is positively necessary

[87]

in the hour of peril and danger. Every plan may be well laid to accomplish certain results, and yet a delay of a very short time may leave things to assume an entirely different shape, and the great objects which might have been gained are lost through lack of quick foresight and prompt dispatch. Much may be done in training the mind to overcome indolence. There are times when caution and great deliberation are necessary; rashness would be folly. But even here, much has been lost by too great hesitancy. Caution, up to a certain point is required; but hesitancy and policy on particular occasions have been more disastrous than would have been a failure through rashness.

My brother, you need to cultivate promptness. Away with your hesitating manner. You are slow and neglect to seize the work and accomplish it. You must get out of this narrow manner of labor, for it is of the wrong order.—[Testimonies for the Church 3:497, 498](#).

How to Make the Workroom a Bethel—Ever keep a winning, courteous, kind spirit, and every room may be transformed into a Bethel. Angels of God will work with your efforts. If our publishing houses, our health institutions, our colleges and missions, are conducted on right principles, the unbelievers who visit them will be favorably impressed, and will be more inclined to accept the truth.... If the heart is purified through obedience to the truth, there will be no selfish preferences, no corrupt motives. There will be no partiality, no hypocrisy; love-sick sentimentalism will not be developed. Strict guard must be kept, that this curse shall not poison or corrupt our institutions.—[Letter 74, 1896](#). ([Special Testimony to the Managers and Workers in our Institutions, 8, 9](#).)

[88] **Necessity of Rules and Discipline**—Our youth must take a more elevated standard in the office if they would perfect Christian character. They should be present at the hour of prayer, at the prayer meeting, ready and zealous to do service for God. They want to understand the high claims of God upon them. Great learning is not required, genius or eloquence, but a pure, humble heart, longing for righteousness. If these young men and young women were one tenth as interested in refining the life and in elevating and ennobling the character, that they may do better and holier service for God, as in pleasing and gratifying self, a great and good work would be done by their noble efforts. These youth must habituate themselves to

think of something more noble and elevating than themselves. They do not pray, do not watch unto prayer; they are unacquainted with Jesus. They have much to learn and but little time to learn it in; no time to spend in frivolity and gratification of self. If they will see the need of thorough conversion, if they will pray, and watch unto prayer, God will make them wholly His, and they may do much for His cause. But God is dishonored by the thoughts and behavior of many of the young in the office. Those who come to the office with good purposes are spoiled by the unconsecrated influence of some employed there. This must not longer exist. Plain talk and plain action must be taken in these cases.—SpTWWPP 16, 17.

Home Influences Affect Institutions—Every Christian home should have rules; and parents should, in their words and in their deportment toward each other, give to the children a precious, living example of what they desire them to be. Purity in speech, and true Christian courtesy, should be constantly practiced. Let there be no encouragement of sin; no evil surmising or evil speaking. Teach the children and youth to respect themselves, to be true to God, true to principle; teach them to respect and to obey the law of God. Then these principles will control their lives, and will be carried out in their association with others. They will love their neighbors as themselves. They will create a pure atmosphere, one that will have an influence to encourage weak souls in the path that leads to holiness and heaven. Let every lesson be of an elevating, ennobling character, and the record made in the books of heaven will be such as you will not be ashamed to meet in the judgment.

Children who receive this kind of instruction will not be a burden, a cause of anxiety, in our institutions; but they will be a strength, a support to those who bear responsibility. They will be prepared to fill places of trust, and by precept and example, will be constantly aiding others to do right.—[Letter 74, 1896](#). ([Special Testimony to the Managers and Workers in our Institutions, 12, 13.](#))

[89]

Promise to Those Who Do Their Best—Christ is reviewing your work in every line. He desires you to stand free from the power of Satan, that everyone may recognize the purity of your work. The Lord can commend only that which is worthy of commendation. To those who are striving to do His will, He says with a voice of heavenly sweetness, “Grace be to you, and peace, from God our

Father, and from the Lord Jesus Christ. Blessed be the God and Father of our Lord Jesus Christ, who hath blessed us with all spiritual blessings in heavenly places in Christ.”

The work that is done to the honor and glory of God will bear the seal of God. Christ will endorse the work of those who will do their best. And as they continue to do their best, they will increase in knowledge, and the character of their work will be improved....

How glorious the prospect before those who will be learners of Christ, meek and lowly in heart, after the divine Pattern! The Lord Jesus will be your Helper, your Strength, your Deliverance, if you will only believe, and walk humbly before Him.—[Letter 153, 1903](#).

Put God’s Cause Above All Interests [A study of the life and work of James and Ellen White in the pioneer days of the church provides a convincing example of unreserved devotion to God’s service. Their two surviving sons, Edson and William, were also the objects of their attention and care, though the Whites were required to leave them at times in the care of others. Both boys became ministers of the gospel. When James and Ellen were separated because of the demands of the cause, they comforted themselves with thoughts of fellowship together again at the journey’s end.]—No earthly ties, no earthly considerations, should weigh one moment in the scale against duty to the cause and work of God. Jesus severed His connection from everything to save a lost world, and He requires of us a full and entire consecration. There are sacrifices to be made for the interests of God’s cause. The sacrifice of feeling is the most keen that is required of us; yet after all it is a small sacrifice. You have plenty of friends, and if the feelings are only sanctified, you need not feel that you are making a very great sacrifice. You do not leave your wife among heathen. You are not called to tread the burning African desert or to face prisons and encounter trial at every step. Be careful how you appeal to your sympathies and let human feelings and personal considerations mingle with your efforts and labors for the cause of God. He demands unselfish and willing service. You can render this and yet do all your duties to your family; but hold this as a secondary matter.—[Testimonies for the Church 3:500](#).

[90]

Chapter 8—Training of Workers

[91]

Publishing House a Training School—The office was to be an educating, training school for the youth. Those connected with the office should have a deep, abiding love for Jesus Christ, and they will have a care for all the souls for whom He has given His precious life. There will be the tenderest sympathy exercised toward the motherless and the fatherless, and these are to be especially the subjects for determined effort, the subject of wise, well-directed labor, approaching them with the tenderness of Christ Jesus.

Personal religion will reveal itself in bearing good fruit, sanctification is not the work of a day, but a lifetime. The human heart becomes a medley of passions, vanities, love of self, love of money, and love of the world. There should be in the heart of everyone grace which can bloom in the garden of God. Selfishness will cut out every precious likeness of Christ, will expel humility and self-denial and devotion.—[Manuscript 32, 1893](#).

Education of Apprentices—Much has been presented to me regarding the special work which should be done for apprentices by those who occupy positions of responsibility in our publishing houses. The Lord will lead us onward and upward if we are willing to be led. He wants us to reach a higher standard of spirituality than we have reached in the past. Those carrying responsibilities in our publishing houses have under their charge apprentices who will be influenced by their words and actions. Those who have any part to act in the education of these apprentices should reveal Christ in their lives.

[92]

I have seen for a long time that the apprentices in our publishing houses have not received sufficient attention. [In order to provide a practical training in the areas of writing, editorial work, and public relations, a program of on-the-job training has been cooperatively established by the General Conference.—*General Conference Publishing Department Policies*, 43.] It is not enough to see that they work the stated number of hours in the office. Connected with their

work there should be hours for education. Studies should be taken up and lessons given at appointed times....

The suggestion which has been made regarding the forming of classes for the education of the youth in the office is an excellent one. Bring pleasantness, encouragement, and hopefulness into this work....

The apprentices should be given instruction in bookkeeping. A knowledge of how to keep accounts will be a great help to them personally and a great advantage in their work.—[Manuscript 81, 1901](#). (See also [Testimonies for the Church 7:146-148](#).)

A “Great Scattering” Foreseen—We must do a thorough work in education. The youth in our offices of publication should receive practical instruction in every line of work connected with the printing of books. Then, if the providence of God shall lead them to other countries, they can learn the language and be able to print for the people in that country the truth that God has committed to us, which must go to every nation, kindred, tongue, and people. The Lord is sending His angels, preparing the hearts of the people to receive the truth. And if we are only consecrated to His service, we shall be sent forth in the spirit and power of Elijah.

[93] From the light given me of God, I know that some should acquire a perfect understanding of every line of work connected with the printing and binding of books, for God will place them in positions where such work will be required of them. Because we are now settled here, we seem to think that we shall never be moved. But there will come a time when there will be a great scattering, a scattering that we do not now dream of; and it will be brought about in unexpected ways. Some of you will be taken away to remote regions, but God will have a work for you there. While you are here, let everyone be teachable. Educate and train every power of the mind that you may obtain an understanding in every part of the work. Cultivate the voice. Learn to speak so as to make the most favorable impression upon other minds.—[Manuscript 73, 1906](#).

Office Workers Should Be Literature Evangelists—The Lord’s work has many branches. The ways in which the Lord condescends to employ human agents are numerous. As God’s stewards each man and woman has a work to perform. Each one is given capabilities which qualify him for this work. If those in responsible

positions in the office put aside all selfishness, if they faithfully weigh the probabilities and possibilities, they will see that if there are any employed in the office to do a work that might better be done outside the office, these should be placed where they can use their ability in other lines of the Lord's work. There is great need of canvassers, and none of us are in this world to please and glorify self.—[Manuscript 54, 1899](#).

Cheerful Interviews and Examinations—Before a worker is admitted to the office, he should be examined in regard to his capabilities and his spiritual condition. This examination should not be conducted in an arbitrary manner, but in the love of Christ, not after the regular order, but after Christ's order....

The work done for the spiritual interest of the workers in the office should be done with cheerfulness. It is not to be looked upon as a burden, but as a privilege. Those who do this work are not to wear long faces, as though they were going to a funeral. Their countenances should be lighted up with the joy of serving Christ.—[Manuscript 81, 1901](#).

Help One Who Has Weak Points in Character—Instruction was given me that Brother P should be separated from his worldly associates; that unless he was placed under altogether different influences, he would be ruined; and that as he was called away from his work in the Southern field, without a proper motive, to take up work in the Review office, he should return to the work from which he was called. [94]

The word given me was, "Take this young man as your son. Your mother's heart must adopt him as one who will need your sympathy and watchcare. His soul is precious. He may be imbued with My Spirit and enabled to accomplish a work of soul saving. You can be instrumental in helping him. Do not turn from him because he has weak points in his character."—[Letter 115, 1902](#).

Deal Liberally With Workers—God is rich. He can afford to be liberal. He desires His servants to work in lines that will inspire confidence. Everyone is to be liberally dealt with. Yet the fragments are to be gathered up, that nothing be lost.

In dealing with minds, be very careful to reveal Christ. Make your apprentices understand that they are a part of the firm. Say to them, "We want you to cooperate with Christ. As you do this, you

will work out your own salvation with fear and trembling, for God will work in you, to will and to do of His good pleasure.” Do nothing that will lead the apprentices to feel that they have not been treated right. This feeling corrodes in the mind, and the impression is never lost.

May the Lord give us tender hearts, hearts of flesh, not hearts of steel. Remember that as you judge, so you will be judged. To those who show mercy, God will show mercy. Remember that to you has been given the privilege of helping Christ in the person of His saints. When you use this privilege aright, you are giving glory to the Saviour. Your work will bring you rich returns.—[Manuscript 81, 1901](#).

Chapter 9—Quality Message Literature Needed

[95]

Circulate Books Containing Present Truth—Let more time be given to the publication and circulation of books containing present truth. Call attention to books dwelling on practical faith and godliness and to those that treat on the prophetic word. The people are to be educated to read the sure word of prophecy in the light of the living oracles. They need to know that the signs of the times are fulfilling.

It is God alone who can give success either in preparing or in circulating our publications. If in faith we maintain His principles, He will co-operate with us in placing the books in the hands of those whom they will benefit. The Holy Spirit is to be prayed for, trusted in, believed in. Humble, fervent prayer will do more to promote the circulation of our books than will all the expensive ornamentation in the world.—[Testimonies for the Church 7:158, 159](#).

Articles to Honor Family Religion—Let our periodicals be devoted to the publication of living, earnest matter. Let every article be full of practical, elevating, ennobling thoughts, thoughts that will give to the reader help and light and strength. Family religion, family holiness, is now to be honored as never before. If ever a people needed to walk before God as did Enoch, Seventh-day Adventists need to do so now, showing their sincerity by pure words, clean words, words full of sympathy, tenderness, and love.

There are times when words of reproof and rebuke are called for. Those who are out of the right way must be aroused to see their peril. A message must be given that shall startle them from the lethargy which enchains their senses. Moral renovation must take place, else souls will perish in their sins. Let the message of truth, like a sharp, two-edged sword, cut its way to the heart. Make appeals that will arouse the careless and bring foolish, wandering minds back to God.

[96]

The attention of the people must be arrested. Our message is a savor of life unto life or of death unto death. The destinies of souls are balancing. Multitudes are in the valley of decision. A voice

should be heard crying: "If the Lord be God, follow Him: but if Baal, then follow him." [1 Kings 18:21](#).

At the same time nothing savoring of a harsh, denunciatory spirit is, under any circumstances, to be indulged. Let our periodicals contain no sharp thrusts, no bitter criticisms or cutting sarcasm. Satan has almost succeeded in expelling from the world the truth of God, and he is delighted when its professed advocates show that they are not under the influence of truth which subdues and sanctifies the soul.

Let the writers for our periodicals dwell as little as possible upon the objections or arguments of opponents. In all our work we are to meet falsehood with truth. Put truth against all personal hints, references, or insults. Deal only in the currency of heaven. Make use only of that which bears God's image and superscription. Press in truth, new and convincing, to undermine and cut away error.

God wants us to be always calm and forbearing. Whatever course others may pursue, we are to represent Christ, doing as He would do under similar circumstances. Our Saviour's power lay not in a strong array of sharp words. It was His gentleness, His unselfish, unassuming spirit, that made Him a conqueror of hearts. The secret of our success lies in revealing the same spirit.

[97] Those who speak to the people through our periodicals should preserve unity among themselves. Nothing that savors of dissension should be found in our publications. Satan is always seeking to cause dissension, for well he knows that by this means he can most effectually counteract the work of God. We should not give place to his devices. Christ's prayer for His disciples was: "That they all may be one; as Thou, Father, art in Me, and I in Thee, that they also may be one in Us: that the world may believe that Thou hast sent Me." [John 17:21](#). All true laborers for God will work in harmony with this prayer....

The editors of our papers need the co-operation of our laborers in the field and of our people far and near. In our papers should be found communications from the workers in all parts of the world—articles giving living experiences. We do not need romance; but in the daily life there are real experiences that, if told in short articles and in simple words, would be more fascinating than romance, while at the same time they would be an invaluable aid to Christian experience

and to practical missionary work. We want truth, solid truth, from consecrated men, women, and youth.

You who love God, whose minds are stored with precious items of experience, and with the living realities of eternal life, kindle the flame of love and light in the hearts of God's people. Help them to deal with the problems of life.

The articles that go to thousands of readers should show purity, elevation, and sanctification of body, soul, and spirit on the part of the writers. The pen should be used, under the control of the Holy Spirit, as a means of sowing seed unto eternal life. Let the space in our papers be occupied with matter of real worth. Crowd in subjects weighty with eternal interests. God calls us into the mount to talk with Him, and when by faith we behold Him who is invisible, our words will be indeed a savor of life unto life.

Literature Dealing With Daniel and Revelation—Let all have more to teach, to write, and to publish in regard to those things that are now to be fulfilled and that concern the eternal welfare of souls. Give meat in due season to the old and the young, to saints and to sinners. Let everything that can be said to awaken the church from its slumbers be brought forward without delay. Let no time be lost in dwelling on those things that are not essential, and that have no bearing upon the present necessities of the people. Read the first three verses of the Revelation, and see what work is enjoined upon those who claim to believe the word of God: [[Revelation 1:1-3](#) quoted].—[Testimonies for the Church 7:155-158](#).

[98]

The books of Daniel and the Revelation should be bound together and published. A few explanations of certain portions might be added, but I am not sure that these would be needed.

This is the suggestion that I made to Elder Haskell which resulted in the book he published. [The reference here is to a book entitled *The Story of Daniel the Prophet*, Published in 1901 by Elder S. N. Haskell. It is a volume presenting a brief comment on the prophecies of Daniel. This statement by Mrs. White was penned in the year 1902. A few years later Elder Haskell published a companion volume entitled *The Story of the Seer of Patmos*, commenting on the book of Revelation.] The need is not filled by this book. It was my idea to have the two books bound together, Revelation following Daniel, as giving fuller light on the subjects dealt with in Daniel. The object is

to bring these books together, showing that they both relate to the same subjects.

A message that will arouse the churches is to be proclaimed. Every effort is to be made to give the light, not only to our people, but to the world. I have been instructed that the prophecies of Daniel and the Revelation should be printed in small books, with the necessary explanations, and should be sent all over the world. Our own people need to have the light placed before them in clearer lines.—[Testimonies to Ministers and Gospel Workers, 117.](#)

Textbooks for Children and Youth—Why should not the lessons which children and youth learn be pure, elevating, and ennobling? Cannot books be written that are free from every species of error? Is there not talent enough among Seventh-day Adventists to write books containing the simple lessons of the Old and New Testaments? [SDA literature evangelists now have an abundance of quality children's books to sell to their customers, and denominational ABCs offer excellent Bible storybooks for boys and girls.]—[Manuscript 5, 1890.](#)

[99] **No Questionable Books for the Youth**—Why do our people, in the instruction of their children, depend upon books which contain objectionable errors? When the children ask what these stories mean, which are so contrary to all they have been taught, the parents answer that they are not true, and yet they continue to place the books before their children.... No one seems to realize that the ideas presented in these books mislead children, and that the imaginary stories, novels, and fables which are dealt out to feed their minds beget a taste and encourage an appetite for the unreal things of life.

When we have an abundance of that which is real and that which is divine, why do we not feed the minds of children with this kind of food? Books which contain a perversion of truth and which will mislead growing minds should never be placed before children or youth, and those with mature minds would be far better, far purer, stronger, and more noble if they had nothing to do with them.—[Manuscript 5, 1890.](#)

Guarding Against Publishing False Theories—I can see plainly that should everyone who thinks he is qualified to write books follow his imagination and have his productions published,

insisting that they be recommended by our publishing houses, there would be plenty of tares sown broadcast in our world....

As long as there are printing presses and publishing houses, erroneous matter will be presented for publication, and books will be prepared for public circulation.

Should there be no guard against the publication of erroneous theories, our own publishing houses would become the agents for disseminating false theories. Writers make a world of one or two items of theory, which others cannot regard as important, and then the writer thinks his ideas are greatly belittled.

Two or three days ago I received a chart from one who professes to be a Sabbathkeeper in California, and he feels very sore over the fact that the Pacific Press does not pay respect to his productions, and accept the light he would present to the world.

[100]

There will be gods many, and lords many that will be struggling for recognition; but should the persons that feel such a burden to pour out something original upon the world walk humbly with God, in meekness and contrition of spirit, the Lord would recognize them and give them the grace of His Holy Spirit in order that they might do the very work, according to their ability, which God would have them do.—[Letter 49, 1894](#).

Necessity of Diversity in Writing—The Lord gave His Word in just the way He wanted it to come. He gave it through different writers, each having his own individuality, though going over the same history. Their testimonies are brought together in one Book, and are like the testimonies in a social meeting. They do not represent things in just the same style. Each has an experience of his own, and this diversity broadens and deepens the knowledge that is brought out to meet the necessities of varied minds. The thoughts expressed have not a set uniformity, as if cast in an iron mold, making the very hearing monotonous. In such uniformity there would be a loss of grace and distinctive beauty.

We are not to feel that we must speak the very same things, giving the same representation in the same words, and yet there is to be unity in the diversity. All the different testimonies unite to form one whole, as the books of the Bible are brought together, and bound under one cover.... One must not labor to have everything that comes from his mind entirely different from that which comes

from another man's mind. But he is to follow in the line where the Spirit of the Lord shall direct; then there will be different figures and different ways of presentation that will interest and educate different minds.—[Letter 53, 1900](#).

[101] **Unity in Spite of Diversity**—The Creator of all ideas may impress different minds with the same thought, but each may express it in a different way, yet without contradiction. The fact that this difference exists should not perplex or confuse us. It is seldom that two persons will view and express truth in the very same way. Each dwells on particular points which his constitution and education have fitted him to appreciate. The sunlight falling upon different objects gives those objects a different hue.—[Letter 53, 1900](#).

Our work is to proclaim the third angel's message. Men are needed who understand the truth to be proclaimed, who realize what class of matter should come from our printing presses. We are to adhere steadfastly to the truth for this time, seeking in every way possible to block the wheels of Satan's car.

Satan and his agents have been and are working diligently. Will God give His blessing to the publishing houses if they accept the deceptions of the enemy? Shall the institutions which have been kept before the people as holy unto the Lord become schools in which the workers eat the fruit of the forbidden tree of knowledge? Shall we encourage Satan in his stealthy entrance into the citadel of truth to deposit his hellish science, as he did in Eden? Are the men at the heart of the work men who cannot distinguish between truth and error? Are they men who cannot see the terrible consequences of giving influence to wrong?

If you should gain millions of dollars by work of this kind, [that is, the printing of questionable literature, dealing with spiritism, Indian wars, et cetera, accepted as commercial jobs by our publishing houses.] of what value is this gain when compared with the terrible loss that is incurred by giving publicity to Satan's lies, by making it possible for the world to say that books containing errors were published at the Seventh-day Adventist publishing house, to be scattered broadcast to the world?

Awake, and realize that your presses have published the devil's lies. Let the men who know the truth act like wise men, placing the

whole weight of their influence on the side of truth and righteousness.—[Letter 140, 1901](#).

Through the inspiration of His Spirit, the Lord gave His apostles truth, to be expressed according to the development of their minds by the Holy Spirit. But the mind is not cramped, as if forced into a certain mold. Men may not have precisely the same way of viewing or expressing truths as we have, yet they may be just as precious in the sight of God as we are. [102]

There is not to be a thread of selfishness or self-exaltation in our work, for we are drawing our spiritual supplies from the same storehouse, and are wholly and entirely dependent upon God for His grace and His Spirit's working.

In strict loyalty, for the glory of God, we are to bring to the people all the light and evidence possible. In order to do this, we must be constant learners in the school of Christ. We are to learn His meekness and lowliness. Only thus can we, by our words and in our character, impart the Holy Spirit's unction.—[Letter 53, 1900](#).

Danger of Straining to be Original—Some are always straining to get something original. This places them in great danger. They produce something new that is not according to the Word of God, and they have not the discernment to see the real harm that results from their ambition to excel some other one in new and strange productions. Thus error comes to appear to them as truth, and they present it as wonderful new light, when it is an innovation that makes of none effect a "Thus saith the Lord."

Let all be under the controlling influence of the Holy Spirit of God. Under the direction of the Holy Spirit, one may use the same expressions used by a fellow worker under the same guidance. He should not make an effort to do this, or not to do it, but leave the mind to be acted upon by the Holy Spirit. There is one thing all should do: Endeavor "to keep the unity of the Spirit in the bond of peace."—[Letter 53, 1900](#).

Work of No Human Author Is Perfect—The work of no human author is perfect. The depth of human intellect may be measured. The richest mines of human production are not inexhaustible. But the highest, deepest, broadest flight of the imagination can not find out God. There is infinity beyond all that we in our own strength can comprehend: the Holy Spirit must reveal Him to us. Many are [103]

too well satisfied with the surface truths of revelation. Precious gems of truth are passed by because their value is not seen.—[The Signs of the Times, December 22, 1898.](#)

Improving Church Papers—Both papers, [*Review and Herald* and the *Signs of the Times*] need more help ..., that the papers shall not bear the stamp of one man's mind and of his peculiar temperament. All have their strong points and their weak points; and all have prejudices and likes and dislikes which will be in danger of cropping out in the paper. There should be several whose judgment should blend together; while one is weak in some points the others will be able to supply the deficiency. This is what God designed should exist in the carrying forward of His work upon the earth. His servants, diverse in temperament, in tastes, in habits, should all blend together and compose a perfect whole.

None should feel that he can accomplish the work of making the paper all it should be, without the help of another. You [Elder James White] cannot do this; Elder Waggoner cannot do it. Elder Smith cannot do it; for these papers must not bear the stamp of any one man's mind. Not one is sufficient of himself. All will not run in the same groove, but all will have the same object in view and all will harmonize in bringing about the best results.

No one man is to pick the work up in his hands and be so tenacious for his own ways of doing the work that no one can work with him, and he can work with no one unless that one follows the same manner of labor he has trained himself to follow. We cannot all labor in the same armor. Elder B is peculiar in this respect. He is shortening his days because he lifts the burdens all himself. He thinks no one can make a success unless his plans and ideas of carrying forward the work are exactly after his own order. He is not well balanced in this respect, and the work that ought to be more widespread and nearly self-sustaining is retarded and circumscribed; but it will be difficult to correct this state of things without having an almost fatal influence on Elder B. He believes his ideas and ways the only right way.

[104] Is it so? No, no.—[Letter 49, 1876.](#)

One Man Supplies Deficiency of Another—Jesus chose men for His disciples who were diverse in character, that the work should be done with perfection. There is a disposition in men to think they

are the only ones who can do the work right and make it a success, when they are most sadly deficient in essential qualities which must be supplied to make the work a success. Thus it is with our beloved Elder C. We must all give room for others to come by our side and work harmoniously with us that one may supply the deficiency of another and all blend together in perfect harmony. The *Review and Herald* can be improved, and it ought to be made a much better paper than it is.

The *Signs of the Times* may be made more perfect; but take away and divert the interest to a new paper [James White was at this time contemplating the printing of a new journal, and in this letter Ellen White discourages the plan for several reasons—one being the lack of talented editors to make the paper a success.] and it will decrease the interest in those already established, and it will be a trial enterprise. It will not be kept alive. It will dwindle out after a time. Let all the talent and all the means be employed in building up our offices now in operation and making the papers now printed a perfect success. Do well what is on hand to do, and God will help if the workers are devoted, God-fearing, self-sacrificing men.—[Letter 49, 1876](#).

Chapter 10—Importance of Economy

Practicing Economy in Institutions—Our institutions were established to serve as an effectual means of advancing the work of soul saving. Those connected with them are to study how they can help the institution, not how they can take the most out of the treasury. If they grasp more than is their due, they hinder the cause of God. Let everyone connected with these institutions say, “I will not set my wages at a high figure, because that would rob the treasury, and the proclamation of the message of mercy will be hindered. I must practice economy. Those who are out in the field are doing a work that is as essential as the work that I am doing. I must do all in my power to help them. It is God’s means that I am handling, and I will do as Christ would do in my place. I will not spend money for luxuries. I will remember the Lord’s workers in mission fields. They have more need of means than I have. In their work they come in contact with much poverty and distress. They must feed the hungry and clothe the naked. I must limit my expenditures, that I may share in their labor of love.”—[Manuscript 19, 1903](#).

Gather Up the Fragments—Let the proper estimate be placed upon the publications, and then let all in our publishing houses study to economize in every possible way even though considerable inconvenience is thus caused. Watch the little outgoes. Stop every leak. It is the little losses that tell heavily in the end. Gather up the fragments; let nothing be lost. Waste not the minutes in talking; wasted minutes mar the hours. Persevering diligence working in faith, will always be crowned with success.

Some think it beneath their dignity to look after small things. They think it the evidence of a narrow mind and a niggardly spirit. But small leaks have sunk many a ship. Nothing that would serve the purpose of any should be allowed to waste. A lack of economy will surely bring debt upon our institutions. Although much money may be received, it will be lost in the little wastes of every branch of the work. Economy is not stinginess.

Every man or woman employed in the publishing house should be a faithful sentinel, watching that nothing be wasted. All should guard against supposed wants that require an expenditure of means. Some men live better on four hundred dollars a year than others do on eight hundred. [In 1902, \$1.00 to \$2.00 a day was the common daily wage.] Just so it is with our institutions; some persons can manage them with far less capital than others can. God desires all the workers to practice economy, and especially to be faithful accountants.—[Testimonies for the Church 7:206, 207](#). (See also [Testimonies for the Church 4:571-574](#).)

Avoid Procrastination in Labor—Important changes should take place in our offices. To defer work which needs immediate attention until a more convenient time is a mistake and results in loss. The work of repairing sometimes amounts to double what it would had it received attention in season. Many fearful losses and fatal accidents have occurred by putting off matters which should have received immediate attention. The season for action is spent in hesitancy, thinking that tomorrow will do; but tomorrow is frequently found to be too late. Our offices suffer financially every day on account of indecision, dallying, recklessness, indolence, and, on the part of some, downright dishonesty. There are some employed in these offices who pass along as indifferently as though God had given them no mental powers to be exercised in care-taking. Such are unfitted for any post of duty; they can never be depended upon. Men and women who shun duties in which difficulties are involved will remain weak and inefficient. [107]

Those who educate themselves to do their work with dispatch, as well as with economy, will drive their business instead of allowing their business to drive them. They will not be constantly hurried and perplexed because their work is in confusion. Diligence and earnest fidelity are indispensable to success. Every hour's work passes in review before God and is registered for faithfulness or unfaithfulness. The record of wasted moments and unimproved opportunities must be met when the judgment shall sit and the books shall be opened and everyone shall be judged according to the things written in the books....

Workers Needed, Not Drones—Our offices are suffering for the want of men of stability and firmness. As I was shown from

room to room I saw that the work was conducted with indifference. Losses are sustained at every position of trust. The lack of thoroughness is apparent. While some have borne the burdens of care and responsibility, others, instead of sharing these burdens, have pursued a course to increase anxiety and care. Those who have not learned the lesson of economy, and acquired the habit of making the most of their time in childhood and youth will not be prudent and economical in any business in which they engage. It is a sin to neglect to so improve our faculties that they may be used to the glory of God. All have responsibilities to bear; not one can be excused.

[108] There is a variety of minds, and all need more or less cultivation and training. Every moment in connection with the cause of God should be characterized by caution and decision. Without decision, an individual is fickle and unstable as water, and can never be truly successful. All who profess Christ should be workers. There are no drones in the household of faith. Every member of the family has some task assigned him, some portion of the vineyard of the Lord in which to work. The only way to meet the demand of God is to be constantly persevering in our endeavors for higher usefulness. It is but little we can accomplish at best, but every day's effort will increase our ability to labor effectually and to bear fruit to the glory of God.—[Testimonies for the Church 4:452-454](#).

Thoughtful Care in Use of Material and Machinery—Again, losses occur from lack of thoughtful care in the use of material and machinery. There is a failure to look after all the larger and smaller matters, that nothing be wasted or damaged through neglect....

By a lack of personal interest many things go to waste which a few moments' thoughtful attention at the right time would save. "I forgot" causes much loss to our offices. And some feel no interest in any work or in anything which does not come under their special branch of the work. This is all wrong. Selfishness would suggest the thought, "It does not belong to me to care for that;" but faithfulness and duty would prompt everyone to care for all that comes under his observation. The example of the head workers in the bindery is followed by the hands employed; all become careless and reckless; and an amount is wasted equal to their wages. A caretaking person at the head of the work would save hundreds of dollars yearly to the office in that one department.

A principle should exist all through the office to economize. In order to save the dollars, dimes and pennies must be carefully treasured. Men who have been successful in business have always been economical, persevering, and energetic. Let all connected with the work of God begin now to educate themselves thoroughly as caretakers. Even though their work may not be appreciated on earth, they should never degrade themselves in their own eyes by unfaithfulness in anything they undertake. It takes time for a person to become so accustomed to a given course of life as to be happy in pursuing it. We shall be individually, for time and eternity, what our habits make us.—[Testimonies for the Church 4:451, 452.](#)

Disposal of Old Stock—Our institutions must be carefully guarded against unnecessary losses, and also against temptation and trial coming to the workers connected with them. Each worker is to help his brethren; each institution to help the other institutions. [109]

The Word of God can always be relied upon. “My covenant will I not break,” He says, “nor alter the thing that is gone out of my lips.” “A soft answer turneth away wrath.”

When several parties have on hand large stock of certain books, nothing should be done in bringing out new editions by one office without consulting with those who already have quantities of the old edition on hand. In every action care must be exercised not to take a course that will bring loss upon our institutions. We must deal in all things with equity and with sanctified judgment.—[Letter 229, 1903.](#)

Faithfulness in Appointed Tasks—The workers should take Jesus with them in every department of their labor. Whatever is done should be done with an exactness and thoroughness that will bear inspection. The heart should be in the work. Faithfulness is as essential in life’s common duties as in those involving greater responsibility. Some may receive the idea that their work is not ennobling; but this is just as they choose to make it. They alone are capable of degrading or elevating their employment. We wish that every drone might be compelled to toil for his daily bread; for work is a blessing, not a curse. Diligent labor will keep us from many of the snares of Satan, who “finds some mischief still for idle hands to do.”

None of us should be ashamed of work, however small and servile it may appear. Labor is ennobling. All who toil with head

or hands are workingmen or workingwomen. And all are doing their duty and honoring their religion as much while working at the washtub or washing the dishes as they are in going to meeting. While the hands are engaged in the most common labor, the mind may be elevated and ennobled by pure and holy thoughts. When any of the workers manifest a lack of respect for religious things, they should be separated from the work. Let none feel that the institution is dependent upon them.

[110] Those who have long been employed in our institutions should now be responsible workers, reliable in every place, as faithful to duty as the compass to the pole. Had they rightly improved their opportunities, they might now have symmetrical characters and a deep, living experience in religious things. But some of these workers have separated from God. Religion is laid aside. It is not an inwrought principle, carefully cherished wherever they go, into whatever society they are thrown, proving as an anchor to the soul. I wish all the workers carefully to consider that success in this life and success in gaining the future life depend largely upon faithfulness in little things. Those who long for higher responsibilities should manifest faithfulness in performing the duties just where God has placed them.—[Testimonies for the Church 4:590, 591](#).

Low Spirituality Affects Financial Managements [A letter addressed to the General Conference president. In the later years of his administration, this president came under the influence of several publishing house leaders whose business principles were called into question by Ellen White.]—A net has been spread ... that the people know not of, and that very few suspect the existence of. The condition of things is binding your hands and hindering the work. The crisis will soon be reached. The state of things is not fully revealed to me, but this much I know: to a great degree the management of finances has been conducted on wrong principles. While all is supposed to be prosperous, there is peril.

You have connected with you men who have no living connection with God. You fear to exercise your judgment, lest there shall be an explosion. This is why I feel so sad. I have written out matters that I dared not send to you unless there were persons of a firm, decided character who would stand by your side as true yoke fellows to sustain you. The two men who have been especially associated

with you should, in their present spiritual condition, have no part in planning and carrying forward the work of God in any of its various lines. If they were to see themselves as God sees them and fall upon the Rock and be broken, a decided change would appear in them.... Bible religion, in private and public, is with them a thing of the past. They have been zealously declaiming against enthusiasm and fanaticism.... But if there is anything upon the earth that should inspire men with sanctified zeal, it is the truth as it is in Jesus. It is the grand, great work of redemption. It is Christ, made unto us wisdom and righteousness, and sanctification and redemption.—[Letter 57, 1895](#).

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Cleanse the Office of Selfishness—God calls for pure, thoroughly consecrated men to manage the work of the Review and Herald office. He has no use for men who in their business transactions betray Christ into the hands of His enemies. Such men are a stigma to His cause, a reproach to the truth that they misrepresent. Unless they repent, and work in a Christlike manner, as Christ has given them an example in His life, God has no place for them in His service, for they bring in selfishness and every evil work.

The Lord desires to have in the office of publication a volunteer company of workers of clear discernment who will see the need of repentance. The old-time spirit of self-sacrifice must be revived. The office needs men who will see that a new order of things must be brought in, men who will cleanse the office, as Christ cleansed the Temple courts of greedy, selfish buyers and sellers.—[Manuscript 12, 1902](#).

Pay Tithe and Simplify Personal Wants—With many of the workers the spirit of self-sacrifice has greatly diminished because they have lost their first love. Many are grasping for higher wages; but if they were laborers together with God, their wants would be more simple; for they spend money needlessly for things which they would not desire if their hearts were sanctified by the truth. Look at the example given you in the life of Christ. There are those in the office who have withheld their tithe from the treasury, claiming that they could not see the requirement in the Word of God. But why could they not see it? It was because selfishness was firmly rooted in the heart. They did not deny self, and make their offering to God. For years they have practiced robbery toward God; but does

[112] not the Lord keep a record of all their doings? Most assuredly, for it is written that every man shall be rewarded according as his works have been, judged according to the deeds done in the body, whether they are good or whether they are evil. The Lord will not pass over the embezzlement of His goods. He is testing men to see who will be fit subjects for His kingdom above; for if they disregard His claims here, they will disregard them in the kingdom of heaven. Suppose that all who profess to be followers of Christ should withhold from the Lord His entrusted goods, and appropriate His talents to their own use and for the advancement of their own glory, how would the work of God move forward in the world? How would those in other nations ever receive the message of truth? The Lord does not rain down money from heaven, but He honors man by entrusting to him His treasures, and He tells him what he must do. Read carefully and prayerfully the instruction the Lord has given to you in [Malachi 3:8-12](#).—[Letter 31, 1891](#). ([Special Testimonies Concerning the Work and Workers in the Pacific Press, 39, 40](#).)

Faith in Times of Economic Crisis—You have a desire to walk by sight. God would have you learn to walk by faith. You will be often tempted to look at appearance, but this will not do. You must walk by faith. “Faith is the substance of things hoped for, the evidence of things not seen.” But when you looked at your depleted treasury, the dark shadows encircled you, and your faith failed. Then was the time to talk faith and courage, to rise to the emergency. The work is the Lord’s, ... not ours, and we can safely leave it in His hands. Daniel sought the Lord when brought into trying places, and when in trouble, we must pray earnestly to God. You have not moved wisely in all things. You need to learn the lesson of self-denial and self-sacrifice. You must be willing to receive less money in an emergency. God will be glorified in this.—[Letter 27, 1896](#).

Personal Economy Essential to Workers in God’s Cause [On November 3, 1892, a publishing house manager wrote to Mrs. E. G. White to inform her that he had decided to leave the institution for employment outside the denominational work because of personal financial embarrassment. He had not managed to live within his income, had become indebted to the institution to the total amount of \$1,244 during a period of eight years. In the meantime he had accumulated in like manner a debt at the sanitarium. Both insti-

tutions were kindly requesting him to settle these accounts. He felt that under the circumstances he would be justified in leaving denominational work for outside employment paying higher wages, with the hope of paying his debts and with the prospect of never returning to labor in the cause of God. This letter is Mrs. White's reply.]—My brother, in your letter you speak of leaving the Review office. I am sorry that you can be willing to separate from the work for the reasons you mention. They reveal that you have a much deeper experience to gain than you now have. Your faith is very weak. Other families, much larger than yours, sustain themselves without one word of complaint on half the wages you have. We have been over the ground, and I know what I am talking about. It is evident that whether you remain in the Review office or separate from it you have lessons to learn that will be of the highest interest to you. I do not feel at liberty to urge you to remain; for unless you drink deeper of the Fountain of living waters, your service will not be acceptable to God.

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I do not know who would occupy the position that would be left vacant if you would leave, but if the work that the Lord designs and longs to do is done for the church in Battle Creek, I am sure He will help them in any crisis. He wants no forced service. Unless His words find entrance to the soul, and bring the entire man into subjection to Christ, the human agent will, when tempted and tried, choose to follow his own inclination rather than the ways of the Lord.... From the letters you have written, I know that you are not walking in the light....

Ought the soldiers in Christ's ranks to act in this way? Should soldiers in the army of the nation do this, they would be treated as deserters, and how does the heavenly universe look upon such soldiers in Christ's army? No one who engages in the work of God with an appreciation of its sacredness, could turn from the work to secure any worldly advantages whatsoever.—[Selected Messages 2:210-214](#).

[114] **Chapter 11—Relationship Between the Publishing House and the Church**

Treat Publishing Houses With High Respect—The Lord designs that through our publishing houses, our sanitariums, and our schools, bright beams of light shall shine to the world. Every branch of the work connected with or attached to these instrumentalities should be treated with the highest respect....

The publishing house at North Fitzroy is either the Lord's appointed center, or it is not. If it is the Lord's instrumentality, all should regard it thus, and work always with the glory of God in view.—[Letter 27, 1896](#).

Duty of the Church to the Publishing House—The members of a church within whose borders one of our publishing houses is situated are honored in having among them one of the Lord's special instrumentalities. They should appreciate this honor and should realize that it involves a most sacred responsibility. Their influence and example will go far in helping or hindering the institution in the accomplishment of its mission.

[115] As we approach the last crisis, it is of vital moment that harmony and unity exist among the Lord's instrumentalities. The world is filled with storm and war and variance. Yet under one head—the papal power—the people will unite to oppose God in the person of His witnesses. This union is cemented by the great apostate. While he seeks to unite his agents in warring against the truth he will work to divide and scatter its advocates. Jealousy, evil surmising, evilspeaking, are instigated by him to produce discord and dissension. The members of Christ's church have the power to thwart the purpose of the adversary of souls. At such a time as this let them not be found at variance with one another or with any of the Lord's workers. Amidst the general discord let there be one place where harmony and unity exists because the Bible is made the guide of life. Let the people of God feel that a responsibility rests upon them to build up His instrumentalities.

Brethren and sisters, the Lord will be pleased if you will take hold heartily to sustain the publishing institution with your prayers and your means. Pray every morning and evening that it may receive God's richest blessing. Do not encourage criticism and complaining. Let no murmurs or complaints come from your lips; remember that angels hear these words. All must be led to see that these institutions are of God's appointment. Those who disparage them in order to serve their own interests must render an account to God. He designs that everything connected with His work shall be treated as sacred....

Every institution will have to battle with difficulty. Trials are permitted in order to test the hearts of God's people. When adversity befalls one of the Lord's instrumentalities, it will be shown how much real faith we have in God and in His work. At such a time let none view matters in the worst light and give expression to doubt and unbelief. Do not criticize those who carry the burdens of responsibility. Let not the conversation in your homes be poisoned with criticism of the Lord's workers. Parents who indulge this criticizing spirit are not bringing before their children that which will make them wise unto salvation. Their words tend to unsettle the faith and confidence not only on the children, but of those older in years. All have little enough of respect and reverence for sacred things. Satan will unite most zealously with the criticizer in fostering unbelief, envy, jealousy, and disrespect. Satan is always at work to imbue men with his spirit, to quench the love which should be sacredly cherished between brethren, to discourage confidence, to excite envy, evil surmisings, and the strife of tongues. Let us not be found acting as his co-workers. One heart open to his suggestions may sow many seeds of disaffection. Thus may be wrought a work whose results in the ruin of souls will never be fully manifest until the great day of final judgment.

Christ declares: "Whoso shall cause one of these little ones which believe on Me to stumble, it is profitable for him that a great millstone should be hanged about his neck, and that he should be sunk in the depth of the sea. Woe unto the world because of occasions of stumbling! for it must needs be that the occasions come; but woe to that man through whom the occasion cometh!" [Matthew 18:6, 7](#), R.V. A great responsibility is here placed upon the members of the church. Let them beware lest through inattention to the souls

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of those young in the faith, lest through sowing seeds of doubt and unbelief under the instigation of Satan, they be found guilty of the ruin of a soul....

Instead of co-operating with Satan, let everyone learn what it means to co-operate with God. In these depressing times He has a work to be done that demands the firm courage and faith which will enable us to sustain one another. All need to stand shoulder to shoulder and heart to heart as laborers together with God....

As you have opportunity, speak to the workers; speak words that will be a strength and an inspiration. We are altogether too indifferent in regard to one another. Too often we forget that our fellow laborers are in need of strength and cheer. In times of special perplexity and burden, take care to assure them of your interest and sympathy. While you try to help them by your prayers, let them know that you do it. Send along the line God's message to His workers: "Be strong and of a good courage." [Joshua 1:6](#).

[117] **Youth to Respect Institutional Managers**—The managers of our institutions have a most difficult task to maintain order and to discipline wisely the youth under their care. The members of the church can do much to stay up their hands. When the youth are unwilling to submit to the discipline of the institution, or in any matter of difference with their superiors are determined to have their own way, let not parents blindly sustain and sympathize with their children.

Better, far better might your children suffer, better lie in their graves, than be taught to treat lightly the principles that lie at the very foundation of loyalty to truth, to their fellow beings, and to God.

In cases of difficulty with the ones who have them in charge, go directly to those in authority and learn the truth. Bear in mind that the managers of the various departments understand much better than others can what regulations are essential. Manifest confidence in their judgment and respect for their authority. Teach your children to respect and honor the ones to whom God has shown respect and honor by placing them in positions of trust.—[Testimonies for the Church 7:182-186](#).

Duty of the Publishing House to the Church—While the church has a responsibility to the publishing house, so also has the publishing house to the church. Each is to uphold the other.

Those in positions of responsibility in the publishing houses should not allow themselves to be so pressed with work that they have no time for maintaining the spiritual interest. When this interest is kept alive in the publishing house, it will exert a powerful influence in the church; and when it is kept alive in the church, it will exert a powerful influence in the publishing house. God's blessing will rest on the work when it is so conducted that souls are won to Christ.

All the workers in the publishing house who profess the name of Christ should be workers in the church. It is essential to their own spiritual life that they improve every means of grace. They will obtain strength, not by standing as spectators, but by becoming workers. Everyone should be enlisted in some line of regular, systematic labor in connection with the church. All should realize that as Christians this is their duty. By their baptismal vow they stand pledged to do all in their power to build up the church of Christ. Show them that love and loyalty to their Redeemer, loyalty to the standard of true manhood and womanhood, loyalty to the institution with which they are connected, demands this. They cannot be faithful servants of Christ, they cannot be men and women of real integrity, they cannot be acceptable workers in God's institutions, while neglecting these duties. [118]

The managers of the institution in its various departments should have a special care that the youth form right habits in these lines. When the meetings of the church are neglected or duties connected with its work are left undone, let the cause be ascertained. By kind, tactful effort endeavor to arouse the careless and to revive a waning interest.

None should allow their own work to excuse neglect of the Lord's sacred service. Much better might they lay aside the work which concerns themselves than neglect their duty to God.—[Testimonies for the Church 7:187, 188.](#)

Investments in Publishing Houses [Early Adventist institutions were built with money exchanged for stock certificates. In time the believers who held stock were either paid off by the corporations or donated their shares. In most cases earnings on the stock

was kept by the institutions with the shareholder's consent.]—The Lord calls upon His people to arouse and to show their faith by their works. In times past, when our numbers were few, when those who were able felt it their duty to take stock in our publishing house, their prayers and their alms, the fruit of persevering, self-denying effort, came before God as a sweet savor. Our brethren and sisters who have received the precious bread of life brought to them in our publications should be even more willing to give of their means to support the cause than were those who loved the truth in former years.

[119] Brethren, God would bless you in showing your interest in our houses of publication by making them your property. Those who own no stock in these institutions have the privilege of investing their means in this good work. We need your sympathy, your prayers, and your means. We need your hearty cooperation. We hope that all whose hearts the Lord shall make willing will come forward with their means to invest in these institutions. Is it indeed true that we have the last message of mercy to be given to the world? Is it true that our work will soon close? Thus saith the word of God. The end of all things is at hand. Then the warning should be sent to all parts of the earth....

You have nothing to fear; invest your means where it will be doing good; scatter rays of light to the darkest parts of the world. There is no such thing as failure in this work. It is your privilege and duty to do now as your brethren did when there were but few friends of the cause of truth. Take stock in our houses of publication, that you may feel that you have an interest in them. Many invest their money in worldly speculations, and in doing this are robbed of every dollar. We ask you to show your liberality by making investments in our publishing work. It will do you good. Your money will not be lost, but will be placed at interest to increase your capital stock in heaven. Christ has given all for you; what will you give for Him? He asks your heart; give it to Him, it is His own. He asks your intellect; give it to Him; it is His own. He asks your money; give it to Him, it is His own. "Ye are not your own; for ye are bought with a price." God wants you and yours. Let the words of the royal psalmist express the sentiment of your hearts: "All things come of

Thee, and of Thine own have we given Thee.”—[Testimonies for the Church 4:592-596](#).

Men of Means to Contribute to Publishing Interests—When Jesus ascended to heaven, He committed His work on earth to His disciples, and bade them carry it forward in His name. As followers of Christ we are to be His representatives among men. The salvation of perishing souls calls for our personal effort and for our means. This should be the great object continually before us. It is to accomplish this that God has intrusted us with means. Let us then render to Him that which is His own. Let the men of means make a freewill offering to God by liberal gifts for our publishing houses and other institutions. These important instrumentalities in the cause of God are heavily burdened and seriously crippled in their work for want of means. There are still debts upon some of our houses of worship. If we would this year deny ourselves, and by our offerings clear these from debt, would it not be pleasing to our heavenly Father? [Written to encourage debt liquidation on churches and institutions at the year-end holiday season.]—[The Review and Herald, December 26, 1882](#).

[120]

Printing Kept in SDA Publishing Houses—I have been considering the question whether we might not print our books and then place them with other publications to be bound, and thus relieve ourselves of the work of binding them in our own office. But I have recently been shown how this would work. If these books are entrusted to others, they will come out in a cheap form, because those who handle them do not take a special interest in the work. It will not be wise to place our work in the hands of unbelievers, when we have right among us those who are ready to do the work conscientiously and well. If our workers will endeavor to become efficient in the various lines of work, if they will strip for the race and harness for the battle, the Lord will bless them in becoming more and more intelligent and capable to do the work acceptably. Instead of seeking for amusements, they will find their highest pleasure in carrying forward faithfully to the very end of time the sacred work of the Lord.

In regard to the distribution of the work on our publications among unbelievers, the light that has been given me is that it will cost us more in the end than it would to have done the work ourselves

in the name and fear of the Lord. The Lord desires the workers in our publishing houses to become very proficient, for they will be taken to distant countries. Many who think they will never be moved from their homes will be moved away unexpectedly, and unless they have improved their opportunities to obtain an education, they cannot stand upon the eminence that Christ desires them to stand upon.—[Manuscript 73, 1906](#).

Church Printing to Be Done by Skilled Adventists—There should be seen in the office at Mountain View a work of education. [121] The workers should become proficient in every part of the work of printing and book binding. They should be trained to do missionary work. But there are many who need first to learn lessons in the control of their spirit, and the careful selection of their words. If there is a hardness in your voice, if you are in the habit of speaking unkindly, you must have, before you can enter the kingdom of glory, an education in the grace and gentleness of Christ.

There is a great work to be done in the publishing of Seventh-day Adventist literature. It would not be well pleasing to the Lord for us to plan that the work of publishing our books and periodicals, for which we have well-trained workers, should be placed in the hands of unbelievers. If our offices depend upon unbelievers to do their binding, they will often be disappointed in the quality of the work. God desires that all the work we do for Him shall be well done. All the work done in our offices of publication should be so perfect that we may know that the Lord is glorified by its perfection. Let us do our best, and then we can say, “Lord, I have done the best I can; now I ask thee to bless the efforts put forth.” Then we may expect large results.—[Manuscript 71, 1906](#).

Not to Discredit SDA Publishing Houses—I have received your letter in which you speak of a plan for you to print and sell a large number of my book *Early Writings*, brought out in a new style of binding.

In the past I have given my consent to your suggestions regarding this matter, [Stephen Haskell on several occasions urged Ellen White to place certain of her book manuscripts in the hands of non-SDA publishers to be produced at less cost and sold in larger quantities. *Steps to Christ*, when first printed in 1892, was handled in this way, but later it was withdrawn and placed in the hands of SDA

publishing houses. The instruction Ellen White received from the Lord ran counter to Haskell's proposals, though his suggestions were prompted by unselfish missionary objectives.] but recently I have received such positive instruction regarding the necessity of unity that I dare not give my consent to your proposition....

I would not wish to handle my books, nor to see you handle your books, in a manner that would seem to throw discredit upon the publishing houses. We must manifest wisdom in this matter. To carry out the plans you suggest would, to many, seem that we were taking advantage of circumstances to benefit ourselves.

[122]

In your office as president of this conference, the Lord would have you do everything possible to bring about a spirit of unity. Let the idea of unity be the keynote of all your actions. This instruction has been given me for you, that not one move must be made that will create feelings of discord....

Let your whole influence be cast to create a spirit of unity with the men who are carrying responsibilities in the publishing work. Then your words will have more influence.

You and I are being watched very critically. If we were to carry out plans that would create dissension, this might result in the loss of souls....

The Lord would be pleased for you to modify your plans regarding the selling of books at low prices, lest you lead some to feel that our publishing houses were charging exorbitantly for their labor....

It would be a great mistake to follow methods in the publication and sale of your books that would injure your influence. Therefore, I say that it would not be wise, my brother, to carry out plans that seem to some to be contrary to fair dealing in the sale of our books.

Therefore I cannot give my consent to have any of my books handled at the present time in the way you suggest.—[Letter 94, 1908](#).

Wrong to Steal Away Confidence in Others—Several weeks ago I was instructed by the Lord that Brother A was doing a work that God had not appointed him to do. This message I sent to the recent council held in Battle Creek. Brother B was not appointed of God to unite with Brother A in doing such a work. These brethren have not been instructed by the Lord to leave upon the minds of the workers in South Africa the impression that the Echo Publishing

[123] Company [Australian publishing house] was selfishly endeavoring to take unfair advantage of the South African brethren. Men must be very careful in regard to leaving upon the minds of their brethren the impression that the Lord's workers in a certain place are dealing unfairly and dishonestly. Such impressions mean a great deal. When some of our brethren accuse the brethren in charge of a publishing house, a reflection is cast upon the managers of the institution.—[Letter 212, 1902.](#)

Temptation to Bypass God's Institutions—Yesterday I had presented to me [by one of the workers] the advisability of supplying my books direct to agents in fields where few are sold. Thus I would receive a larger income. I laid the matter before my son W. C. White as it had been presented to me. Then he told me how he regarded the proposition, and in conclusion said, "Mother, unless you have a special direction from the Lord, I advise you to make no new moves. It will bring perplexity to others and additional care and burden to you; and you have cares and burdens enough. In every new move we must consider the interests of the whole work."

During the night I had instruction as to the best course to follow at this crisis. Our work now is large; many new books must be brought out, and we must handle all parts of the work wisely. We must do our best to encourage our publishing houses in America and in foreign countries. Should I as author take up the work of handling my books myself, discouragement would be brought in our offices of publication. We have urged our publishing houses to give up commercial work, and they have done this. Should we bring confusion into the subscription book work, it would give them occasion to return to commercial work, and this would bring in delays and hindrances to the work of filling the world with our literature.

At this period of our work we must guard every step we take in reference to the publication of our books....

I was instructed by One of authority that our work is to be carried on conscientiously by our own believing people. We are to unite our forces solidly, and work for the glory of God, multiplying the evidences of truth in every possible way. The Lord God is our counselor. Christ is our mediator and Saviour. We are to bring into the work every living agency who feels that he is chosen of God to

do, not a common, commercial work, but a work that will give light and truth, Bible truth, to the world.—[Letter 72, 1907](#). [124]

Handle Books That Strengthen the Cause—The ability of our people to circulate literature is a precious talent for which we shall be held accountable. We are not to do a work that will bring in a revenue for persons who have departed from the faith, and who are working counter to God’s appointed ministry. Various ones will offer flattering inducements for agents to circulate their books. Let our people be on guard. A portion of the revenue derived from the circulation of the books handled by our canvassers should be used in strengthening the work of our publishing houses.

Instead of engaging in a work that will place money in the hands of those engaged in a work of opposition, let our book agents give their attention to the books that are filled with the gospel message for this time, the gospel that will prepare a people to meet their God.—[Letter 66, 1907](#).

SDA Publishing Houses to Print Ellen White’s Books—We have advised Pacific Press to give up commercial work. This has been done. The Review and Herald also is giving its principal energies to our own work. The Nashville house is doing less outside work and is making great exertions to secure good agents and to sell our denominational books. To take my books into my own hands now would bring a great trial upon that work, and I cannot do it. I shall let the work go on as it has been going. We must press together and take no step that will bring confusion to our publishing work.

You can do as you think best, but I have concluded to have my books handled just as they have been in the past. I shall encourage our brethren to scatter them like the leaves of autumn, but I shall leave my books to be handled by the publishing houses and shall prepare for larger sales in the future.—[Letter 70, 1907](#).

Section 3—Perils Facing Publishing-House Leaders [125]

[126] **Chapter 12—Not Kingly, but Christlike Leadership**

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The Highhanded Use of Power—A man's position does not make him one jot or tittle greater in the sight of God; it is character alone that God values. The highhanded power that has been developed, as though positions had made men gods, makes me afraid, and ought to cause fear. It is a curse wherever and by whomsoever it is exercised. This lording it over God's heritage will create such a disgust of man's jurisdiction that a state of insubordination will result. The people are learning that men in high positions of responsibility cannot be trusted to mold and fashion other men's minds and characters. The result will be a loss of confidence even in the management of faithful men. But the Lord will raise up laborers who realize their own nothingness without special help from God....

Let men be connected with God's work who will represent His character. They may have much to learn in regard to business management; but if they pray to God as did Daniel, if with true contrition of mind they seek that wisdom which comes from above, the Lord will give them an understanding heart. Read carefully and prayerfully the third chapter of James, especially [verses 13-18](#). The whole chapter is an eye-opener, if men wish to open their eyes.—[Letter 55, 1895](#).

[128] **Warned Not to Make Flesh Our Arm**—Men think they are representing the justice of God, and they do not represent His tenderness and the great love wherewith He has loved us. Their human inventions, originating with the specious devices of Satan, appear fair enough to the blinded eyes of men, because it is inherent in their nature. A lie, believed, practiced, becomes as truth to them. Thus the purpose of the satanic agencies is accomplished, that men should reach these conclusions through the working of their own inventive minds. But how do men fall into such error? By starting with false premises, and then bringing everything to bear to make the error true. In some cases the first principles have a measure of truth interwoven with the error, but it does not lead to any just action, and

this is why men are misled. In order to reign and become a power, they employ Satan's methods to justify their own principles. They exalt themselves as men of superior judgment, and they have stood as representatives of God. These are false gods.—[Letter 55, 1895](#).

Sinful man can find hope and righteousness only in God; and no human being is righteous any longer than he has faith in God, and maintains a vital connection with Him. A flower of the field must have its root in the soil; it must have air, dew, showers, and sunshine. It will flourish only as it receives these advantages, and all are from God. So with men. We receive from God that which ministers to the life of the soul. We are warned not to trust in man, nor to make flesh our arm. A curse is pronounced upon all who do this.—[Letter 55, 1895](#).

Dangers Foreseen in Vision at Salamanca—November 3, 1890, while laboring at Salamanca, N.Y., as I was in communion with God in the night season, I was taken out of and away from myself to assemblies in different States, where I bore decided testimony of reproof and warning. In Battle Creek a council of ministers and responsible men from the publishing house and other institutions was convened, and I heard those assembled, in no gentle spirit, advance sentiments and urge measures for adoption that filled me with apprehension and distress. [One such measure recommended that the Sentinel magazine, a religious liberty journal, cease publication unless its pages were limited to purely state-church issues with little or no space allowed for presenting the distinctive Adventist message. Ellen White opposed this scheme as of purely human devising: “We are not to make less prominent the special truths that have separated us from the world and made us what we are.... With pen and voice we are to proclaim the truth to the world.”—[Life Sketches of Ellen G. White, 329](#). In resolving the issue the Spirit of Prophecy counsel was followed by publishing leaders.]

Years before, I had been called to pass through a similar experience, and the Lord then revealed to me many things of vital importance, and gave me warnings that must be delivered to those in peril. On the night of November 3, these warnings were brought to my mind, and I was commanded to present them before those in responsible offices of trust, and to fail not nor be discouraged. There were laid out before me some things which I could not com-

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prehend; but the assurance was given me that the Lord would not allow His people to be enshrouded in the fogs of worldly skepticism and infidelity, bound up in bundles with the world; but if they would only hear and follow His voice, rendering obedience to His commandments, He would lead them above the mists of skepticism and unbelief, and place their feet upon the Rock.—[Life Sketches of Ellen G. White](#), 319, 320.

Disregarding the Rights of Humanity—Everything entered into for the sake of ministering to pride or unsanctified ambition is to be cleared away before the Lord's institutions shall stand securely upon the eternal Rock. We need no crafty inventions to sustain the cause of God. We need no unjust dealing. Let the Lord breathe upon His work the spirit of heavenly principles, and it will live. Nothing that man can manufacture can take the place of God's Holy Spirit! Nothing that man's wisdom can invent will justify the violation of truth, or a disregard of the rights of humanity. Truth is too pure to set her delicate feet off the elevated platform of love to God and love to our fellow man.—[Letter 83](#), 1896.

[130]

Church Authority Not Vested in One Man—When this power which God has placed in the church is accredited to one man, and he is invested with the authority to be judgment for other minds, then the true Bible order is changed. Satan's efforts upon such a man's mind will be most subtle and sometimes overpowering, because through this mind he thinks he can affect many others. Your position on leadership is correct, if you give to the highest organized authority in the church what you have given to one man. God never designed that His work should bear the stamp of one man's mind and one man's judgment.—[Testimonies for the Church 3:493](#). (See [Testimonies for the Church 9:260, 261](#).)

No Jerusalem Centers—In the work of the Lord for these last days there should be no Jerusalem centers, no kingly power. And the work in the different countries is not to be bound by contracts to the work centering in Battle Creek, for this is not God's plan. Brethren are to counsel together, for we are just as much under the control of God in one part of His vineyard as in another. Brethren are to be one in heart and soul, even as Christ and the Father are one. Teach this, practice this, that we may be one with Christ in God, all working to build up one another.

The kingly power formerly revealed in the General Conference at Battle Creek is not to be perpetuated. The publishing institution is not to be a kingdom of itself. It is essential that the principles that govern in General Conference affairs should be maintained in the management of the publishing work and the sanitarium work. One is not to think that the branch of the work with which he is connected is of vastly more importance than other branches.—[Testimonies for the Church 8:232, 233](#).

God has not set any kingly power in the Seventh-day Adventist Church to control the whole body or to control any branch of the work. He has not provided that the burden of leadership shall rest upon a few men. Responsibilities are distributed among a large number of competent men.—[Testimonies for the Church 8:236](#).

One Rule for Directors and “Inferiors”—Let men in responsible positions consider to a purpose that there is not one rule of action for the men in authority and another for the class who are expected to submit to their decisions; not one rule for the director and another for the supposed inferiors. I say supposed, for many who are treated as inferiors are men whose principles and course of action are such as heaven approves. They may be regarded as inferior in this world of iniquity, of semblance and sham, but in the sight of God they are counted more precious than gold, though it be tried with fire; they shall be found unto praise, and honor, and glory at the appearing of Jesus Christ. The true learners of Christ, combining faith and truth and righteousness in their life practice, will keep the way of the Lord; there will be no conniving in selfish practices. Every path that God has not marked out for men to pursue is that of the destroyer.

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I have risen a long while before day to write these words, for I see a great deal that needs to be done in heart and practice for men in authority who are very officious to make laws and restrictions for others, while they themselves do not obey the law of God. They will learn sometime that there is prosperity and happiness in no other path than the way of the Lord. Men’s reason may be obscured, the conscience seared by long practice in their own way, but it is not a way of peace or security. Wherever the peace of God reigns in the heart, there is the tenderness and love of Christ.—[Letter 75, 1895](#).

God the Chief Director—It was shown me that those who pre-
side over our institutions should ever bear in mind that there is a
chief director, who is the God of heaven. There should be strict
honesty in all business transactions in every department of the work.
There must be firmness in preserving order, but compassion, mercy,
and forbearance should be mingled with the firmness. Justice has a
twin sister, Love. These should stand side by side. The Bible should
be our guide. There can be no greater deception than for a man to
think that he can find a better guide, when in difficulty, than the word
of God. The blessed word must be a lamp to our feet. Bible precepts
must be carried into the everyday life.—[Testimonies for the Church
5:559](#).

[132] **Managers Controlled by the Holy Spirit**—How important is
the work of the one who stands as manager of such an institution!
How necessary that he be a man led and controlled by the Holy
Spirit, a man who daily receives wisdom from on high!

Upon the managers of our publishing houses there rests a great
responsibility—the responsibility of doing their best to secure the
physical, mental, and spiritual well-being of the workers, that God
may be glorified.—[Letter 115, 1902](#).

No Kingly Authority in Publishing Houses—There is to be
no ordering, no exertion of kingly authority. Enough of this kind
of work has been done in our publishing house at Battle Creek. Its
influence has soured those in the office, who now need converting
through and through. This harsh management, this ordering and
scolding, is not of God but of the enemy.—[Letter 55, 1901](#).

Avoid a Hard, Loveless Religion—I raise my voice against
this ... iron, hard, loveless religion. If A and B had cherished far
less of self and far more of Jesus Christ, they would have been
continually learning, continually growing into Christ's spirit and
Christ's mind, reflecting His character in unselfishness and love
while connected with the publishing office; and today they would
have been connected with the publishing house and would have
been on vantage ground. But, oh, what a lack has there been of the
genuine, holy love of God in the Review and Herald office. Had the
first love been burning on the altar of their hearts, it would have been
exhibited in tenderness, in compassion, in unselfish acts, and God's

blessing would have been upon them; but when self is continually cherished, God has no use for such workers.

Brother C needs to be transformed in character before he is in condition to be at all times a safe counselor. When the love of Jesus pervades his soul, he will diffuse it. When he has learned meekness and lowliness in the school of Christ, he will reveal a Christlike patience, an invincible charity, and an omnipotent faith in the grand work of saving souls for whom Christ has died. Every soul must come to the trial of all the Christian graces. The heart must be warmed with the glowing fire of God's goodness. When the Lord moves upon the earth by His Holy Spirit, there will be a submitting to the discipline and influence of the Holy Spirit. Painstaking effort, which is requisite to the attainment of true virtue and wisdom, and is indispensable to him who will be chosen to become a coworker with Jesus Christ, will be manifested.—[Letter 42, 1893](#).

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Oppression and Domination Rebuked—For years a spirit of oppression has been coming into Battle Creek. The human agents are lifting up themselves unto selfishness and domination. Not a work can be published but they try to gain control of it, and if authors do not concede to their propositions, those who publish the work will exert an influence with canvassers and other agents that will hinder its sale, and this wholly irrespective of the value of the book. And when every institution is merged into the one that is greatest—that is, measured by her power of control—that one will indeed be a ruling power, and if the principles of action in the most powerful institution are corrupted, as is now the case, and as has been in the history of the past, every other institution must follow the same path, else a determined influence will be brought to bear against it. The difficulty is not in the institution, but in the members.

This disposition to press men into hard places if you cannot bring them to your ideas is not according to God's order. Those who do this when it suits them are bringing souls into unbelief and temptation, and driving them on Satan's battlefield. They forget that God will deal with them as they deal with their fellow men. God's cause is not to be molded by one man, or half a dozen men. All His responsible stewards are to bear a share in the devising, as well as in the execution, of the plans. Men must not forget that the God of heaven is a God of justice; with Him is no partiality, no hypocrisy.

He will not serve with men's selfishness, nor sanction their plans to rob one soul of his rights because they can press him inconsiderately, and make statements and plans that compel surrender, or leave him helpless....

[134] By no sharp dealing or underhand advantage is the Lord to be glorified or His truth served. Money acquired in this way to supply the treasury will benefit no one, for God will not serve with the sins of oppression and selfishness.

It should be written on the conscience, as with a pen of iron upon a rock, that no man can achieve true success while violating the eternal principles of right.—[Letter 4, 1895](#). ([Selections from the Testimonies Setting forth Important Principles Relating to Our Work in General, 13-15](#).)

God Works to Humble Human Pride—There is no position so lofty that God cannot cut down those occupying it. There is no humiliation so great that God cannot raise up humble men to enjoy the richest blessings. The Lord works to humble human pride in whomever it is found, that men may learn to develop a spirit of true submission to His will. He cannot work with men who counteract His purposes. Those who use their perceptive powers to create an order of things which turns aside God's purposes will lose the powers, which if exercised aright would have increased and strengthened. God honors those who seek Him in sincerity, humbling self and exalting Him. But when men will not consent to walk in the counsel of God, their wisdom is removed from them. They become incapable of knowing God and Jesus Christ whom He hath sent.—[Letter 35, 1900](#).

When Pharisaism Sprang Up—For years a degree of Pharisaism has been springing up amongst us which has separated some from the Bible standard. If the preconceived ideas of those actuated by this spirit are crossed, they immediately assume a controversial, combative attitude, as a man puts on armor when preparing for battle. Much pride and loftiness and a spirit which desires to rule have been manifested, but very little of the spirit which leads men to sit at the feet of Jesus and learn of Him has been shown. Human inventions and human plans are eclipsing sacred things and excluding divine instruction. Men are taking the place of God by seeking to assume authority over their fellow men. But they rule without a vestige of

the authority of God, which alone can make their ruling a healthful element; and others are becoming leavened by this wrong influence. [135] If the principles of truth had been enthroned in the hearts of these men, human passions and human affections would have been guided and controlled by the spirit of Christ. The atmosphere surrounding the soul would not be deleterious and poisonous, for self would be hid in Jesus.—[Letter 81, 1896](#).

Overseers to Avoid Severity—Less long, sweeping journeys across the continent, and more close investigation of the true inward working of the heart, are essential. The rooms in the office need inspection, that the things you know not, you may discern and search out. The temple of God must be cleansed, that His name shall not be dishonored by men who are not connected with Him. My heart is pained as, in my dreams, I am visited and appealed to by different ones placing the corruptions in the office of publication before me. I awaken to find it a dream, but know it to be the truth. My dear brother, the spirit of severity, of lording it over the ignorant and helpless, is being opened before me. In the place of the office being an educating school to prepare the youth to give their hearts to the Lord, the teachers and overseers, by their course of action, drive them onto Satan's battleground. It is not a place where the Lord Jesus is entertained as a heavenly Guest. Some of the overseers, and the workers under their supervision, give little time to thoughts of a high and holy order; the Lord is not glorified.—[Letter 86, 1896](#). ([Special Instruction Relating to the Review and Herald Office, and The Work in Battle Creek, 1, 2.](#))

Fewer Overseers—More Faithful Doers—The superintendent of the publishing house is a watchman, to guard its interests. In order that he may do this, he must not have various other responsibilities placed upon him. Brethren, you should lighten the burdens that Brother Jones [C. H. Jones was for about fifty years manager of the Pacific Press. He was appointed as one of the first Trustees of the Ellen G. White Estate Board.] is carrying outside the office. He is only a mortal man, and if he does his duty fully in the office, he has all that one man can possibly attend to. Without faithful supervision from him, some things will not receive the attention that they should [136] have, and will go sadly wrong. Be careful how you place work upon him relative to the burdens of the church. He should have

one to stand by his side who is reliable, devoted, and God-fearing, that nothing connected with the office may be neglected. But men have been placed in charge of the work at the office who act more as overseers than as interested, unselfish workers. If there were fewer overseers, and more faithful doers of the work, there would be a marked improvement in the managing force in the office. If Brother Jones has for his co-workers mere overseers, who shun work, choosing to tell others what to do, he might better stand alone.—[Manuscript 14, 1891](#). ([Special Testimonies Concerning the Work and Workers in the Pacific Press, 21](#).)

Tenderness in Dealing With Workers—I entreat those who have charge of the office here to be kind and courteous in dealing with the apprentices. Win their souls by kindness. If they do wrong, go to them in the spirit of meekness, and talk and pray with them. Work for the salvation of every one of them. Do not rest till this is accomplished. Let them see that you act as tender fathers and brothers, that you are meek and lowly in heart. Do not rest until you see that their feet are planted firmly on the Rock of Ages. Then everything will move harmoniously.

If our ministering brethren pass through the office, let them speak kindly and encouragingly to the workmen. Shake hands with them, and inquire as to what progress they are making. Encourage them to climb to the very highest round of the ladder of progress.

If you see something in a brother that needs to be corrected, go to him and say, “Let us pray about this; let us talk with God about it.” If you should weep, this will not hurt you. If you were to break your heart before God, He can bind it up and give you that grace which is unto eternal life. But God has not set you as dictators. He has not committed to you the work of punishing sinners. He desires you to search your own heart and put away your sins, to work away from every defect of character.—[Manuscript 73, 1906](#).

[137] A word of love and encouragement will do more to subdue the hasty temper and willful disposition than all the faultfinding and severe censure that you can heap upon the erring ones.—[Letter 86, 1896](#).

Back to Egypt or On to Canaan?—While at Fresno [in 1902] I passed through a peculiar experience. I seemed to be in an assembly where a number of brethren were in council. There seemed to be a

cloud over the company. I could not discern faces, but I could hear voices. I thought that in one speaker I recognized the voice of Elder A, but his manner of speech and his words seemed to be Brother B's. At first I could not understand the things that were said by this speaker. Afterward I heard something said in regard to the way in which he thought the publishing work should be carried on. The assertion was made that this work should be placed on a more sure and elevated basis.

When I heard these words, I thought to myself, What do these statements mean? I have been instructed that the arbitrary authority exercised at one time in Battle Creek to control all our publishing houses was never again to have sway. To make such propositions was more like going back toward Egypt than on to Canaan.

From the light given me, I knew that such a change as was proposed by this speaker would bring into the publishing work a ruling power claiming jurisdiction over the entire field. This is not God's plan.—[Manuscript 140, 1902](#).

Exact and Impartial Justice—There should be no giving of special favors, or attentions to a few, no preferring of one above another. This is displeasing to God. Let all bear in mind the words of inspiration: “The wisdom that is from above is first pure, then peaceable, gentle, and easy to be intreated, full of mercy and good fruits, without partiality, and without hypocrisy.” When you pass by one who is in need of your sympathy and kindly acts, and bestow your favors upon others simply because they are more pleasing to you, remember that Jesus is insulted in the person of His afflicted ones....

The bruised and wounded, the lame of the flock, are among us, and these test the character of those who claim to be children of God. The Lord will not excuse the wrongdoer. He will never sanction partiality to the wealthy or oppression to the weak. He requires exact and impartial justice; more than this, He requires that His followers shall always have compassion for the suffering, pity and love for the erring.—[Letter 74, 1896](#). ([Selections from Testimonies to the Managers and Workers in our Institutions, 13](#).)

God Guards the Interests of Every Soul—The Lord God of heaven, who made our world, and who created man, guards the interests of every soul. To every man He has given his work. We are

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laborers together with God. There are diversities of gifts, and every man should appreciate the moral and spiritual capital which God has entrusted to him. No one should treat these entrusted talents with indifference. No one is accountable for the talents he has never had; none should complain of the smallness of their gifts. Everyone is to trade on that which God has entrusted to him, working where he can, doing the best possible service for the Master. One talent, well used, will gain other talents, and these still others. The man with a few pence can serve God faithfully with his pence. If he does this, he is judged as faithful in the sight of God as the one who has improved pounds.

But all are to realize their individual responsibility to employ their talents to the glory of God according to their ability. Let no man or council of men assume the responsibility of making as little as possible of these talents, according to their human estimate of God's entrusted qualifications. No man is to weigh in the balances of human judgment the talents God has given to other men. Let every man appreciate God's gifts to himself, and faithfully trade upon them. No man is to merge his individuality into that of any other man. No man should be urged to make another man his steward. There are diversities of gifts, and a large work to be done in our world in the use of God's entrusted goods.... Let us never forget that we are here to be fashioned by the hand of God, fitted to do the work [139] He has given us to do. That work is our own, the accountability is our own; it cannot be transferred to another. Let not human agents interpose to take another's work out of the hands of God into their own finite hands.—[Letter 55, 1895](#).

How to Exercise Authority—God will not vindicate any device whereby man shall in the slightest degree rule or oppress his fellow man. The only hope for fallen man is to look to Jesus, and receive Him as the only Saviour. As soon as man begins to make an iron rule for other men, as soon as he begins to harness up and drive men according to his own mind, he dishonors God, and imperils his own soul and the souls of his brethren....

He [God] expects His workers to be tenderhearted. How merciful are the ways of God! (See [Deuteronomy 10:17-20](#); [2 Chronicles 20:5-7, 9](#); [1 Peter 1:17](#).) But the rules God has given have been disregarded, and strange fire has been offered before the Lord....

If a man is sanguine of his own powers, and seeks to exercise dominion over his brethren, feeling that he is invested with authority to make his will the ruling power, the best and only safe course is to remove him, lest great harm be done, and he lose his own soul, and imperil the souls of others. “All ye are brethren.”.... Those in authority should manifest the spirit of Christ. They should deal as He would deal with every case that requires attention. They should go weighted with the Holy Spirit.—[Letter 55, 1895](#). ([Special Instruction Relating to the Review and Herald Office, and The Work in Battle Creek, 32, 33](#).)

The Glory Belongs to God—The lesson that the Lord would have all humanity learn from the experience of the king of Babylon is that all who walk in pride He is able to abase. By stern discipline Nebuchadnezzar had to learn the lesson that God, not man, is Ruler, that His kingdom is an everlasting kingdom. So man today must learn that God is supreme. When men gain success in the work of the Lord, it is because God has given them this success, not for their own glory, but for God’s glory. He who seeks to steal a ray of light from the glory of the Lord will find that he will be punished for his presumption.

David declares, “I have seen the wicked in great power, and spreading himself like a green bay tree. Yet he passed away, and, lo, he was not: yea, I sought him, but he could not be found.” [140]

Let a people boast themselves in their own wisdom, let them exalt self and indulge pride, and the result will surely follow. As surely as the sun shines by day, so surely does pride go before destruction, and a haughty spirit before a fall. Let a church become proud and boastful, and that church will be laid low. Let those in charge of any institution become presumptuous, taking to themselves the credit for the success that has come to them in certain lines, let them glory in their wisdom and their efficiency, and they will certainly be brought to humiliation.—[Letter 114, 1903](#).

[141] **Chapter 13—Evils Resulting from Centralization
and Colonization**

Introduction

In this section the reader will find select statements dealing with five important aspects of the church and its publishing work: 1. Centralization, 2. Colonization, 3. Confederacy, 4. Consolidation, and 5. Cooperation.

As far back as the middle 1870S, Mrs. White gave counsel against colonization of people and institutions resulting in consolidation and centralization of power—specifically, in Battle Creek. Writing to O. A. Olsen, president of the General Conference, she stated in 1896 that “Twenty years ago” She had been shown that the publishing house on the Pacific coast “Was ever to remain independent of all other institutions; that it was to be controlled by no other institution.” She went on to say:

“Just prior to my husband’s death [1881], the minds of some were agitated in regard to placing these institutions under one presiding power. Again the Holy Spirit brought to my mind what had been stated to me by the Lord. I told my husband to say in answer to this proposition that the Lord had not planned any such action.”—[Letter 81, 1896](#).

Much of the counsel against consolidation relates to the efforts to bring the publishing interests of the denomination under the control of Battle Creek. It is important to grasp this fact in the setting of the historical times.

[142] But the counsel in some cases broadens to the health and educational interests, and certain principles that have a broad application are suggested. (See *comprehensive index to the writings of Ellen G. White* under the following entries: Centralization, Confederacy, Consolidation, Colonization, Cooperation, Review and Herald Publishing House, Pacific Press Publishing Association, Southern Publishing Association.)

Ellen White's definition of *Confederacy* and *Consolidation*—words that are often used in this discussion—follows.

“You know what a confederacy is—a union of men in a work that does not bear the stamp of pure, straightforward, unswerving integrity.”—[Manuscript 29, 1911 \(The S.D.A. Bible Commentary 4:1142.\)](#)

“The work committed to us by the Lord will advance rapidly only when we labor in unity.... ‘Yes,’ says one, ‘this is exactly what I believe in—consolidation.’ But Christian unity is not what the world calls consolidation. Unity among brethren results in consolidation with Christ and with the heavenly angels. Such consolidation is Heaven-born.”—[Letter 67, 1903.](#)

Confederacy and Consolidation in raising wages, in selfishly controlling royalty rates, in the publication of certain favored books, and in seeking control of the Pacific Press—these were among the painful steps away from the Lord and His counsel.

In the Review and Herald Publishing House was centered the confederacy of men who sought to dominate the publishing work in North America. The influence of this overbearing work was strongly felt in other institutions, and the results were demoralizing.

Even the General Conference Association was involved in efforts to bring control of everything under the sway of Battle Creek. Ellen White wrote:

“Covetousness has been woven into nearly all the business transactions of the institution, and has been practiced by individuals. This influence has spread like the leprosy, until it has tainted and corrupted the whole. As the publishing house has become corrupted, the General Conference Association has stepped in, and proposed to take the diseased child off its hands, and care for it. But it is a snare for the General Conference Association to take the publishing work on its shoulders. This puts no special sanctity upon the work, but upon the General Conference Association a burden which will weigh it down, cripple it, and weaken its efficiency, unless men who have firm principle, mingled with love, shall conduct the business lines.

“In this step there has been a change of responsibility, but the wrong principles remain unchanged. The same work that has been done in the past will be carried forward under the guise of the General

Conference Association. The sacred character of this association is fast disappearing. What will then be respected as pure, holy, and undefiled? Will there be any voice that God's people can regard as a voice they can respect? There certainly is nothing now that bears the divine credentials. Sacred things are mixed and mingled with earthly business that has no connection with God."—[Letter 81, 1896 \(Special Instruction Relating to the Review and Herald Office, and The Work in Battle Creek, 18.\)](#)

In 1894, the General Conference Association consisted of twenty-one members or trustees. The Review board of directors was composed of seven members. The president, treasurer, and auditor of the Review board were all members of the six-member executive committee of the General Conference Association. Thus there was a sort of interlocking directorate of men in Battle Creek who controlled as far as possible the church and its institutions. It was against this control by a few persons that Ellen White protested. At the 1901 General Conference session, a reorganization was effected that largely corrected this type of "kingly power."

Ellen White was pleased with the actions taken at this important session and indicated that a victory had been gained.

Cooperation between institutions and not consolidation was the goal to be kept in mind. A united effort to achieve economic and practical goals under the direction of "pure, straightforward" men engaged in a work with "unswerving integrity" would be pleasing to God and bear His stamp of approval.

The church must constantly be alert, however, to prevent a "kingly" type of leadership and control reasserting itself. The reins of church government must not drift into the hands of a few persons or institutions.

Trustees, Ellen G. White Estate.

* * * * *

Many Interests in One Locality—Our people are in constant danger of centering too many interests in one locality; but it is not in the Lord's order that this should be. Again and again messages have been given concerning the dangers of such a course.

In Washington and at Mountain View, our brethren should study diligently the warnings that have been given of the evil results of centering the publishing work, and other interests, too largely in one place. God is not pleased with the influence that results from such centralization. If all the men who gather thus in one place are wise, experienced men who walk humbly with God, then the world needs these men to stand as the Lord's representatives in many places. We are to seek the honor and glory of God in all things. We have been losing time in Washington and in Mountain View by centering so much in these places.—[Letter 164, 1909](#). [144]

Battle Creek Not to Swallow Up Everything—The present is a time of special peril. In 1890 and 1891 there was presented to me a view of dangers that would threaten the work because of a confederacy in the office of publication in Battle Creek. Propositions which to their authors appeared very wise would be introduced, looking to the formation of a confederacy that would make Battle Creek, like Rome, the great head of the work, and enable the office of publication there to swallow up everything in the publishing line among us. This is not God's wisdom, but human wisdom. Those matters have been coming up again and again in different aspects, but this policy of consolidation would, if adopted, result in marring the work. God would have His work move firmly and solidly, but no one branch is to interfere with or absorb other branches of the same great work.—[Letter 71, 1894](#).

Avoid Centralization of Power—At times it has been urged that the interests of the cause would be furthered by a consolidation of our publishing houses, bringing them virtually under one management. But this, the Lord has shown, should not be. It is not His plan to centralize power in the hands of a few persons or to bring one institution under the control of another.—[Testimonies for the Church 7:171](#).

Colonizing Versus Plants in Different Places—A Jerusalem has been made of Battle Creek, but this has not been after the Lord's direction or order. You may see some advantages in colonizing, but there are many more advantages to be obtained from making plants in different places.

The work has been begun in Nashville, and it should be placed on a firm foundation, that the light of the truth may shine forth from [145]

there to the regions beyond. It is God's purpose that the work shall thus be carried forward.

The building you are planning to erect in Battle Creek is not necessary. To invest money in this way would set a wrong example. Our people in Battle Creek have continually been tempted to find some excuse for investing more money in building. Thus other parts of the field have been robbed of buildings which they should have had.—[Letter 73, 1901](#).

God's Call to Decentralize—Enlarge ye; spread ye; yes, but not in one place only. Go out and establish centers of influence in places where nothing, or next to nothing, has been done. Break up your consolidated mass; diffuse the saving beams of light into the darkened corners of the earth. A work similar to that of an eagle stirring up her nest needs to be done....

The arms of power in Battle Creek are being extended more and more widely, seeking to control the work far and near, and to crush that which they cannot control. I lift my voice in protest. The spirit that now controls is not the Spirit of the Lord.—[Testimonies for the Church 8:150](#).

One Publishing House in One Place?—I was in a room where a number were assembled in council. Brother D was presenting the idea that small, local presses were not needful, and were run at great expense. He said that he thought that all our book making should be done by one publishing house, at one place, and thus save expense.

There was present One of authority, and after making some inquiries, He said, "These smaller printing offices can be managed in a way that will make them a help to the work of God if sufficient attention is given to them. In the past, great lack of principle has been brought into the management of our book work, and this experience will be repeated unless men's hearts are thoroughly converted, thoroughly changed."—[Letter 162, 1902](#).

Printing of Publications Should Be Divided—The division of the General Conference into district union conferences was God's arrangement. In the work of the Lord in these last days there should be no Jerusalem centers, [The original Union Conferences developed from the six General Conference districts into which the United States and Canada had been divided at the 1889 General Conference and the two overseas districts, Europe and Australasia. In 1894 the

Australasian Union Conference was formed, becoming something of a model for the reorganizing of districts into unions in North America in 1901 in connection with the General Conference reorganization.—SDAEN 1514.] no kingly power....

The kingly power formerly exhibited in the General Conference at Battle Creek is not to be perpetuated. The publishing institutions is not to be a kingdom of itself. It is essential that the principles that govern in General Conference affairs shall be maintained in the managements of the publishing work and the sanitarium work....

The Lord has declared that there should be publishing plants in various places. Supreme power should not be vested in a few large institutions. At the last General Conference [1901] the light was given, Divide the General Conference into union conferences. Let there be fewer responsibilities centered in one place. Let the work of printing our publications be divided.

The principles that apply to the publishing work apply also to the sanitarium work.—[Manuscript 13, 1903](#).

Many Printing Plants Needed—I have words to speak to you [to the General Conference president and to the manager of the *Review and Herald*.] You must be guarded in your plans, for you are in danger of centralizing. If you should follow your natural dispositions, there would be a tendency to so arrange the publishing work that the majority of our books would bear the imprint of Washington. The danger of such a course compels me to speak.

It is not the Lord's plan to centralize largely in any one place. The time has passed when there should be any binding about of the work and confining it to a few places. There are small printing plants to be established and recognized in the South and in other places not yet designated.

The work of publication is to be developed in new lines and carried as it has never yet been carried.—[Letter 328, 1907](#). [147]

Confederacy in Review Offices—The question has been asked, “What does Sister White mean by saying and writing that there was in the office [of the *Review and Herald* Publishing Association] a confederacy that was an offense to God?” If those to whom this testimony was given had been under the enlightenment of the Spirit of God, they would have understood this.

There was a confederacy in regard to the matter of wages. Certain ones agreed together not to yield their decision on that point, and they did not until the reproof came over and over and pressed closer and closer home, so that they dared not go farther without some change. Then they yielded, but not heartily, not because they saw the sinfulness of their course of action.

Did the Lord accept the spirit and the manner of the yielding? No; He could not trust them as representatives in His cause to advance His work. They had gone forward in their own spirit of self-sufficiency, and the work was marred in their hands. They confederated together to sustain and uphold one another—in what? Let them answer. I leave them with God. Sufficient is it that God would not trust His work in their hands, for them to mold and fashion after their own order while the Holy Spirit was not molding and fashioning them.

Light has been given repeatedly in regard to the spirit that should control the Review and Herald office. No excuse can be presented for a departure from the principles that should ever be revealed in every branch of the work of God. Men are not to put their hands to the work, to fashion it after their own ideas, ignoring the principles that God has repeatedly declared should be maintained in the upbuilding and prosperity of His cause.

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The Pattern, Jesus Christ, must ever be kept before us. The Lord Jesus says, "Follow me." He that would "come after me, let him deny himself, and take up his cross daily, and follow me." This was not done, but a new order of things was introduced into the office. The counsels of God were too often ruled out of your assemblies. How? With some by an unholy confederacy. "We will stand together," they said. "You give me your support, and I will give you my support." This was the principle that controlled some of the workers in the office. God calls it an unholy confederacy. His grace and His spirit had nothing to do with this human policy....

Satan will leave no means untried to accomplish his object, to conceal and obscure truth and establish error. This has been done. God has been dishonored; truth and righteousness have languished through unholy confederacy. Oh, the deceptions that Satan will practice in order to destroy the soul! Through the love of money, conscience has been sold for gain; there has been a violation of

principle, of honor, of integrity. God knows every work, and it will all be brought into judgment. Oh, that the blind eyes may be opened!—[Letter 71, 1894](#).

A Confederacy in Wrong Methods—Men have tried to rob their brethren of their rights, and have selfishly grasped all the available means to turn to the advantage of the Review and Herald office. They have tried to justify themselves by saying, “I am doing it for the cause of God.” Human preferences and prejudices have swayed the minds of those who confederated to sustain methods contrary to the Word of God. Selfishness has led those who ought to be true to principle to make crooked paths for their feet.—[Manuscript 29, 1911](#).

A Confederacy in Robbing God’s Treasury—The course pursued in regard to wages, at the time under consideration, was a purely selfish course and was contrary to the principles on which the office was established, the principles of self-sacrifice and of justice between man and man. Those who exerted an influence to increase the wages of the workers connected with the office were displeasing God. There was a confederacy for the robbery of God’s treasury. One worked to secure higher wages for others, so that the contrast between the wages of the workers might not appear disproportionate. All who acted a part to carry this influence were engaged in a selfish work, which will sooner or later react upon themselves unless they repent. Evil angels exulted; and the Lord said, “Shall I not judge for these things?” “They have turned unto me the back, and not the face: though I taught them, rising up early and teaching them, yet they have not hearkened to receive instruction. But they have set their abominations in the house, which is called by my name, to defile it.”

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The Lord brought me by His Spirit into the very meetings where you were speaking in favor of the wages of one and another being raised. Then I was shown that the result would be separation from the office because of the wrong course practiced in several lines....

After I had witnessed the confederacy for raising the wages of the workers in the office, the Lord brought me into the meetings of the auditing committee that settle with the ministers for their labor. Angels of God were there, making a record of everything done. Brother E’s voice was the controlling power, cutting down wherever he pleased, deciding the wages of the workers according to his

ideas and feelings. How little did anyone think that the universe of heaven were noting every transaction. Brother E was not a poor man; he accepted large wages for himself and gave his strong influence of securing large wages for others in the office. But these other workers, whose circumstances neither he nor other members of the auditing committee took pains to ascertain, were paid according to the impulse of this one man. This work will be met in that great day when every work shall be brought “into judgment, with every secret thing, whether it be good, or whether it be evil.”—[Letter 15, 1895](#).

[150] **A Confederacy Over Royalties**—The publishing office was turned from its original design; men made terms with authors; councils were formed; schemes were entered into. While one author was engaged in the services of a meeting at a distance, the expenses of one man were paid to go and see this brother and induce him to put the lowest figures on his books. They urged that they wished to get this important matter before as many people as possible, and that the book would have a very much larger sale if it were sold at cheap prices.

The royalty was placed at the lowest figure. Then this confederacy held this example up as a rule for others. Warnings were given me that all this was the working out of a system of oppression and robbery, and that the whole institution was leavened throughout with corrupt principles, that the light of God was fast departing from all who were engaged in this confederacy. God sanctioned none of this spirit. He could not place His signature upon this devising. He would forsake these men, remove His Spirit from those who entered upon this course, and the glory of His presence would depart from them.

The cause of God in any line is not to be advanced by such policy; for it is born of Satan, and can only have his inspiration. All who do not repent and seek to set things right, God will leave to stumble on in darkness. They have not discerned unrighteousness in practice. They have secured books, and diverted them from their original design to make up the sum which they wished to secure. But every page of that dark history is written in the books of heaven to react upon every soul who has engaged in these schemes, unless they shall repent with that repentance that needeth not to be repented of. The Lord cannot tolerate any such transactions as those that

have been professedly done in His name. He abhors all such satanic principles.—[Manuscript 105, 1898](#).

“Rings” of Men Encouraging Wrong Principles—There will be in the office men who will lead into strange paths those whose minds are not firmly established in the principles of present truth. These unconsecrated men will set up false waymarks and will walk in false paths, because they lack clear discernment. They will manifest a burning desire to confederate; to form rings among themselves in order to sustain one another in the wrong principles they advocate. They will voice one another’s words.

My Instructor slowly and solemnly spoke the following words: “Form a confederacy; to whom they shall say, ‘Form a confederacy,’ and they shall be broken in pieces.” Three times were these words spoken. “Associate yourselves, O ye people, and ye shall be broken in pieces; and give ear, all ye of far countries: gird yourselves, and ye shall be broken in pieces. Take counsel together, and it shall come to naught; speak the word, and it shall not stand; for God is with us.”

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Those who connect with the office of publication should be men of sterling principle; men who will look to God daily; men who have learned thoroughly the fact that eternal vigilance is their only means of safety. If those who will be chosen to connect with the office choose to confederate with others to do the works that are now being done there, they will lose their integrity. Whoever dares to seek counsel of God and to put not his trust in the pretended purity and false piety of some of the workers now in the office will find it exceedingly difficult to maintain right principles; but the only safe course for any to pursue is to work in accordance with gospel principles, and to allow nothing to swerve him from them.—[Manuscript 24, 1891](#).

Enemy Prompted Call for Consolidation—It was the enemy of our work who prompted the call for the consolidation of the publishing work under one controlling power in Battle Creek....

I was told that I must lift up my voice in warning against this. We were not to be under the control of men who could not control themselves and who were not willing to be amenable to God. We were not to be guided by men who want their word to be the controlling power. The development of the desire to control has been very marked, and God sent warning after warning, forbidding confedera-

cies and consolidation. He warned us against binding ourselves to fulfill certain agreements that would be presented by men laboring to control the movements of their brethren.—[Letter 114, 1903](#).

Men Stretching Themselves Beyond Measure—It makes my heart ache when I think of the publishing institution. The men who have charge of the different departments are so burdened with responsibilities that they have no time to do correct work....

[152] What impression must this make upon my mind in view of the things that the Lord has revealed to me in connection with the methods and plans devised for taking up more responsibilities, and your plans in reference to consolidation, taking under your guidance and control all institutions nigh and afar off? You are simply stretching yourselves beyond your measure. You have not the men who are capable of carrying such responsibilities as you have already embraced.—[Manuscript 28, 1896](#).

Man's Consolidation or God's Theocracy?—Stop where you are. You cannot retrieve your past record by seeking to reconstruct, reorganize, and consolidate other institutions with the institutions so defective in Battle Creek. I cry to you in the name of the Lord, No, No. Leave the Pacific Press under God's theocracy, and humble your hearts before God before it is everlastingly too late. The great day of God is coming when every man shall be known as God knows him.—[Manuscript 7, 1897](#).

Consolidation Tends to Exalt the Human—The policy of consolidation, wherever pursued, tends to the exaltation of the human in place of the divine. Those who bear responsibilities in the different institutions look to the central authority for guidance and support. As the sense of personal responsibility is weakened, they lose the highest and most precious of all human experiences, the constant dependence of the soul upon God. Not realizing their need, they fail of maintaining that constant watchfulness and prayer, that constant surrender to God, which alone can enable men to hear and to obey the teaching of His Holy Spirit. Man is placed where God should be. Those who are called to act in this world as heaven's ambassadors are content to seek wisdom from erring, finite men, when they might have the wisdom and strength of the unerring, infinite God.

The Lord does not design that the workers in His institutions shall look to or trust in man. He desires them to be centered in Him.

Never should our publishing houses be so related to one another that one shall have power to dictate as to the management of another. [153] When so great power is placed in the hands of a few persons, Satan will make determined efforts to pervert the judgment, to insinuate wrong principles of action, to bring in a wrong policy; in so doing he can not only pervert one institution, but through this can gain control of others and give a wrong mold to the work in distant parts. Thus the influence for evil becomes widespread. Let each institution stand in its moral independence, carrying on its work in its own field. Let the workers in each feel that they are to do their work as in full view of God, His holy angels, and the unfallen worlds.

Should one institution adopt a wrong policy, let not another institution be corrupted. Let it stand true to the principles that were expressed in its establishment, carrying forward the work in harmony with these principles. Every institution should endeavor to work in harmony with every other just so far as this is consistent with truth and righteousness; but further than this none are to go toward consolidating.—[Testimonies for the Church 7:172, 173.](#)

Each House Stands as Independent Body—Warnings have been given me that it is not wise to consolidate the Pacific Press with the Review and Herald publishing house. Time will convince all that this matter is too serious a thing to be trifled with. The Battle Creek publishing house is not to be the only power among Seventh-day Adventists. It must stand largely alone. The Pacific Press should not be made to fear the influence of the power invested in the publishing house at Battle Creek. The Lord has His own purpose to accomplish through these institutions.

There should be no controversy on this point. There must be no more determined binding up with the interests in the publishing house at Battle Creek, so that it shall absorb the Pacific Press, making them one organ. The Pacific Press must stand by itself. The two institutions cannot better advance the work of God in consolidation, as has been contemplated. It is God's will that they stand as independent bodies.

The active agencies in connection with the work at Battle Creek [154] have placed a wrong mold upon the work. Men have devised and planned in a manner that is not after the order of God, and the publishing house in California has altogether too largely followed

and adopted the methods and inventions proceeding from Battle Creek. Strength and power will be in our institutions if they keep close to the word of God in all their connection and dealing with their fellow men.—[Letter 80a, 1896](#).

He [God] would have His institutions independent of each other, and yet in perfect harmony with each other.—[Letter 41, 1898](#).

Separate and Distinct Entities—Again and again, at different times and in different places, decided warnings have been given me. I could not define the import of these warnings, for they were presented to me in figures and symbols. I have been very much puzzled over this matter, which was introduced before my husband's death. Since that time I have been shown that efforts would be made to bind up the publishing house in Oakland with the publishing house in Battle Creek, in order that the publishing house at Battle Creek might have control. These warnings I did not fully understand, because many times the message had been given me that these two institutions should not be at strife one with another, or manifest anything savoring of jealousy or envy, but that they should stand as sister institutions, each doing its appointed work as God's instrumentality.... Each institution was established of God to do its respective work.

Before my husband's death this matter in regard to the publishing house at Battle Creek and the publishing house at Oakland was presented to me under the figure of the vine, and since that time it has been presented to me under the same figure. The Lord has shown me that these two institutions are to be kept as separate as two branches which, though distinct, both center in the parent vine. They are not to be merged into one, but are to be kept distinct, yet each is to derive its nourishment from the same source.—[Letter 64, 1896](#).

[155] **Pacific Press to Stand Independent in God**—God would have had the Pacific Press Publishing House stand free and clear, and untrammelled by any power. God would have every one of His institutions rise above the frosty atmosphere in which the human agent will be if left to himself. Inclined to live and breathe, he must live and breathe in the holy, pure, life-giving atmosphere of heaven, else sentiments and plans and resolutions will clog and impede our heavenly advance movements.—[Letter 35a, 1895](#).

God has presented to me, which I have presented to you, that the Pacific Press should stand on its own individuality, relying upon God, doing its work in God, as His instrumentality—the human agent working with God, contrite in spirit, meek and lowly in heart, ready to be taught of God, but not subject to any earthly power that shall propose plans and ways that are not after the light God has given. Be on guard. Be on guard, and do not sell your religious liberty to any office or to any man, or board or council of men.—SpTPW 25.

Pacific Press Branches Allowed to Live—The Lord presented before me that branches of this work would be planted in other places, and carried on under the supervision of the Pacific Press, [At the present time branch offices of the Pacific Press are operating in Omaha, Nebraska; Oshawa, Ontario; and Montemorelos, Mexico.] but that if this proved a success, jealousy, evil surmisings, and covetousness would arise. Efforts would be made to change the order of things, and embrace the work among other interests at Battle Creek. Men are very zealous to change the order of things, but the Lord forbids such a consolidation. Every branch should be allowed to live, and do its own work.

Mistakes will occur in every institution, but if the managers will learn the lesson all must learn—to move guardedly—these errors will not be repeated, and God will preside over the work. Every worker in our institutions needs to make the Word of God his rule of action. Then the blessing of God will rest on him. He cannot with safety dispense with the truth of God as his guide and monitor. If man can take one breath without being dependent upon God, then he may lay aside God's pure, holy Word as Guidebook. The truth must take control of the conscience and the understanding in all the work that is done. The Holy Spirit must preside over thought and word and deed. It is to direct in all temporal and spiritual actions.—[Letter 81, 1896. \(Special Instruction Relating to the Review and Herald Office, and The Work in Battle Creek, 18.\)](#)

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Pacific Press and Foreign Publications—I approve of the efforts that have been made to establish our German and Scandinavian publishing work at College View. [After the Review and Herald plant burned, in 1902, the printing of foreign publications was moved to the College Press, College View, Nebraska, and later the work was carried on under the name International Publishing Association. This

association was taken over by the Pacific Press Publishing Association in 1915, but the building it occupies was destroyed by fire in 1916, and a factory was built at Brookfield, Illinois. There the work continued until it was transferred in 1959 to the home office of the Pacific Press Publishing Association at Mountain View, California.—SDAEN 983.] I hope that plans will be devised for the encouragement and strengthening of this work.

The whole burden of the work must not be left with our foreign brethren. Nor should our brethren throughout the field leave too heavy a load on the conferences near College View. The members of these conferences should lead out and do their best, and all should come to their assistance. The truth is to be proclaimed to all nations and kindreds and tongues and peoples.

Our German and Danish and Swedish brethren have no good reason for not being able to act in harmony in the publishing work. Those who believe the truth should remember that they are God's little children, that they are under His training. Let them be thankful to God for His manifold mercies and be kind to one another. They have one God and one Saviour; and one Spirit—the Spirit of Christ—is to bring unity into their ranks.—[Testimonies for the Church 9:189](#).

Individuality and Personal Responsibility—I understand something about these two institutions, for my husband and I had to lead out in establishing them and carrying them forward. The Lord gave special directions as to how they should be conducted. These principles I have not withheld from those who were numbered as believers in the truth.

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The work has been presented to me as, at its beginning, a small, very small rivulet. The representation was given to the prophet Ezekiel of waters issuing “from under the threshold of the house eastward ... at the south side of the altar.” Please read [Ezekiel 47](#). Mark [verse 8](#): “Then said he unto me, These waters issue out toward the east country, and go down into the desert, and go into the sea: which being brought forth into the sea, the waters shall be healed.” This work was represented to me as extending to the east and to the north, to the islands of the sea, and to all parts of the world. As the work increases, there will be a great and living interest to be managed by human instrumentalities. The work is not to be centered in any one place, not even in Battle Creek. Human wisdom argues

that it is more convenient to build up the interest where it has already obtained character and influence; mistakes have been made in this line. Individuality and personal responsibility are thus repressed and weakened. The work is the Lord's, and the strength and efficiency are not all to be concentrated in any one place.—[Letter 71, 1894](#). ([Selections from the Testimonies Setting forth Important Principles Relating to Our Work in General, 22.](#))

Publishing Houses to Avoid Strife for Supremacy—In book making there is a striving for the supremacy.... God says to every soul, “Take heed.” The leaven of influence is a powerful thing. Whether good or evil, it gathers all to itself. If the leaven of selfishness, covetousness, and hardheartedness is allowed to enter, it will subdue all the properties of the body to corrupting force. There will be no bowels of mercy, no tender consideration, no fighting against objectionable traits of character, which so quickly develop into giants of evil. Unless this root of bitterness is cast out of the soul, it will continually spring up, and by it many will be defiled.—[Manuscript 131, 1899](#).

The Review and Herald and the Pacific Press have been presented to me as cherishing a spirit of rivalry. The admonitions and warnings God has given them to bring about a reform are not heeded. Annoyance is felt, disagreeable sensations are awakened when reproof comes; but the work that needs to be done to cleanse these institutions from selfishness, covetousness, and unfair dealing is not done....

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All the light, all the evidence, that God in reproof has given you has been reasoned away by some and made to mean something that was not understood.... God designs that the offices from which our publications go forth shall be living channels of light. Why do you not labor to establish every line of business upon right principles?—[Letter 150, 1899](#). (See [Testimonies for the Church 7:173, 174.](#))

Cooperation Is God's Plan—Let every department of our work, every institution connected with our cause, be conducted on considerate, generous lines. Let every branch of the work, while maintaining its own distinctive character, seek to protect, strengthen, and build up every other branch. Men of varied abilities and characteristics are employed for carrying forward the various branches of the work. This has always been the Lord's plan. Each worker must give his

own branch special effort; but it is the privilege of each to study and labor for the health and welfare of the whole body of which he is a member.

Not consolidation, not rivalry or criticism, but cooperation, is God's plan for His institutions.—[Testimonies for the Church 7:174](#).

Cooperation, Not Merger—Let the B. C. publishing house and the Pacific Press regard each other as sister institutions. In cooperation they can exert a healthful influence upon each other, but not in consolidation. These institutions are not to become merged into one. The managers in Battle Creek have indulged unchristian, unbrotherly feelings, even envy and jealousy, toward the Pacific publishing house. They have had a feverish desire to belittle that institution, and to bring it under their own jurisdiction, but the light that I have had for years is that these institutions must stand separate, each preserving its own individuality. A nearer relation than this will tend to the injury of both....

[159] I fear that the managers of the Pacific Press have accepted propositions without the careful and prayerful consideration which should have been given them. No proposition should be accepted, no matter from whence it may come, unless it is definitely stated in writing, and a copy given to the managers of each institution. Then let several of the leading men together bring the matter before the Lord; spread out the writing before Him, and with earnest prayer seek for clear discernment and sharp discrimination to decide whether the plans proposed are for the glory of God and the good of both institutions.—[Manuscript 31, 1895](#). ([Selections from the Testimonies Setting forth Important Principles Relating to Our Work in General, 9, 10](#).)

Chapter 14—Commercial Versus Denominational Printing [160]

Witnessing Through Commercial Contacts—One of the means by which these [publishing] institutions are brought in contact with the world is found in commercial work. [SDA Publishing Houses accepted commercial printing contracts up until the time of the Review and Herald and Pacific Press Publishing Association fires in 1902 and 1906 respectively. The extra income thus provided assisted these publishing institutions in operating on a viable financial base. But the missionary motivation behind such operations was largely forgotten. When commercial work became nearly all-absorbing and the purpose served was largely monetary, God signified His displeasure in the disastrous fires that destroyed the church's two largest publishing houses. Commercial work stopped after these devastating fires. The policy regarding commercial work today is as follows: "It is recommended that publishing houses equip their institutions with the view of building up denominational printing and eliminating all commercial work."—*General Conference Publishing Department Policies*, 20.] A door is thus opened for the communication of the light of truth.

The workmen may think themselves doing only worldly business, when they are engaged in the very work that will call out questions in regard to the faith and principles they hold. If they are of the right spirit they will be able to speak words in season. If the light of heavenly truth and love is in them, it cannot but shine out. The very manner in which they conduct business will make manifest the working of divine principles. Of our workers, the artisans, as of one of old, it may be said: "I have filled him with the Spirit of God, in wisdom, and in understanding, and in knowledge, and in all manner of workmanship." [Exodus 31:3](#).—[Testimonies for the Church 7:161, 162](#). [161]

Commercial work should in no case become all-absorbing. The Lord would have the truth go forth as a lamp that is trimmed and

burning.... The commercial work should bring the believers in connection with the unbelievers, that the truth, by being lived, may be as seed sown, and its influence touch the ends of the earth.—[Letter 137, 1898](#).

Commercial Work Not to Stand First—In no case are the publishing institutions to be devoted chiefly to commercial work. When this work is given the first place, those connected with the publishing houses lose sight of the purpose for which they were established, and their work deteriorates.

There is danger that managers whose spiritual perception is perverted will enter into contracts to publish questionable matter merely for the sake of gain. As the result of taking in this work, the purpose for which the offices of publication were established is lost sight of, and the institutions are regarded very much as any other commercial enterprise would be. In this God is dishonored.

In some of our publishing houses the commercial work necessitates a constant increase of expensive machinery and other facilities. The outlay thus demanded is a heavy tax on the resources of the institution, and with a large amount of work there is required not only an increase of facilities, but a larger force of workers than can be properly disciplined.

It is claimed that the commercial work is a financial benefit to the office. But One of authority has made a correct estimate of the cost of this work at our leading publishing houses. He presented the true balance, showing that the loss exceeds the gain. He showed that this work causes the workers to be driven with a constant rush. In the atmosphere of hurry and bustle and worldliness, true piety and devotion wither.

[162] It is not necessary that the commercial work should be entirely divorced from the publishing houses, for this would close the door against rays of light that should be given to the world. And connection with outside parties need be no more detrimental to the workers than was Daniel's work as a statesman a perversion of his faith and principles. But whenever it is found to interfere with the spirituality of the institution, let the outside work be excluded. Build up the work that represents the truth. Let this always come first, and the commercial work second. Our mission is to give to the world the

message of warning and mercy.—[Testimonies for the Church 7:162, 163](#).

Sensible Prices and Fair Profits—In the effort to secure outside patronage in order to relieve the publishing houses from financial embarrassment, prices have been set so low that the work brings no profit. Those who flatter themselves that there is a gain have not kept strict account of every outgo. Do not cut down prices in order to secure a job. Take only such work as will give a fair profit.

At the same time there should be in our business deal no shadow of selfishness or overreaching. Let no one take advantage of any man's ignorance or necessity by charging exorbitant prices for work done or for goods sold. There will be strong temptation to diverge from the straight path; there will be innumerable arguments in favor of conforming to custom and adopting practices that are really dishonest. Some urge that in dealing with sharpers one must conform to custom; that, should he maintain strict integrity, he could not carry on business and secure a livelihood. Where is our faith in God? He owns us as His sons and daughters on condition that we come out from the world and be separate, and touch not the unclean thing. To His institutions as well as to individual Christians are addressed the words, "Seek ye first the kingdom of God, and His righteousness," and His promise is sure that all things needed for this life shall be added.—[Testimonies for the Church 7:163, 164](#).

Printing Demoralizing Literature—When our publishing houses do a large amount of commercial work, there is great danger that an objectionable class of literature will be brought in....

We have no permission from the Lord to engage either in the printing or in the sale of such publications; for they are the means of destroying many souls. I know of what I am writing, for this matter has been opened before me. Let not those who believe the message for this time engage in such work, thinking to make money. The Lord will put a blight upon the means thus obtained; He will scatter more than is gathered.

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There is another class of literature, more defiling than the leprosy, more deadly than the plagues of Egypt, against which our publishing houses need unceasingly to guard. In accepting commercial work, let them beware lest matters presenting the very science of Satan be admitted into our institutions. Let not works setting forth the

soul-destroying theories of hypnotism, spiritualism, Romanism, or other mysteries of iniquity find a place in our publishing houses....

The managers of our institutions need to realize that in accepting their position they become responsible for the mental food given to the workers while in the institution. They are responsible for the character of the matter that goes forth from our presses. They will be called to account for the influence exerted by the introduction of matter that would defile the institution, contaminate the workers, or mislead the world.—[Testimonies for the Church 7:164-167](#).

When Employees Should Refuse to Work—A responsibility rests not only upon the managers, but upon the employees. I have a word to say to the workers in every publishing house established among us: As you love and fear God, refuse to have anything to do with the knowledge against which God warned Adam. Let typesetters refuse to set a sentence of such matter. Let proofreaders refuse to read, pressmen to print, and binders to bind it. If asked to handle such matter, call for a meeting of the workers in the institution, that there may be an understanding as to what such things mean. Those in charge of the institution may urge that you are not responsible, that the managers must arrange these matters. But you are responsible—responsible for the use of your eyes, your hands, your mind. These are entrusted to you by God to be used for Him, not for the service of Satan.

[164] When matters containing errors that counteract the work of God are printed in our houses of publication, God holds accountable not only those who allow Satan to lay a trap for souls, but those who in any way cooperate in the work of temptation.

My brethren in responsible positions, beware that you do not harness your workers to the car of superstition and heresy. Let not the institutions ordained by God to send out life-giving truth be made an agency for the dissemination of soul-destroying error.

Let our publishing houses, from the least to the greatest, refuse to print a line of such pernicious matter. Let it be understood by all with whom we have to do that from all our institutions literature containing the science of Satan is excluded.

We are brought into connection with the world, not that we may be leavened with the world's falsehood, but that as God's agencies we

may leaven the world with His truth.—[Testimonies for the Church 7:167, 168](#). (See also [Testimonies for the Church 8:91-93](#).)

Calamity Predicted—I feel a terror of soul as I see to what a pass our publishing house has come. The presses in the Lord’s institution have been printing the soul-destroying theories of Romanism and other mysteries of iniquity. The office must be purged of this objectionable matter. I have a testimony from the Lord for those who have placed such matter in the hands of the workers. God holds you accountable for presenting to young men and young women the fruit of the forbidden tree of knowledge. Can it be possible that you have not a knowledge of the warnings given to the Pacific Press on this subject? Can it be possible that with a knowledge of these warnings you are going over the same ground, only doing much worse? It has often been repeated to you that angels of God are passing through every room in the office. What impression has this made on your minds?

You have given matter containing Satan’s sentiments into the hands of the workers, bringing his deceptive, polluting principles before their minds. The Lord looks upon this action on your part as helping Satan to prepare his snare to catch souls. God will not hold guiltless those who have done this thing. He has a controversy with the managers of the publishing house. I have been almost afraid to open the *Review*, fearing to see that God has cleansed the publishing house by fire.—[Testimonies for the Church 8:91](#).

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Unless there is a reformation, calamity will overtake the publishing house, and world will know the reason.—[Testimonies for the Church 8:96](#).

Commercialism Reproved at Mountain View—While at St. Helena, again and again it has been revealed to me that there was not a correct state of things at Mountain View; that there were present the very conditions that made it essential for the publishing work to be removed from Oakland. [The original West Coast Printing House in Oakland was established in 1874. Because of growing work and the problems created by the city environment, the publishing house was moved to Mountain View in 1904. The destructive fire of July 20, 1906, effectively settled the problem of commercial printing.] I saw that in the working out of human ideas and plans there was a disregarding of the light God had given in the past to correct existing

evils. There is danger that the experience of the past will be repeated. The men who are serving in the management of the work can just as surely swerve the work into lines of commercialism as in the past.

My Instructor said, "This in no case must be." They have had warnings in the past over and over again, for eighteen or twenty years, but have not fully heeded these warnings. There are those who have had no heart in the matter of moving out of Oakland, but have been opposing their resistance to the instructions that have been given; and their unbelief has strengthened with the spirit of opposition to the movement. The Lord's message was, "Out of the cities; break up the continual temptation to engage in commercial business, which has been such a great injury to the work." A failure to heed the messages given, and repeated for years, has been a decided injury to the souls of many.—[Manuscript 57, 1906](#).

[166] **Commercialism to Be Purged From Every Office**—All heaven is interested in the work in which we are engaged. We must do a solid, not a superficial, work. I am grieved when I see our printing offices doing so much commercial work, virtually saying to the world, "Bring your work to us; we will do it for you." We have more work for the Lord than we can possibly perform. There is much to be done that we will overlook unless we are baptized with the Holy Spirit. We desire that commercialism shall be purged from every office.—[Manuscript 73, 1906](#).

Our Publishing Houses Governed by Distinct Principles—If the Echo office was to mean no more to our people than a secular publishing house, if it was to be conducted on the same principles as were other business institutions, then it was not wise to invest so much means in establishing the office. It would have been less expense to hire our printing done by outside parties.—[Letter 23a, 1893](#).

Chapter 15—Divine Rebuke for Ignoring Counsel [167]

Introduction

One reason the fires were permitted was the proliferation and the overdevelopment of institutions in Battle Creek; and the failure of the church to reach out and establish new and viable centers of influence in many places. The payment of excessive wages to a select few was also displeasing to God.

Because of the weaknesses and shortcomings of institutional administration in Battle Creek and Mountain View, divine providence allowed these tragedies to occur.

The fires also revealed the fact that the institutions of the church belonged to God Himself, and He intended that divine authority should not be abrogated. The institutions must be operated according to the divine pattern of instruction if success was to be achieved.

Message after message of warning and counsel was sent to the leading workers pointing out the evils and the dangers. To Uriah Smith, editor of the Review, Ellen White wrote in January, 1898:

“Christ sorrows and weeps over our churches, over our institutions of learning, that have failed to meet the demand of God. He comes to investigate in Battle Creek, which has been moving in the same track as Jerusalem. The publishing house has been turned into desecrated shrines, into places of unholy merchandise and traffic. It has become a place where injustice and fraud have been carried on, where selfishness, malice, envy, and passion have been borne sway. Yet the men who have led into this working upon wrong principles are seemingly unconscious of their wrong course of action. When warnings and entreaties come to them, they say, Doth He not speak in parables? Words of warning and reproof have been treated as idle tales.”—[Letter 31, 1898](#).

“We have no permission from the Lord,” wrote Ellen White, “to engage either in the printing or in the sale of such publications; for they are the means of destroying many souls. I know of what I am [168]

writing, for this matter has been opened before me. Let not those who believe the message for this time engage in such work, thinking to make money.”—[Testimonies for the Church 7:166](#).

One reason the fires were permitted was the proliferation and the overdevelopment of institutions in Battle Creek; and the failure of the church to reach out and establish new and viable centers of influence in many places. The payment of excessive wages to a select few was also displeasing to God.

The two large publishing house fires were judgments sent because of the secularization of the Review and the Pacific Press by the overproduction of commercial printing, to say nothing of the large amount of objectionable literature published. Thus, the printing denominational literature was made secondary and spiritual influences and power waned. God and His great work in the earth had to wait while worldly business interests were put first.

About this time Ellen White made a most interesting observation, an observation showing an insight that God gave to her:

“Even the men who are endeavoring to exalt their own sentiments as wonderful science are astonished that men in positions of responsibility in our office of publication—a printing office set for the defense of the truth of God—have consented to print their books.”—[Manuscript 124, 1901](#).

In October of 1901 she wrote:

“In the Pacific Press an objectionable class of work has been taken in—novels and storybooks which absorb the minds of those who handled them, diverting their attention from the Word of God.... The introduction of this class of matter destroys the spirituality of the office.”—[Letter 140, 1901](#).

Also, the managers of the publishing houses failed to a large degree to train apprentices and workers for service in home and overseas plants, thus effectually depriving the Review and the Pacific Press of that missionary spirit that could have been engendered in these institutions.

Selfish schemes depriving authors of certain royalties and labeled as a “confederacy” were denounced by the Lord’s messenger.

[169] In this important section, the testimonies of Ellen White relating to the fires, their causes and the crises represented and brought on by these remarkable events are brought together for careful and

prayerful study. Fortunately the lessons taught by these experiences were not lost upon church leaders.

Trustees, Ellen G. White Estate.

* * * * *

A View of Threatening Dangers in 1890—I am alarmed at the outlook both for the sanitarium and the publishing house at Battle Creek and our institutions generally. A spirit has been manifesting itself, and strengthening year by year in the institutions, that is of an entirely different character from that which the Lord has revealed in His Word should characterize the physicians and workers connected with our health institutions, and the work of publishing. The idea is entertained that the physicians at the sanitarium and men in responsible positions in the publishing house are not under obligations to be controlled by self-denying, self-sacrificing principles of Christianity. But this idea has its origin in the councils of Satan. When physicians make manifest the fact that they think more of the wages they are to receive than of the work of the institution, they show that they are not men to be depended upon as unselfish, God-fearing servants of Christ, faithful in doing the work of the Master.—[Selected Messages 2:194](#).

Worldly Policies Steal Away Identity—It is conformity to the world that is causing our people to lose their bearings. The perversion of right principles has not been brought about suddenly. The angel of the Lord presented this matter to me in symbols. It seemed as if a thief were stealthily moving closer and still closer and gradually but surely stealing away the identity of God's work by leading our brethren to conform to worldly policies.

The mind of man has taken the place that rightfully belongs to God. Whatever position a man may hold, however exalted he may be, he should act as Christ would were He in his place. In every stroke of work that he performs, in his words, and in his character he should be Christlike.

Man is not to permit God's work to be carried on contrary to a plain "Thus saith the Lord." But it is becoming more and more customary for men to separate from God, thinking that it is their

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privilege to go forward in their own way and according to their own ideas.—[Manuscript 96, 1902.](#)

Prediction Regarding a Purging of Institutions—The Lord will work to purify His church. I tell you in truth, the Lord is about to turn and overturn in the institutions called by His name. Just how soon this refining process will begin I cannot say, but it will not be long deferred. He whose fan is in His hand will cleanse His temple of its moral defilement. He will thoroughly purge His floor.—[Letter 4, 1895.](#)

A Sword of Fire Over Battle Creek—Before the fire came which sweep away the Review and Herald factory I was in distress for many days.... I saw the representation of danger—a sword of fire turning this way and that way. I was in an agony of distress. The next news was that the Review and Herald building had been burned by fire, but that not one life had been lost. In this the Lord spoke mercy with judgment. The mercy of God was mingled with judgment to spare the lives of the workers, that they might do the work which they had neglected to do, and which it seemed impossible to make them see and understand.—[The General Conference Bulletin, April 6, 1903, p. 85.](#)

Cleansing From Commercial Work—Three nights before the Review office burned, I was in an agony that words cannot describe. I could not sleep. I walked the room, praying to God to have mercy upon His people. Then I seemed to be in the Review office with the men who have the management of the institution. I was trying to speak to them and thus to help them. One of authority arose and said, “You say, The temple of the Lord, the temple of the Lord are we; therefore, we have authority to do this thing and that thing and the other thing. But the word of God forbids many of the things that you propose to do.” At His first advent, Christ cleansed the Temple. Prior to His second advent He will again cleanse the temple. He was there cleansing the temple. Why? Because commercial work had been brought in, and God had been forgotten. With hurry here and hurry there and hurry somewhere else, there was no time to think of heaven. The principles of God’s law were presented, and I heard the question asked, “How much of the law have you obeyed?” Then the word was spoken, “God will cleanse and purify His temple in His displeasure.”

In the visions of the night I saw a sword of fire hung out over Battle Creek.

Brethren, God is in earnest with us. I want to tell you that if after the warnings given in these burnings the leaders of our people go right on, just as they have done in the past, exalting themselves, God will take the bodies next. Just as surely as He lives, He will speak to them in language that they cannot fail to understand.

God is watching us to see if we will humble ourselves before Him as little children. I speak these words now that we may come to Him in humility and contrition and find out what He requires of us.—[Manuscript 11, 1903](#).

A Fulfillment of Warnings—Today I received a letter from Elder Daniells [General Conference president] regarding the destruction of the Review office by fire. I feel very sad as I consider the great loss to the cause. I know that this must be a very trying time for the brethren in charge of the work and for the employees of the office. I am afflicted with all who are afflicted. But I was not surprised by the sad news, for in the visions of the night I have seen an angel standing with a sword as of fire stretched over Battle Creek. Once, in the daytime while my pen was in my hand, I lost consciousness, and it seemed as if this sword of flame were turning first in one direction and then in another. Disaster seemed to follow disaster [Seventh-day Adventist fires in Battle Creek destroyed not only the sanitarium building and the Review and Herald factory but also the Haskell orphan home. And there were other fires of less consequence. No more convincing disapproval of the status quo could have been provided by the Master Overseer of the work than these calamities.] because God was dishonored by the devising of men to exalt and glorify themselves....

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Some time ago the brethren at the Review office asked my counsel about the erection of another building. I then said that if those who were in favor of adding another building to the Review and Herald office had the future mapped out before them, if they could see what would be in Battle Creek, they would have no question about putting up another building there. God said: “My Word has been despised; and I will turn and overturn.”

At the General Conference, held in Battle Creek in 1901, the Lord gave His people evidence that He was calling for reformation.

Minds were convicted, and hearts were touched; but thorough work was not done. If stubborn hearts had then broken in penitence before God, there would have been seen one of the greatest manifestations of the power of God that has ever been seen. But God was not honored. The testimonies of His Spirit were not heeded. Men did not separate from the practices that were in decided opposition to the principles of truth and righteousness, which should ever be maintained in the Lord's work.

The messages to the church of Ephesus and to the church in Sardis have been often repeated to me by the One who gives me instruction for His people....

We are seeing the fulfillment of these warnings. Never have scriptures been more strictly fulfilled than these have been.—[Testimonies for the Church 8:97-99](#). (See also [Testimonies for the Church 8:91-93](#).)

Neglect a Cause for Review and Herald Fire—Since the last General Conference held in Battle Creek [in 1901], I have carried a very heavy burden, because I have keenly realized the great lack in the publishing plant there. For weeks I did not sleep past twelve o'clock. This was before the plant was burned. Light was given me that the spiritual blindness manifested by those connected with this institution was caused by their neglect to do a thorough work of confession and repentance, with contrition of soul seeking the Lord most earnestly. I was instructed that there was so manifest a disregard of the Word of God, given in the testimonies of His Holy Spirit, that the Lord would turn and overturn, visiting Battle Creek with His judgments.—[Letter 37, 1903](#). (See also [Testimonies for the Church 8:91-93](#).)

Failure to Prepare Missionary Workers—Again and again testimonies were given in regard to the principles that were coming in to leaven the publishing house. And yet, though the messages kept coming that men were working on principles which God could not accept, no decided change was made. The apprentices in the office were not given the advantages that they should have had. They were not being prepared to go as missionaries into various places, as they might be called. They were not being prepared to stand as God's representatives. The influence of the office was not what it should have been. God declared that this institution should be a sacred

place, that angels of God were walking up and down through it. The words of contradiction spoken in the office, and the general irritation shown, were condemned. He designed that it should be a school where workers should be trained to uphold the principles that God had ordained should ever be maintained by His people.—[Manuscript 20, 1903](#).

Further Revelations of God’s Displeasure?—I am well aware of the conditions existing in both the Review and Herald Publishing Company and the Sanitarium. I have received instruction as to why these large buildings were destroyed by fire. I am sure that unless the management of these institutions is conducted more after God’s order, there will be further revelations of God’s displeasure.—[Letter 182, 1903](#).

Heartsearching and Self-examination—The destruction of the Review and Herald building should not be passed over as something in which there is no meaning. Everyone connected with the office should ask himself: “Wherein do I deserve this lesson? Wherein have I walked contrary to a ‘Thus saith the Lord,’ that He should send this lesson to me? Have I heeded the warnings and reproofs that He has sent, or have I followed my own way?”

Let the heart-searching God reprove the erring, and let each one bow before Him in humility and contrition, casting aside all self-righteousness and self-importance, confessing and forsaking every sin, and asking God, in the name of the Redeemer, for pardon. God declares, “Him that cometh to me I will in no wise cast out” ([John 6:37](#)); and those who in sincerity present themselves before Him will be pardoned and justified, and will receive power to become the sons of God.

I pray that those who have resisted light and evidence, refusing to listen to God’s warnings, will see in the destruction of the Review and Herald office an appeal to them to turn to God with full purpose of heart. Will they not realize that God is in earnest with them? He is not seeking to destroy life, but to save life. In the recent destruction the lives of the workers were graciously preserved, that all might have an opportunity to see that God was correcting them by a message coming not from a human source, but from above. God’s people have departed from Him; they have not followed His instruction, and He has come near them in correction; but He has not

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brought extinction of life. Not one soul has been taken by death. All have been left alive to recognize the Power that no man can gainsay.

Let us praise the Lord that the lives of His children have been so precious in His sight. He might have cut off the workers in their heedlessness and self-sufficiency. But, no! He says: "They shall have another chance. I will let the fire speak to them and will see if they will counterwork the action of My providence. I will try them as by fire to see if they will learn the lesson that I desire to teach them."—[Testimonies for the Church 8:101-103](#).

Perils of Leaders Who Exalt Their Own Will—I am instructed that those who follow on in a wrong course, regardless of the lessons taught by the burning of the Sanitarium and the Review and Herald office, are revealing the stubbornness of Pharaoh. They are refusing to be admonished by the judgments of Heaven, and are pressing on without realizing that these things call them to search their hearts closely and humble themselves before God. Unless they repent, the Lord will surely repeat His judgments, as He repeated them to the king of Egypt. God bears long with the [175] perversity of men. He sends them decided reproofs and clear light, but if they will not receive the warnings of God, if they persist in following their own will, their own impulses, the Lord will send His judgments and will not pardon their persistent determination to be like the people of the world....

I am sorry, so sorry that men will be willfully obstinate, as was Pharaoh the king of Egypt and Nebuchadnezzar the king of Babylon; but so it is. Let all be warned by the messages sent from heaven that when any man shall exalt his own ways and his own judgment as supreme, he will come under Satan's jurisdiction and will be led blindfold by him until his spirit and his methods will conform to the archdeceiver, little by little, until his whole mind is under the influence of the spell. The serpent keeps its eye fixed upon a man, to charm him, until he has no power to go from the snare.—[Manuscript 122, 1905](#).

What Lesson Is God Teaching Us?—We must learn the meaning of the destruction of two of our largest institutions. We cannot afford to look with indifference on these things. What lesson is God teaching us? Is He not trying to show us the need of closely examining ourselves, that we may see whether we be in the faith or

not? Is He not trying to lead us to give more thought to the subject of the time in which we are living? The signs of the times fulfilling all around us show us that the end of all things is at hand. Intense earnestness should take possession of us. Our slumbering energies should be aroused by persevering effort. Consecrated workers should go forth into the field and move understandingly forward, clearing the King's highway, obtaining victories in new places.—[Letter 43, 1903](#).

Past Experiences Prepare for Future—Again and again I have been shown that the past experiences of God's people are not to be counted as dead facts. We are not to treat the record of these experiences as we would treat a last year's almanac. The record is to be kept in mind, for history will repeat itself. The darkness of the mysteries of the night is to be illuminated with the light of heaven....

In the future, Satan's superstitions will assume new forms. False theories, clothed with garments of light, will be presented to God's people. Thus Satan will try to deceive if possible the very elect. Our watchword is to be, "To the law and to the testimony: if they speak not according to this word, it is because there is no light in them" ([Isaiah 8:20](#)).—[Letter 238, 1903](#).

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Warning Not to Rebuild in Battle Creek—Yesterday morning we heard that the Review and Herald publishing building has been burned to the ground. How sad this is! The financial loss that the fire will be to the cause, we do not yet know. I hear that nothing was saved.

This disaster may make a decided change in affairs. I hope that our brethren will heed the lesson that God is trying to teach them, and that they will not rebuild the publishing house in Battle Creek. God means that we shall not locate in the cities, for there are very stormy times before us.—[Letter 2, 1903](#).

Scattering From Battle Creek Spreads the Light—In the calamities that have befallen our institutions in Battle Creek, we have had an admonition from God. Let us not pass this admonition carelessly by without trying to understand its meaning. There are those who will say, "Of course the Review office must be rebuilt in Battle Creek." Why did the Lord permit Jerusalem to be destroyed by fire the first time? Why did He permit His people to be overcome by their enemies and carried into heathen lands? It was because they

had failed to be His missionaries, and had built walls of division between themselves and the people around them. The Lord scattered them, that the knowledge of His truth might be carried to the world. If they were loyal and true and submissive, God would bring them again into their own land.—[Manuscript 22, 1903](#).

[177] The Lord instructed me that unless the people did respond to the words of admonition sent them, He would surely scatter them from Battle Creek. Again and again I have been shown that the Lord would turn and overturn in Battle Creek.... The Lord told me that I must present these warnings to His people in other parts of the world who had not heard them and who, as they met in conferences and councils at Battle Creek, were ignorant of the light that has been sent regarding the need of getting out of Battle Creek.—[Letter 126, 1903](#).

Problem of Centralization Solved by Fire—Elder Daniells and Elder Prescott have made some mistakes in their religious experience, as other men have; but they never defied the Spirit of God and refused to be corrected. At one time it was supposed that the publishing interests should be centralized under the organization in Battle Creek. I was in great distress in regard to this sentiment. I was weighed down as a cart beneath sheaves. But this difficulty was adjusted by the Lord's permitting the principal buildings of the Review and Herald Publishing House to be destroyed by fire....

Brethren Daniells and Prescott placed themselves in line to do the very work the Lord assigned them in moving the publishing work from the Battle Creek to Washington, D.C. The Lord has greatly blessed them in every step they have taken in accordance with the light He has given them. His signature has been upon their work, and He will be with them still if they will continue to look steadfastly to Him as their teacher and their example. If they turn aside, as did Solomon, to work contrary to God's designs, then the Lord cannot cooperate with them.—[Manuscript 58, 1904](#).

Eyes Off Ruins and Lack of Means—Judge H makes a very discouraging representation of the financial standing of the Review and Herald Publishing Company. If the case is indeed as he represents it, we have enough to feel sad about. But I am not going to be sad. I am determined to be cheerful. I was shown some things before the Review and Herald fire, and I am not going to take the burden

now. Let us not keep our eyes fixed on the ruins of a condemned office. We shall get no inspiration from such a sight.

My brother, I do not want you to worry about finances. The Lord knows what we need.—[Letter 134, 1903](#).

Calamities in San Francisco and Mountain View—I am instructed to say to laborers in San Francisco and Oakland, and also in Mountain View: Let every worker remember that he is under most solemn obligation to labor in accordance with the Lord's plan. Let our brethren and sisters engaged in the Lord's work realize their great accountability to God at this time, in view of the special calamities that have come to San Francisco [earthquake and fire of April 18, 1906] and to the office in Mountain View. Let them consider and take heed. Let everyone engaged in the work examine his individual standing before God...

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To the [Pacific Press] workers in Mountain View I am bidden to say: Let everyone stand clear from the impenitence that brought destruction upon San Francisco. Be faithful in ridding your individual self of all the sins that marked the inhabitants of that doomed city. You need not try to forget that the judgments of God will soon fall upon all that are ungodly. None will then have the opportunity that you now have of gaining a preparation for the future, immortal life.—[Manuscript 85, 1906](#).

Calamity Not Always Retribution—When calamity comes, unless the Lord indicates plainly that this calamity is sent as a punishment of those who are departing from the word of His counsel; unless He reveals that it has come as a retribution for the sins of the workers, let every man refrain from criticism. Let us be careful not to reproach anyone.—[The Review and Herald, August 16, 1906](#).

Chapter 16—Relocating and Rebuilding

God’s Guidance in Relocation of the Review and Herald—

During the past night many things have been presented to me regarding our present dangers, and some things about our publishing work have been brought most distinctly to my mind.

As our brethren search for a location for the Review and Herald Publishing House, [Following the fire of December 30, 1902, which leveled the main building of the Review and Herald publishing plant, church leaders started a search for a new location outside of Battle Creek. They were led by God to Washington, D.C., where they located the Review and Herald publishing house in 1903. Funds necessary for this move were provided liberally by SDAs, although there was opposition to the move from Battle Creek by some local residents, including a few who were prominent in the work of the church. In [Letter 2, 1903](#), Ellen White wrote: “I hope that our brethren will heed the lesson that God is trying to teach them, and that they will not rebuild the publishing house in Battle Creek.”] they are earnestly to seek the Lord. They are to move with great caution, watchfulness, and prayer, and with a constant sense of their own weakness. We must not depend upon human judgment. We must seek for the wisdom that God gives.—[Letter 106, 1903](#).

Investments to Reestablish Review and Herald—When the publishing house is established away from Battle Creek, I shall do all in my power to build it up and to encourage those connected with it to carry forward the work of the Lord, exalting the principles of right higher and still higher....

Let us do what we can to set the publishing house on its feet again. Let our people everywhere show a liberal spirit. In past years our brethren throughout the field have done a noble work by lending their means to our publishing institutions. Let this good work continue. The time to help in the work is when earnest efforts are being made to put the work on a right basis....

Let no one endeavor to withdraw his stock from the Review and Herald. It would not be right to do this. The money that we invested in stock was the Lord's gift to us, and our gift to the institution. Shall we not now do a work that bears the approval of God? Let us bring the principles of the gospel into practice. Let your religion speak, saying, The money in the office of publication is a gift that I made to the institution, and I do not feel at liberty, now that disaster has come to the institution, to withdraw my gift. Wrongs have been done in the institution, but it is not my place to mete out punishment. The Lord has taken this matter into His own hands. I must do all that I can to place the institution on vantage ground.—[Manuscript 66, 1903](#).

A Printing Plant in the United States Capital—If there is any place in the world that should have the full rays of present truth, it is Washington, the city that is the very heart of this nation. Those who act a prominent part in framing laws for the nation should understand what is written in the law of God, which lies at the foundation of all right laws....

Our brethren in Washington have been favored in finding properties suitable to use in carrying on various lines of our work. This is a fulfillment of the light given me, that in different sections of the country we should be able to secure, at low prices, properties that could be utilized for our institutional work....

Our printing plant in Battle Creek is to be moved. In searching for a favorable place for this institution, let our brethren investigate the advantages that might be gained by a removal to Washington. Our publishing house should be situated where its influence will accomplish the most in the promulgation of truth. The Lord will guide us in the selection of a place for this institution. We will let Him work out His purposes. [181]

Above all other places, the capital of our nation should now have an opportunity to hear the message for this time. Satan is working there against Jehovah with all his might. I present this to you as a matter that is stirring me mightily. One thing is certain: we shall not be clear unless we at once do something in Washington to represent our work. I shall not be able to rest until I see the truth going forth from this place as a lamp that burneth.—[Letter 133, 1903](#).

From the light given me, I know that, for the present, the headquarters of the Review and Herald should be near Washington. If there is on our books and papers the imprint of Washington, D.C., it will be seen that we are not afraid to let our light shine. Let the publishing house be established near Washington. Thus we shall show that we are trying to do what God has bidden us do to proclaim the last message of mercy to a perishing world.—[Life Sketches of Ellen G. White, 394.](#)

In the city of Washington there is much to be done. I am thankful to God for the privilege of seeing the land that has been purchased for our institutional work in this place. The securing of this land was in the Lord's providence, and I praise God that our brethren had the faith to take this forward step. As I look over this city, I realize the magnitude of the work to be accomplished.

A good location for the printing office has been chosen within easy distance of the post office; and a site for a meetinghouse, also, has been found. It seems as if Takoma Park has been specially prepared for us, and that it has been waiting to be occupied by our institutions and their workers.

My hopes for this place are high. The country for miles and miles around Washington is to be worked from here. I am so thankful that our work is to be established in this place. Were Christ here upon the ground, He would say, "Lift up your eyes, and look on the fields: for they are white already to harvest." [John 4:35.](#)—[Life Sketches of Ellen G. White, 397.](#)

[182] **Memorials for the Lord in Washington**—Washington, D.C., the capital of our nation, has repeatedly been presented to me as a place in which there should be memorials ["The removal to Washington of work hitherto carried on in Battle Creek," wrote Mrs. White to those who had ventured to make the transfer, "is a step in the right direction. We are to continue to press into the regions beyond, where the people are in spiritual darkness." Those who had advanced by faith were richly rewarded; and as they labored on, they could see more and still more clearly the wisdom of the step they had taken. "As the months go by," wrote the editor of the *Review*, in a last-page note, bearing date of February 25, 1904, "we are able to see more clearly the meaning of the removal of the headquarters of our work to Washington, and to appreciate the opportunity offered here to

establish such memorials for the truth as will exert a wide influence in behalf of this message. From the instruction given through the spirit of prophecy, it is plain that each line of institutional work—publishing, educational, and medical—is to be established here in a representative way, and that a continuous evangelical effort is to be carried forward, so that at the capital of the nation and at the headquarters of our denominational work there may be a proper representation of this message as a missionary movement.”—[Life Sketches of Ellen G. White, 396.](#)] for the Lord. Many years ago I was shown that in this city the third angel’s message was to be proclaimed. With clearness and power the word was to sound forth, “The kingdom of God is at hand. Prepare to meet thy God.”—[Letter 126, 1903.](#)

Obey When the Lord Says, “Move”—The Lord has opened this matter to me decidedly. The publishing work that has been carried on in Battle Creek should for the present be carried on near Washington. If after a time the Lord says, Move away from Washington, we are to move. We are pilgrims and strangers in this earth, seeking a better country, even a heavenly. When the Lord tells us to move, we are to obey, however inconvenient and inconsistent such a command may seem to us to be.—[Letter 140, 1903.](#)

Counsels After Pacific Press Fire [Because it often interfered with the production of denominational publications, the large amount of commercial work being done at the Pacific Press created a growing problem. Eventually, in response to Ellen G. White’s counsel, the board voted in 1902 to reduce the volume of commercial work. Since by this time the city of Oakland had grown up around the plant, the board also took action to seek a rural site for a new plant. This decision resulted in the removal to Mountain View, 38 miles south of San Francisco, in 1904. Here, on a five-acre lot donated by the city, a two-story brick building was erected, only to be severely damaged by the San Francisco earthquake on April 18, 1906. A new building of wood construction was hastily built with the help of a \$20,000 loan from the General Conference, but this building was reduced to ashes on July 20 of the same year by a fire of unknown origin. Part of this loss was covered by insurance. The board decided to rebuild once more, and to do only denominational printing. Said C. H. Jones, “We have been admonished by the earthquake and

[183] the fire. Let us not need the wind, but listen to the still small voice pleading, ‘do My work only.’” This policy has been followed ever since.—SDAEN 1059.]—There is a work to be done now in Oakland and in San Francisco. Now is our golden opportunity to labor for these cities. Humble yourselves, pray much, and the Holy Spirit’s power will attend your labors. Our richest blessings will come to us as we see our need and walk humbly with God....

The loss in Mountain View has come as a test to the believers in present truth. Those who carry on the work of printing the truth, to be sent out broadcast, now need tangible evidence as to how the work for this time is regarded by God’s people. In the rebuilding of Pacific Press, money will be required. Let us remember that all we have is the Lord’s. Let us manifest faith and put into the Lord’s treasury that which is necessary, that this institution may be prepared to proclaim the truth in its purity.—[Letter 260, 1906](#).

Rebuilding and Witnessing in Mountain View—If it seems best that the office shall be rebuilt in Mountain View, then let everyone connected with the work here be a missionary, a blessing to those who know not the truth. “Ye are laborers together with God.” Think how tender Christ was with all who came to Him for help. If all will look, not at the faults of others, but at their own shortcomings, and see that they individually carry out the true principles of the law of God, our brethren and sisters will be a blessing to the community.

A solemn responsibility rests upon everyone to maintain a living connection with the God of truth. “Ye are,” Christ says, “the light of the world.... Let your light so shine before men, that they may see your good works, and glorify your Father which is in heaven” ([Matthew 5:14-16](#)).—[Manuscript 73, 1906](#).

Chapter 17—Establishing Publishing Houses in New Locations

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Plants in Many Places Throughout the World—He [the Lord] has declared that His means should be proportionately distributed, that the cities not only of America but of all the world might hear the message of warning. If plants had been made in many places, if the cities had been worked as God designed they should be, thousands of men and women would have been converted to the truth.—[Letter 126, 1903](#).

Publishing Houses as Outpost Centers—Repeatedly the Lord has instructed us that we are to work the cities from outpost centers. In these cities we are to have houses of worship, as memorials for God; but institutions for the publication of our literature, for the healing of the sick, and for the training of workers, are to be established outside the cities. Especially is it important that our youth be shielded from the temptations of city life.

It is in harmony with this instruction, that meeting-houses have been purchased and rededicated in Washington and in Nashville, while the publishing houses and the sanitariums at these centers have been established away from the congested heart of the cities, as outpost centers. This is the plan that has been followed in the removal of other publishing houses and sanitariums into the country, and that is now being followed in Great Britain with regard to the London publishing house and also the training school there. [Moved twenty miles from London to Stanborough Park, Watford, Hertfordshire, England, in 1906.] We are now given opportunity to advance in the opening providences of God by helping our brethren in these and many other important centers to establish the work on a firm basis, in order that it may be carried forward solidly.—[Selected Messages 2:358](#).

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No Large Business Firms in the Cities—God has sent warning after warning that our schools and publishing houses and sanitariums are to be established out of the city, in places where the youth may be

taught most effectively what is truth. Let no one attempt to use the Testimonies to vindicate the establishment of large business interests in the cities. Do not make of no effect the light that has been given upon this subject.

Men will arise speaking perverse things, to counterwork the very movements that the Lord is leading His servants to make. But it is time that men and women reasoned from cause to effect. It is too late, too late, to establish large business firms in the cities—too late to call young men and women from the country to the city. Conditions are arising in the cities that will make it very hard for those of our faith to remain in them. It would therefore be a great mistake to invest money in the establishment of business interests in the cities.—[Selected Messages 2:357](#). [Church-operated grade schools and church buildings may of necessity be erected in city environments according to the counsel given. (See [Child Guidance, 306](#).)]

Plants Near but Outside Large Cities—The movements made by many in Battle Creek to counterwork the effort to transfer the publishing house to another place as the Lord directed, will reveal their results. It will be seen what it means to work contrary to the purposes of God. But I have been shown that the results of this opposition will not be fully known until the books of heaven shall be opened and every man shall be judged according to the deeds done in the body.

[186] Again and again we have seen the results of working directly against the plan of God. We have seen how great a mistake it is for men to use their influence to turn aside the counsel of God in order to bring in human devising. Men have been held in Battle Creek who ought long ago to have been out in the fields that are destitute of workers. Shall I not judge for this thing? saith the Lord. Human wisdom has urged the advantage of remaining in Battle Creek, when the Lord had said, Go; make plants in various places near to but outside the large cities.—[Manuscript 76, 1905](#).

Not in a City, but in a Rural District—As our brethren search for a location for the Review and Herald publishing house, they are earnestly to seek the Lord. They are to move with great caution, watchfulness, and prayer, and with a constant sense of their own

weakness. We must not depend upon human judgment. We must seek for the wisdom that God gives....

In regard to establishing the institution in New York, I must say, Be guarded. I am not in favor of its being near New York. I cannot give all my reasons, but I am sure that any place within thirty miles of that city would be too near. Study the surroundings of other places. I am sure that the advantages of Washington, D.C., should be closely investigated. [In the year 1903 the Review and Herald Publishing Association was built on a piece of property next to the northern boundary of the District of Columbia, about five to six miles from the U.S. Capitol. The location was more rural than municipal and ideally adapted for our printing work.]

The workers connected with the publishing house must be closely guarded. Our young men and young women must not be placed where they will be in danger of being ensnared by Satan.

We should not establish this institution in a city, nor in the suburbs of a city. It should be established in a rural district, where it can be surrounded by land. In the arrangements made for its establishment, the climate must be considered. The institution should be placed where the atmosphere is most conducive to health. This point should be given an important place in our considerations, for wherever the office of publication is established, preparation must also be made to fit up a small sanitarium and to establish a small agricultural school. We must, therefore, find a place that has sufficient land for these purposes. We must not settle in a congested center.

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My brethren, open up the work intelligently. Let every point be carefully and prayerfully considered. After much prayer and frequent consultation together, act in accordance with the best judgment of all. Let each worker sustain the other. Do not fail or become discouraged. Keep your perceptive faculties keen and clear by learning constantly of Christ, the Teacher who cannot err.—[Life Sketches of Ellen G. White, 391, 392.](#)

Homes and Institutions in Rural Locations—Special light has been given me in regard to moving our publishing houses and sanitariums and schools out of the cities into places more favorable for their work, where those connected with them will not be exposed to all the temptations of city life. Especially should our schools be away from the cities. It is not for the spiritual good of the workers

in our institutions for them to be located in the cities, where the temptations of the enemy abound on every hand.

The instruction given regarding the removal of the publishing work from Battle Creek to some rural place near Washington, D.C., was clear and distinct, and I earnestly hope that this work may be hastened.

Instruction has also been given that the Pacific Press should be moved from Oakland. [The move to Mountain View, California, thirty-eight miles south of San Francisco, was made in 1904 (see SDAEN 1059.)] As the years have passed by, the city has grown and it is now necessary to establish the printing plant in some more rural place, where land can be secured for the homes of the employees. Those who are connected with our offices of publication should not be obliged to live in the crowded cities. They should have opportunity to obtain homes where they will be able to live without requiring high wages.—[Fundamentals of Christian Education](#), 492.

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Think Before Moving to Institutional Centers—Those who are necessarily situated near our institutions should be careful how they send out glowing reports of the place. Everywhere there are people who are restless and dissatisfied, and who long to go to some place where they think they will do better than in their present surroundings. They think that if they could be given work in connection with some one of our institutions, they would have a better chance to earn a living.

Those who are tempted to gather about our institutions should understand that it is skilled workers that are needed, and that heavy burdens fall upon all who are properly related to the work. Those who are connected with our institutions must be producers as well as consumers. To those who desire to change their location, and settle near one of our institutions, I would say: Do you think that in settling near an institution you will be able to get a living without perplexity or hard work? Have you counseled with the Lord in regard to this matter? Have you evidence that your desire for a change of location is free from selfish motives, and would be for the honor of God?....

Those who feel like settling close to our publishing house or our sanitarium and school at Takoma Park, should take counsel before they move.

To those who are looking toward Mountain View as a favorable place in which to live, because the Pacific Press is to be established there, I would say: Look to other parts of the world, which need the light that you have received in trust. Remember that God has given to every man his work. Choose some locality where you will have opportunity to let your light shine forth amid the moral darkness....

Let those who are thinking of settling at Mountain View remember that this is not wisdom unless they are called there to connect with the publishing work. The world is large; its needs are great. Go, make new centers in places where there is need of light. Do not crowd into one place, making the same mistake that has been made in Battle Creek. There are hundreds of places that need the light God has given you.—[Fundamentals of Christian Education, 493-495.](#)

Guiding Principles in Building Operations—When plans are laid to erect a building in one place, give careful consideration to other places that are in just as great need of money for the erection of needful buildings. Time is short, and while buildings must be erected, let this be done with due consideration for all parts of the Lord’s vineyard. Let the one who has charge of the building be a man of sound, sanctified mind, not one who, in his anxiety to erect a fine piece of architecture, will bring perplexity upon the work by expensive investment.

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God is not the author of confusion, but of order and progress. Let those who desire to advance His kingdom make haste slowly and build intelligently. Let no one rush on with a stumbling supposition that means must be invested to make a display. Thus saith the Lord: “Means must not be so expended, for it is at the expense of souls.”—[Testimonies for the Church 7:284.](#)

Never are we to rely upon worldly recognition and rank. Never are we, in the establishment of institutions, to try to compete with worldly institutions in size or splendor. We shall gain the victory, not by erecting massive buildings, in rivalry with our enemies, but by cherishing a Christlike spirit—a spirit of meekness and lowliness. Better far the cross and disappointed hopes, with eternal life at last, than to live with princes and forfeit heaven.

The Saviour of mankind was born of humble parentage, in a sin-cursed, wicked world. He was brought up in obscurity at Nazareth,

a small town in Galilee. He began His work in poverty and without worldly rank. Thus God introduced the gospel, in a way altogether different from the way in which many in our day deem it wise to proclaim the same gospel.

At the very beginning of the gospel dispensation He taught His church to rely, not on worldly rank and splendor, but on the power of faith and obedience. The favor of God is of greater value than gold and silver. The power of His Spirit is of inestimable worth.

[190] Thus saith the Lord: “Buildings will give character to My work only when those who erect them follow My instruction in regard to the establishment of institutions. Had those who have managed and sustained the work in the past always been controlled by pure, unselfish principles, there never would have been the selfish gathering of a large share of My means into one or two places. Institutions would have been established in many localities. The seeds of truth, sown in many more fields, would have sprung up and borne fruit to My glory.”—[Testimonies for the Church 7:100, 101](#).

Righteous Principles Versus Imposing Buildings—Large buildings can give no Christlike character to the work, be they ever so imposing. Correct principles maintained, a righteous character developed by those in Christ’s service, firm resistance against evil—these will do more to honor God than the finest buildings.—[Letter 4, 1896](#).

Large Buildings Piling Up in a Few Places—Already His judgments have begun to fall upon the inhabitants of the land. He can touch the largest so-called fireproof buildings, and in two or three hours they are as nothingness, burned to the ground.

We have before us a great work, the closing work of giving the last warning message to a sinful world. But what have we done in the world? Look, I beg of you, at the many, many places that have never even been entered. Behold the Southern field with its millions upon millions of souls. Who is interested in their salvation? Look at the large buildings that have been piled up in a few places. Witness the showing in Battle Creek and in a few other centers of our work. Consider the amount of time, the effort, the means, that have been expended in making a great showing in a few places. Look at our brethren and sisters treading over and over the same ground, while around them is a neglected world, lying in wickedness and

corruption, a world as yet unwarned! To me this is an awful picture. What appalling indifference we manifest to the needs of a perishing world!—[Manuscript 96, 1902](#).

Small Plants in the South and Other Places—It is not the Lord's plan to centralize largely in any one place. The time has passed when there should be any binding about of the work and confining it to a few places. There are small printing plants to be established and recognized in the South and in other places not yet designated.—[Letter 328, 1907](#).

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Publishing Work in Nashville—It was in accordance with God's purpose that the publishing work was started in Nashville. In the Southern field there is need of a printing office for the publication of the truth for this time, and especially for printing reading matter suitable for the different classes of people in this field. And there is no city in the South better suited than Nashville for the carrying forward of publishing work. The establishing of such an institution is an advance movement. If rightly managed, this institution will give character to the work in the South and to many souls will be the means of imparting a knowledge of the truth. The Nashville publishing house will still need to be assisted for a time by gifts and offerings.

Sanitarium work also has been begun in Nashville....

Slowly but surely the wheel of Providence is turning. We know not how soon our Lord will say: "It is done." His coming is drawing nigh. Soon our opportunities for work will be forever past. Only a little while longer shall we be permitted to labor. My brethren, will you not strive with earnest effort to establish memorials for God throughout the Southern States? Churches should be raised up; houses of worship should be built; small schools and sanitariums should be established; and the publishing interests should be strengthened.

The lines of work to be established in different places in the South will need men and women of wisdom and prayer, men and women who will carry the work forward from stage to stage soundly, intelligently—toiling, praying, working economically, as laborers of God's appointment. The situation calls for personal, untiring, united effort.

One brick upon another, and the
highest wall is made;
One flake upon another, and the
deepest snow is laid.—[Testimonies for the Church 7:233-235](#).

[192] **A Place of Access to Black Race**—As a people we should take a special interest in the work at Nashville. At the present time this city is a point of great importance in the Southern field. Our brethren selected Nashville as a center for work in the South because the Lord in His wisdom directed them there. It is a favorable place in which to make a beginning. Our workers will find it easier to labor in this city for the colored race than in many other cities of the South. In this city much interest is taken in the colored people by those not of our faith. In and near the city are large educational institutions for the colored people. The influence of these institutions has prepared the way for us to make this city a center for our work.

Into the institutions of learning at Nashville the truth is to find entrance. There are those in these institutions who are to be reached by the third angel's message. Everything that can be done to interest these teachers and students in the message of present truth should now be done, and it should be done in a wise and understanding manner. From the experienced teachers may be learned precious lessons regarding the best ways of helping the colored people.

The truth is also to be brought before those who have given of their means and influence for the benefit of the colored race. They have taken a noble stand for the uplifting of this people. They are to see a representation of our work that will be to them an object lesson. We are to do all we can to remove the prejudice that exists in their minds against our work. If the efforts we put forth are in accordance with God's will, many among them will be convicted and converted. The Lord causes light to shine on the pathway of those who are seeking for light.—[Testimonies for the Church 7:232, 233](#).

Light to Shine Forth From Nashville—Light will shine upon the workers in Nashville. From this center light will shine forth in the ministry of the Word, in the publication of books large and small. We have as yet merely touched the Southern field with the tips of

our fingers. “The earth shall be full of the knowledge of the Lord, as the waters cover the sea” ([Isaiah 11:9](#)). The same Voice that at the beginning said, “Let there be light,” in these last days declares that a knowledge of God’s Word shall not be confined merely to a few places. [193]

The laborers who have the missionary spirit will go forth as heralds of the morning. Christ, heaven’s Conqueror, is in the midst of you. From the experiences you are now passing through in the South, all may learn lessons. Truth and righteousness live and will continue to shine amidst the darkness of this degenerate age.

My brethren in Nashville, when any attempt is made to divert your minds from the work that the Lord has appointed you to do, let your voices ring out in accents clear and distinct. With unmistakable determination say: “I am doing a great work, and cannot come down. Why should this work cease, as it would if I were to leave it and come down to you?” Never, never, although surrounded by those who desire to quench the last spark of life that God is keeping alive, should you consent to any such proposal....

We are not to be under bondage to any man or confederacy of men. We need the guidance of the Holy Spirit. We have followed man’s wisdom long enough. And we can avoid the consequences of following this wisdom, if we choose to follow the Lord now, just now. We need a wisdom greater than the wisdom of man to strengthen the things that remain, that are ready to die.—[Letter 208, 1902](#).

Special Literature for the South—Special literature should be prepared expressly for the Southern field. Publishing is to be done in the South to prepare the style of books essential for this field. Talent is being and will continue to be developed that will be the means, through God, of bringing into the truth souls ready to die.—[Manuscript 24, 1891](#).

Let the Southern field have its own home-published books. Selected books from the Old and New Testaments can be published in separate volumes, with simple explanations and inexpensive illustrations. In addition to these books, there can also be published some illustrated books suitable for schoolchildren. These books will be a great help in the work in the South.—[Letter 162, 1902](#).

Solicit Donations From Wealthy Men—Nashville is to be [194]

made a center for the work. From this place will go forth an influence which will establish the work as the Lord may prepare the way in other places in the South. Let those who labor in the interests of the cause of God lay the necessities of the work in the South before the wealthy men of the world. Do this judiciously. Tell them what you are trying to do. Solicit donations from them. It is God's means which they have, means which should be used in enlightening the world.—[Manuscript 40, 1901](#). (See also [Evangelism, 88](#).)

Warning Against Debt—Patient continuance in well-doing—this is to be our motto. We are to put forth persevering effort, advancing step by step until the race is run, the victory gained.

When the publishing work at Nashville was started, it was the avowed purpose of the workers to keep out of debt; but in their desperate effort to make brick without straw, our brethren were led to depart from this purpose, and, as the result, the work has become involved in difficulty. But God's workmen at Nashville are not, because of this, to become discouraged. The work must not cease. Let all now seek most earnestly to avoid the mistakes of the past. Let them guard themselves as with a fence of barbed wire against the inclination to go into debt. Let them say firmly: "Henceforth we will advance no faster than the Lord shall indicate and the means in hand shall allow, even though the good work has to wait for a while. In beginning in new places, we will labor in narrow quarters, rather than involve the Lord's cause in debt."—[Testimonies for the Church 7:235, 236](#).

Never Amputate a Limb That May Be Saved [On Sunday morning, October 19, 1902, several church leaders met with Ellen White at her Elmshaven home in California to discuss the future of the fledgling publishing plant in the south. After looking at the operating statements and listening to the appeals of the brethren, Ellen White agreed with A. G. Daniells that the Southern Publishing House "had better be closed." But the following night the Lord gave her the vision of the operating room here quoted. (See A. G. Daniells, [The Abiding Gift of Prophecy, pp. 322-329](#).) That Ellen White recognized that some "limbs" might have to be amputated even after "everything possible" had been done to save them seems evident, however, for she wrote in 1898: "God help the managers of our schools never to allow the outgo to exceed the income, if the

school has to be closed.”—[Counsels On Stewardship, 271.](#)]—Last night I seemed to be in the operating room of a large hospital, to which people were being brought, and instruments were being prepared to cut off their limbs in a big hurry. One came in who seemed to have authority, and said to the physicians, “Is it necessary to bring these people into this room?” Looking pityingly at the sufferers, he said, “Never amputate a limb until everything possible has been done to restore it.” Examining the limbs which the physicians had been preparing to cut off, he said, “They may be saved. The first work is to use every available means to restore these limbs. What a fearful mistake it would be to amputate a limb that could be saved by patient care. Your conclusions have been too hastily drawn. Put these patients in the best rooms in the hospital, and give them the very best of care and treatment. Use every means in your power to save them from going through life in a crippled condition, their usefulness damaged for life.”

[195]

The sufferers were removed to a pleasant room, and faithful helpers cared for them under the speaker’s directions; and not a limb had to be sacrificed.—[Letter 162, 1902.](#)

A Publishing Work in Mexico—I am glad to hear Brother Jones [C. H. Jones, the manager of the Pacific Press for about fifty years.] speaking of Mexico. I am sure that God has a work to do in that field. It may be hard to see that much advancement is being made, but as in faith you sow the seeds of truth, you will reap a harvest. It is in God’s order that the work should be started in Mexico. Let this work advance. The Lord desires His people to reach out into new fields.... When doors are opened to us, God wants us to enter at once. Be prepared to improve the opportunity.—[Manuscript 81, 1901.](#)

Branch Office in Mexico [In July, 1980, the Pacific Press established a branch office in Montemorelos, Mexico.]—In reference to the establishment of a branch office in Mexico, I cannot see why this work should not be entered upon. I cannot see why, when we are the helping hand of God, when we have been given instruction in regard to the part the publishing work is to act in carrying the message of present truth, this opportunity should not be improved.

[196]

It is through the publication of our literature that light is to shine forth to many places. Our books and tracts and papers will go where

we cannot go. As these messengers are sent on their way, they will give their message. No one can enter into controversy with them, for they cannot answer back. They stand as dumb, but powerful witnesses for the truth.—[Manuscript 81, 1901](#).

Publishing Houses in Missionary Lands—At various points in missionary lands publishing houses must be established. To give character to the work, to be centers of effort and influence, to attract the attention of the people, to develop the talents and capabilities of the believers, to unify the new churches, and to second the efforts of the workers, giving them facilities for more ready communication with the churches and more rapid dissemination of the message—all these and many other considerations plead for the establishment of publishing centers in missionary fields.—[Testimonies for the Church 7:145](#).

Facilities for Printing at Mission Schools—There is much to be done in the way of establishing centers for our work in new fields. Missionary printing offices should be established in many places. In connection with our mission schools there should be facilities for printing and for training workers in this line. Where there are in training persons of various nationalities, speaking different languages, each should learn to print in his own tongue, also to translate into that tongue from the English. And while he is learning English, he should be teaching his language to such English-speaking students as may need to acquire it. Thus some of the foreign-born students might defray the expense of their education, and workers might be prepared to give valuable help in missionary enterprises.

[197]

In many cases the publishing work will have to be started on a small scale. It will have to contend with many difficulties and to be carried forward with few facilities. But none should be discouraged because of this. The world's way is to begin its work with pomp and show and boasting, but all will come to nought. God's way is to make the day of small things the beginning of the triumph of truth and righteousness. For this reason none need to be elated by a prosperous beginning or cast down by apparent feebleness. God is to His people riches and fullness and power as they look to the things that are not seen. To follow His direction is to choose the path of safety and true success. "This is the victory that overcometh the world, even our faith." [1 John 5:4](#).

Human power did not establish the work of God, neither can human power destroy it. To those who carry forward His work in face of difficulty and opposition, God will give the constant guidance and guardianship of His holy angels. His work on earth will never cease. The building of His spiritual temple will be carried forward until it shall stand complete, and the headstone shall be brought forth with shoutings: “Grace, grace unto it.”....

I have been instructed that wherever by self-sacrifice and urgent efforts facilities for the establishment and advancement of the cause have been provided, and the Lord has prospered the work, those in that place should give of their means to help His servants who have been sent to new fields. Wherever the work has been established on a good foundation, the believers should feel themselves under obligation to help those in need, by transferring even at great sacrifice, a portion or all of the means which in former years was invested in behalf of the work in their locality. Thus the Lord designs that His work shall increase. This is the law of restitution in right lines.—[Testimonies for the Church 7:169, 170](#). (See also [Testimonies for the Church 7:171, 172](#).)

Duty of Prosperous Institutions [The General Conference has established a program that provides financial assistance for expansion of equipment and facilities of overseas publishing houses unable to meet the demands of a growing business. These overseas houses and the divisions to which they belong are also encouraged to assist financially in expansion programs. See [General Conference Publishing Department Policies 42, 43](#).]—All heaven takes an interest, not only in the lands that are nigh and that need our help, but in the lands that are afar off. The heavenly beings are watching and waiting for human agencies to be deeply moved by the needs of their fellow workmen who are in perplexity and trial, in sorrow and distress.

[198]

When one of the Lord’s institutions falls into decay, the more prosperous institutions should work to the utmost of their ability in assisting the crippled institution, that the name of God be not dishonored. Whenever the managers of God’s institutions close their hearts to the necessities of sister institutions, and neglect to make every effort possible for their relief, selfishly saying, “Let them suffer,” God marks their cruelty, and the time will come when they

will have to pass through a similar experience of humiliation. But, my brethren, you do not mean to do this. I know that you do not.

Every facility we have in Europe for the advancement of the work is needed; every institution should stand in a healthy, flourishing condition before an ungodly world. Let not the angels of God who are ministering to those that bear the responsibilities see God's workers disheartened. Already the difficulties have increased by our delay, so that the work of restoration will now require greater labor and expense. In the name of the Lord we ask His people who have means to prove themselves faithful stewards. Repair the machinery so essential to carry forward the work of God, that His people shall not become discouraged and His work be left to languish....

There is need now of the help that all can bring. Seek to heal the breach that has been made. Do it cheerfully. Do it nobly. Come up to the help of the Lord, to the help of the Lord against the mighty. Redeem at once the institution that is in so great peril.

Let all who realize the nearness of the Lord's coming act their faith. When we see one of God's instrumentalities languishing, let those who have heart and soul in the work manifest their interest.

[199] Let those in responsible positions set a right example. Every noble Christian instinct should lead them to plan and work with far greater earnestness for the relief of the Lord's institution that they would for the saving of their own property. Let all try to do something. Look over your affairs, and see what you can do to cooperate with God in this work....

Men to whom God has entrusted capabilities and talents of means will be impressed by Him to take on the burden of responsibility, and help our Scandinavian brethren [in this case the Norwegian Publishing House].

The cause of God in Europe is not to become a stone of stumbling or a rock of offense to unbelievers. The institutions there are not to be closed or given into the hands of worldlings. Let the Lord's servants in Europe make every effort in their power to recover what has been lost, and the Lord will work with them. And I call upon our people in America to cooperate with their brethren in Europe. If all will act their part in His great plan, God's purpose will be accomplished. The difficulty will soon be in the past, no more to harass the cause of God.—[Testimonies for the Church 6:459-461](#).

Sustaining a Smaller Publishing House—[The following appeal, written November 20, 1900, relates to the financial embarrassment of our publishing work in Christiania, Norway. In 1899 word was received by the foreign mission board that the publishing house at Christiania had become involved in debt and was unable to meet its obligations, and that the institution was in danger of falling into the hands of its creditors. To relieve this embarrassment, financial assistance would be required to the amount of \$50,000. This the board could not furnish, and though our brethren in Norway continued to hold possession of the publishing house for more than a year after this, little was done for their relief. It seemed that the building must finally be given over to the creditors or be sold to raise funds for meeting the debt. Thus the institution built up by years of labor and sacrifice would be lost to the Lord's work. To prevent this great calamity the Lord spoke through His servant in the following earnest words of appeal, instruction, and encouragement.]

Our publishing house in Norway is in peril, and in the name of the Lord I appeal to our people in its behalf. All to whose hearts the cause of present truth is dear are called upon to help at this crisis. [200]

Those who love and serve God should feel the deepest interest in all that concerns the glory of His name. Who could see an institution where the truth has been magnified, where the Lord has so often revealed His presence, where instruction has been given by the messengers of God, where the truth has been sent forth in publications that have accomplished great good—who could bear to see such an institution pass into the hands of worldlings, to be used for common, worldly purposes? God would certainly be dishonored if His institution were allowed to fall into decay for want of the money which He has entrusted to His stewards. Should this take place, men would say that it was because the Lord was not able to prevent it.

These things mean much to our brethren and sisters in Scandinavia. They will be sorely tried if their facilities are cut off. Let us make an effort to prevent them from falling into depression and discouragement. Let there be a consecrated, united effort to lift the publishing house out of the difficulty into which it has fallen.

There are those who have little faith, who may try to discourage others and thus prevent them from taking part in this good work. It

needs only a discouraging word to rouse and strengthen selfishness in the soul. Do not listen to those who would tempt you. Waive the questions that will arise as to how the difficulty has come about. It may have been largely the result of mistakes that have been made; but let us not now devote time to criticism and complaint. Criticisms, complaints, and censure will not bring relief to our brethren in their perplexity and distress.

[201] God has called human agencies to be laborers together with Him in the work of salvation. He uses men encompassed with infirmities and liable to err. Then let us not censure those who have been so unfortunate as to make mistakes. Let us rather seek to be so transformed by the grace of God as to become compassionate, touched with human woe. This will cause joy in heaven; for in loving our fallen brother as God and Christ love us, we give evidence that we are partakers of Christ's attributes.

This is no time to criticize. That which is needed now is genuine sympathy and decided help. We should individually consider the necessities of our brethren. Let every breath devoted to this matter be used in speaking words that shall encourage. Let every power be employed in actions that shall lift.—[Testimonies for the Church 6:454-456](#). [The Norwegian publishing house still stands as a testimony to the sacrifices of the Scandinavian members and of the wide financial support of the entire world church that followed this appeal. In 1978, this publishing house was relocated in a beautiful new plant on the outskirts of Oslo. During a recent year “67,880 books, 350,000 tracts, and 731,400 periodicals were sold at a value of NKR. 4,089,867 (US \$682,000). A substantial group of full-time colporteurs has carried out door-to-door evangelism since 1882.”—SDAEN 981.]

All Are to Be One—The talents to be found among the English and Americans should be united with the talents of those of every other nationality. And each nationality should labor earnestly for every other nationality. There is but one Lord, one faith. Our effort should be to answer Christ's prayer for His disciples, that they should be one.

“Sanctify them through Thy truth: Thy word is truth. As Thou hast sent Me into the world, even so have I also sent them into the

world. And for their sakes I sanctify Myself, that they also might be sanctified through the truth.

“Neither pray I for these alone, but for them also which shall believe on Me through their word; that they all may be one; as Thou, Father, art in Me, and I in Thee, that they also may be one in Us: that the world may believe that Thou hast sent Me.” [John 17:17-21](#).

It should be understood that perfect unity among the laborers is necessary to the successful accomplishment of the work of God. In order to preserve peace, all must seek wisdom from the Great Teacher. Let all be careful how they introduce ambitious propositions that will create dissension.

We are to be subject one to another. No man, in himself, is a complete whole. Through submission of the mind and will to the Holy Spirit we are ever to be learners of the Great Teacher. [202]

Study the second chapter of Acts. In the early church the Spirit of God wrought mightily through those who were harmoniously united. On the Day of Pentecost they were all with one accord in one place.

We are to demonstrate to the world that men of every nationality are one in Christ Jesus. Then let us remove every barrier and come into unity in the service of the Master.—[Testimonies for the Church 9:195, 196](#).

**Section 4—The Output of the Publishing
House**

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Chapter 18—The Publication of Books by Ellen G. White

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What Shall Be Published?—The question of what shall be published at the office must be viewed in the light of the teachings of the Holy Scriptures. The Lord’s voice must be honored and obeyed. “The words that I speak unto you, they are spirit, and they are life.” The truth must not be placed in the background as it now is, for subjects of vast importance to the soul receive only a passing notice, while these objectionable things have the foreground. The workers overlook the great truths that would make them wise unto salvation. They do not see that daily they are to receive manna from the heavenly table, that they are to feed upon the Word of life, and so gain spiritual strength. They are now to store up, for the present and the future, supplies that will provide for the soul in times of emergency. They are to lay up in store the precious gold and silver and precious gems of the Word of God, jewels that will never perish.—[Letter 31, 1891](#). ([Selections from the Testimonies Setting forth Important Principles Relating to Our Work in General, 176, 177](#); [Special Testimonies Concerning the Work and Workers in the Pacific Press, 46, 47](#).)

Denominational Publishing Houses to Print Ellen G. White Books—I am fearful regarding any plan that would take the work out of the hands of our publishing houses, for this might lessen the confidence of our brethren in these important agencies for the dissemination of present truth.

[206]

I believe that in the selling of your books [S.N. Haskell] you want to do just what is right. I believe the Lord will guide you with His counsel. Regarding my books, I feel that I cannot take them into my own hands and thus weaken the work of the office of publication. It would not be wise for me to make a move that would look as if I did not have confidence in our leading publishing houses. We must do all things in a righteous way. We must not weaken the hearts and hands of those of whom we expect so much.—[Letter 70, 1907](#).

Avoid Injustices in Publishing Books—The dealing in regard to *The Gospel Primer* was unjust. Another book, *His Glorious Appearing*, was crowded in to kill the sale of the *Primer*. The way in which *The Gospel Primer* was handled has left a record on the books of heaven which those concerned in the matter will not be pleased to meet in the judgment. The young men who were handling the books did not understand the diplomacy and scheming, but some knowingly took part in these wrong practices, diverting from the Southern field a book specially prepared for that field. The profits from this book should have gone into that field. Not a penny should have been charged for the publication of the book for that field. This donation would have been small enough for the [Review] office to make to the Southern field....

Had the very book God appointed to stand in its lot and place [*The Great Controversy*] been handled as earnestly as *Bible Readings* men would have cooperated with the angels of God to make the very impression essential for that time. [*The Gospel Primer* was written by Edson White, self-supporting missionary to the Southern states. Book sales were meant to provide means for advancing the work among the blacks, but another book, *His Glorious Appearing*, was crowded in and the sale of *Gospel Primer* suffered. A similar situation existed when *The Great Controversy* lay helpless on the shelves of the Review and Herald publishing house while *Bible Readings* was promoted in the field. Ellen White protested this narrow and shortsighted policy.].... The light given was that *Thoughts on Daniel and the Revelation*, *Great Controversy*, and *Patriarchs and Prophets* would make their way. They contained 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.—Letter 43, 1899. (Selections from the Testimonies Setting forth Important Principles Relating to Our Work in General, 211-214; Special Instruction Regarding Royalties, 6-9.)

[207]

Blocking Publication of *The Great Controversy*—When you insisted that you were doing all in your power to bring *Great Controversy* [1888] and *Patriarchs and Prophets* [1890] before the people, I knew your statements to be untrue. M and you confederated together to uphold and sustain each other, and worked according to

your blindness of mind in using your influence to control the management of the books to make as high a show as possible in gathering means into the office. The Lord brought me into your council meetings. I was bidden to mark the influences at work to repress *Great Controversy* that resulted in its falling nearly dead from the press, as was the case also with *Patriarchs and Prophets*.

The most solemn promises were made to me by Brother N that if I would reduce the royalty on *Great Controversy* to ten cents, the Pacific Press would push the book with all their power. Yet in spite of these promises, *Bible Readings* was brought in, and, being sold cheap, hindered the sale of the books that God had commanded to be written, that the light of truth might be given to the world to prepare a people for the great day of God. Every appeal was made that I could make, but without effect. Stoutly and strangely was this unjust work carried forward. Brother N thought he did not do the right thing by me, but he must follow the lead of Battle Creek. At the conference at Minneapolis, in the autumn of 1888, M faithfully promised me that he would take hold of these works and push them the next spring. Did he do it? No, they were kept back decidedly, determinedly, and your voice did much to accomplish this; you discouraged their sale and exalted *Bible Readings*, and the influence of M was united with yours....

[208] The Pacific Press violated their solemn promise to me that if I would take ten cents' royalty, they would give wide sale to the book [*The Great Controversy*]. They would have reduced the royalty still more, but warnings were given me that I was encouraging a spirit of injustice, and that it was my duty to guard not only my individual rights but the rights of others....

What excuse did Brother N give for not keeping his word? He told me that it would not answer to push *The Great Controversy* and *Patriarchs and Prophets* while the men in the Review office stood in the position they did in reference to the matter, for they would be jealous of the Pacific Press. I said, "Judgment is turned away backward, and justice standeth afar off: for truth is fallen in the street, and equity cannot enter. Yea, truth faileth; and he that departeth from evil maketh himself a prey."—[Letter 15, 1895](#).

Refusal to Embarrass Publishing Houses—On making inquiries regarding the publication of *Early Writings*, I learn that

our offices at Mountain View and at Washington have just brought out and have in stock a large edition of this book, and that they are selling a paper-covered edition for thirty-five cents. Under such circumstances, therefore, it would seem unjust to them were we to endeavor to place on the market a smaller-sized book to be sold at a low price....

Now, Elder Haskell, I want you to understand that I appreciate your interest in the scattering of the truth through a wide sale of *Early Writings*. [S.N. Haskell encouraged Ellen White to have *Early Writings* published by a non-SDA publishing concern in order to secure a broad circulation. A contract was drawn up and a delegation brought it to her to sign. As she picked up the pen to sign, she paused and looked up, then said she couldn't sign. After the men left, W.C. White remonstrated with her because she was fully aware of the terms, but Sister White told him that when she looked up, as she was about to sign, she saw an angel standing behind the men shaking his head, "No."] I thank the Lord that I know you will not misunderstand me. I thank you for your kindly interest in my behalf. But I will closely watch and pray earnestly that the Lord will remove from me this pressure of debt without my taking a course that might seem unfair to the publishing houses. I know that your offer comes from the sincerity of your soul, and may the Lord bless you for your desire to help me, but I dare not venture to risk the consequences of the step you propose.—[Letter 106, 1908](#).

Language Simplified by Helpers—The articles that were simplified [by Fannie Bolton] on the childhood of Jesus were not satisfactory to me. The matter was diluted altogether too much, and the life and spirit did not appear.—[Letter 84, 1895](#).

[209]

Edson, you are at liberty to select from my writings the matter that is needed for the proposed simple tracts and booklets for the Southern field. We send you some articles on the child life of Jesus [a series of five Ellen G. White articles under the title of "Child Life of Jesus," which appeared in [The Youth's Instructor, November 21, 1895](#), to [January 2, 1896](#). Edson adapted material on the life of Christ received from his mother, Ellen White, and prepared the well-known book *Christ Our Saviour (The Story of Jesus)*, which first appeared in 1896, and is still available in English and a few non-English languages. The statements quoted above should not

be understood to be authorization by Ellen White to simplify all of her writings.] that may be a help to you. As you will see, they are in two styles. Sister Bolton, my copyist, has had little time for the preparation of the simple form, and you may be able, yourself, to simplify in a way that will suit you better. You are the one who can best prepare the matter you need, for you are acquainted with the Southern field. You will know how simple to make the truth so as to be understood, and what portions to select....

All that can be done should be done for the Southern field. As far as you can, obtain the cooperation of those at the head of the work, that they may not be tempted to think you are starting out on independent schemes.—[Letter 86, 1895](#).

Loans for Printing E.G. White Books—I now write to ask you if you will let me have the use of two thousand dollars to help me in bringing out books that the people need....

If I should fall in the conflict before the Lord's appearing, my sons would carry forward the work of circulating my books according to my plans. When the expense of issuing my books is lessened, the sales will soon pay up all my debts....

[210] We find it difficult to bring out all the books that we desire to, for we have not the means to pay for the work that must be done on them. But the Lord knows all about this, and He may move upon the heart of someone who can do so to help us in this time of need. It is hard to be delayed in this work, for we know that we have but a short time to labor, and we greatly desire to give the world the light we have received from the Lord. We shall do what we can in the preparation of the matter, and will ask the Lord to lay the burden upon those who can help us with their talent of means. Some have already lent me money. Upon this money I pay them 5 percent interest, and whenever they call for the return of the money, I send it to them.

My brother, will you help us in our efforts to get before the people of the world the message of warning that is to prepare a people to stand in the great day of test and trial?—[Letter 139, 1904](#).

Care Regarding Expense of New Editions—I am distressed for means with which to live and to pay my workers. [Ellen White received the salary of an ordained minister after her husband died in 1881. She also received royalty from the sale of her books, but

the cost of book plates and the wages paid to her office helpers were met from her royalty income.] I am seeking to follow the light given me not to become deeper involved in debt, but to do all I can to free myself from debt. And while we have not the capital to invest, I do not see how we can reset these books. It must not be done.

Even though these books do not sell as readily as they would if thoroughly revised, yet the resetting of them will place upon me a heavier burden than I am able to bear....

I might have consented to a considerable outlay of means had not the Lord instructed me that there would be dissatisfaction created, because a new edition would render the old editions unsalable. I want my every movement to be true to God and to maintain the principles of His law. I must love Him supremely, and my neighbor as myself....

Time is nearing its close. I want every transaction to show the marks of unselfishness.—[Letter 229, 1903](#).

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Chapter 19—Book Sales and Illustrations

Sale of Books and Periodicals Urged—Remind our people often of the work that may be done by the sale of our books and the distribution of tracts. Encourage them to sell the periodicals containing the message for this time. Our large books can be sold in Washington and other cities in the East if the canvassers will take up the work courageously.—[Letter 21, 1905](#).

Message Books to Be Translated Into All Languages—The books containing the reasons of our faith must be translated into all languages. This work must make more rapid progress than it has made.—[Letter 106, 1903](#).

The Stories of the Bible—Our heavenly Father, in giving His word, did not overlook the children. In all that men have written, where can be found anything that has such a hold upon the heart, anything so well adapted to awaken the interest of the little ones, as the stories of the Bible?

In these simple stories may be made plain the great principles of the law of God. Thus by illustrations best suited to the child's comprehension, parents and teachers may begin very early to fulfill the Lord's injunction concerning His precepts: "Thou shalt teach them diligently unto thy children, and shalt talk of them when thou sittest in thine house, and when thou walkest by the way, and when thou liest down, and when thou risest up." [Deuteronomy 6:7](#).

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The use of object lessons, blackboards, maps, and pictures, will be an aid in explaining these lessons, and fixing them in the memory. Parents and teachers should constantly seek for improved methods. The teaching of the Bible should have our freshest thought, our best methods, and our most earnest effort.—[Education, 185, 186](#).

Valuable Books, Not Many Storybooks—The small story-books that are being handled by our people—what are they? Many of them contain nothing of more value than can be obtained in any bookstore. We have books of great value, which should be recommended to the people; but it pains me to see our papers rec-

ommending and our people handling so many storybooks. These books may be excellent in some ways, but they do not contain the knowledge we should hunger and thirst to obtain in this period of the earth's history....

Let all the publications issued from our presses be of a character to give food to the soul. The Word of God is not half comprehended.—[Letter 75, 1900](#).

Duty to the Blind and Handicapped [With such inspired counsels as these in mind, the Christian Record Publishing Association was organized in Lincoln, Nebraska, to reach the blind with God's message of hope for these times. See p. 410.]—I have been shown some things in reference to our duty to the unfortunate which I feel it my duty to write at this time.

I saw that it is in the providence of God that widows and orphans, the blind, the deaf, the lame, and persons afflicted in a variety of ways, have been placed in close Christian relationship to His church; it is to prove His people and develop their true character. Angels of God are watching to see how we treat these persons who need our sympathy, love, and disinterested benevolence. This is God's test of our character. If we have the true religion of the Bible we shall feel that a debt of love, kindness, and interest is due to Christ in behalf of His brethren; and we can do no less than to show our gratitude for His immeasurable love to us while we were sinners unworthy of His grace, by having a deep interest and unselfish love for those who are our brethren and who are less fortunate than ourselves.—[Testimonies for the Church 3:511](#).

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Two Books on the Same Subject?—When a book comes from the press to fill a certain want in the world, the interests of that book must be guarded by the men who have received pay for publishing it, even if the matter contained in the book is not of sufficient importance to demand a large circulation without delay.

I have been shown some things that will be done in the future. One man will prepare a book for publication, and after it is in circulation, someone else will think that he can publish a book similar in appearance and covering nearly the same ground as the first book placed on the market. The writer of this second book will use different words, but will treat of the same subjects that are treated of in the other book. Thus two different books will be in existence when

one would have been all-sufficient. There will be instances when even before the author writes the book that he contemplates publishing, someone else will write on the very same subjects in order to forestall the one who has expressed his purpose to write on certain subjects. The second book published diminishes the sale of the first one, and he who takes advantage of his neighbor in this way does not treat him fairly. His book largely takes the place and the patronage of the first book in the field. He has worked contrary to the principles of righteousness, for he has robbed his neighbor.—[Manuscript 23, 1891](#).

Economy and Book Pricing—The Lord warns His instrumentalities in Battle Creek and upon the Pacific Coast to economize, economize. Your rivalry in book-making, in so many illustrations, is bringing expense upon the work. You are constantly planning to lower the prices of the books. This is a mistake. Once let down to a low figure, the book price will never recover. This is not the way to do. If you desire to place the work on a paying basis, do not lower the prices by special offers, which are called by my Instructor inducements, bribes. God does not want you to do this. These methods He does not approve. Devise means to create a fund by which books can be placed in families who do not and cannot obtain them for themselves.—[Letter 150, 1899](#).

If there are those who are deprived of the books because of the price charged, then let a contribution be taken up for the benefit of those who cannot buy for themselves. Our publishing houses themselves can help in this matter by making gifts for the benefit of those who, unaided, could not procure the books. Let us never, by word or act, cast the reflection upon our publishing houses that they are not reliable. A great principle is involved here.—[Letter 122, 1908](#).

Book Prices and Circulation—Some things of grave importance have not been receiving due attention at our offices of publication. Men in responsible positions should have worked up plans whereby our books could be circulated and not lie on the shelves, falling dead from the press. Our people are behind the times and are not following the opening providence of God.

Many of our publications have been thrown into the market at so low a figure that the profits are not sufficient to sustain the office and

keep good a fund for continual use. And those of our people who have no special burden of the various branches of the work at Battle Creek and Oakland do not become informed in regard to the wants of the cause and the capital required to keep the business moving. They do not understand the liability to losses and the expense every day occurring to such institutions. They seem to think that everything moves off without much care or outlay of means, and therefore they will urge the necessity of the lowest figures on our publications, thus leaving scarcely any margin. And after the prices have been reduced to almost ruinous figures, they manifest but a feeble interest in increasing the sales of the very books on which they have asked such low prices. The object gained, their burden ceases, when they ought to have an earnest interest and a real care to press the sale of the publications, thereby sowing the seeds of truth and bringing means into the offices to invest in other publications.

There has been a very great neglect of duty on the part of ministers in not interesting the churches in the localities where they labor, in regard to this matter. When once the prices of books are reduced, it is a very difficult matter to get them again upon a paying basis, as men of narrow minds will cry, Speculation, not discerning that no one man is benefited, and that God's instrumentalities must not be crippled for want of capital. Books that ought to be widely circulated are lying useless in our offices of publication because there is not interest enough manifested to get them circulated.—[Testimonies for the Church 4:388, 389](#).

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Book Making Must Be Simplified—Our book-making business must be simplified. Trust in God rather than go down to Egypt to consult idolaters.... Expensive books are not to be brought out so freely as they have been. There are books which are not worthy of the consideration given them.—[Manuscript 131, 1899](#).

Illustrations Choice Rather Than Numerous—I would not altogether condemn the use of pictures, but let fewer be used, and only such as are good illustrations of the subject. Bear in mind that illustrations should be choice rather than numerous.—[Letter 18, 1897](#).

Avoid Passion for Illustrations—I have been instructed that there would be a tendency on the part of some to strive for the supremacy in the matter of profusely illustrating books in which

there was but little reading. One would strive to excel the other, and a wrong condition of things would be brought about. The passion for illustrations coming in was causing jealousy and envy, threatening the success of the book business as a whole. Everything of this order must be bound about. If it had continued, spirituality would have died out, and the future of our book work would have been blighted.... There must not be in the book business the least contention or strife for the supremacy.—[Letter 75, 1900](#).

[216] I have been shown that the abundant picture making for our periodicals and books is growing into an unsanctified ambition, and the dangers of rivalry are increasing to an alarming extent. The books we are sending out to the world are costing too much. Extravagance in illustrations costs time and money and creates worries which can and should be avoided. The Lord would have us keep the eye single to the glory of God. This infatuation for so abundant illustrations is not in God's order; it is the pulse of the world, and this is beating strongly in God's people at the present time.—[Letter 147, 1899](#).

Certain Books to Be “Abundantly Illustrated”—Many lines of business will open up as the work is carried forward. There is much work to be done in the South, and in order to do this work the laborers must have suitable literature, books telling the truth in simple language, and abundantly illustrated. This kind of literature will be the most effective means of keeping the truth before the people. A sermon may be preached and soon forgotten, but a book remains.—[Life Sketches of Ellen G. White, 381, 382](#). (See [Life Sketches of Ellen G. White, 213, 214](#).)

Illustrations That Lead to Study—The Lord desires His people to move understandingly and intelligently. They are not to create large expenses, yet everything is to be done in perfect order. Our books should be bound with good, durable covers. The sewing should be firm and strong. This should always be. But care should be exercised in the matter of illustrating. Much money should not be invested in this line. When there are lessons in the pictures which lead to a study of the book itself, it is well; but when the pictures draw the attention from the truth contained in the book to themselves, the effort to help the book by illustrations is a failure.—[Letter 75, 1900](#).

Artwork to Do Justice to Subject—The cut in *Gospel Reader*, Moses viewing the Promised Land, does great injustice to the subject and great discredit to those who accepted it for the book. What sort of an impression will it make on the readers of the book? It is not in any sense a correct representation of Moses. It looks more like a picture of the great deceiver, Satan, after he had lost Paradise.

Page 52, same book, “The Ark Standing in the Midst of Jordan“: see the cherubim on either end of the ark. What a misrepresentation of the heavenly angels looking with reverence upon the mercy seat, the cover of the ark. A child might take the representation as a bird hunched up. But when the ark was removed from the sanctuary, the cherubim were never exposed to view. That sacred ark, which represented Jehovah amid His people, was always covered, that no curious eye might look upon it. Let it ever be covered.—[Letter 28a, 1897](#).

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Avoid Pictures of Cruel Persecution—Catholic pictures of persecution and burning should be kept out of our publications. It is enough to read of these wicked deeds without trying to bring them, in all their terrible details, before the eyes. When I was a child, Fox’s *Book of Martyrs* was given me to read. I saw the pictures representing various horrible acts of cruelty. I could scarcely eat or sleep. Day and night I was passing through the horrors, identifying myself with the suffering ones. I almost lost confidence in God because He allowed such things. It was a long time before I could overcome the impression made on my mind. Whenever the *Book of Martyrs*, or any other book of like illustrations, finds its way into my library, I hide it, that no child may be caused to suffer as I did. Such pictures do not increase faith.—[Letter 18, 1897](#).

Bible Pictures of Superior Quality—The dummy of *Thoughts From the Mount of Blessing*, with the illustrations, I received. The illustrations I could not possibly accept under any consideration. Some of them look as if prepared for a comic almanac....

Pictures to represent Bible scenes must be no cheap designs.... The knowledge which God imparts is not of a character to belittle our ideas of sacred things. The glory of God must be kept before the mind’s eye, not the cheap, earthly representations that imprint in the memory scenes which give a false conception of Christ and heavenly things. A proper illustration of Bible scenes requires talent

of a superior quality. With these cheap, common productions, the sacred lessons of the Bible disdain comparison....

[218] The work before us is great and cannot be done in any cheap style. I am at a loss to know just what to do with the books I am urged to write. May the Lord help me is my prayer. God forbid that we should please the devil by lowering the standard of eternal truth by using illustrations that men, women, and children will make sport of.—[Manuscript 23, 1896](#).

Author to See Illustrations Before Publication—Would it not be best to submit anything so important as illustrations to the writer before publishing?—[Letter 102a, 1896](#).

Costly Illustrations and Long Delays—Our books are being filled with expensive pictures, and this makes them too costly to give away, and too costly for those persons to buy who need them most. The matter of illustrating is being carried to extremes. The extra money put into the cover of a book, or into pictures, will not convert the soul to the truths that are contained in the book. That so much space should be occupied with pictures is not in the order of God. There have been long delays in the publication of our works waiting for illustrations—delays that could be ill afforded and which have kept from the people the truths which they should have had.—[Manuscript 131, 1899](#).

Too Many Illustrations in *The Desire of Ages* [The first subscription edition of *The Desire of Ages*, published in 1898, the year before the above testimony was written, was lavishly illustrated and its purchase beyond the pocketbook of the average man. It was Ellen White's intention that *The Desire of Ages* should be placed in every home. And this could not be when the price of the book was so high.]—It is too late, altogether too late, to depend upon the expensive covers of a book, or its abundant illustrations, for its sale. It is enough, without any explanation, to say that God has not inspired this enthusiasm regarding illustrations. Had I the *Desire of Ages* to publish now, the showing would be entirely different. The books that the people need should be issued free from all display. The saving of the thousands of dollars expended in illustrations would make it possible for the books to be sold at a price that would enable many to obtain them. The Lord has not inspired this enthusiasm.—[Letter 133, 1899](#).

Good Illustrations No Detriment—Do not read in public the letters I have written in regard to the illustrations of *The Desire of Ages*. There are minds that cannot comprehend the matter, and they think the book is condemned because [it is] profusely illustrated. Satan takes any word of which he can make a handle and so presents it before minds that they come to strange conclusions. [219]

The matter, as opened before me, was that there was a fervor, an enthusiasm, among authors to seek to excel one another in the appearance made by their books.

I ask you to be guarded in this matter. The Lord would have *The Desire of Ages* do its work. The illustrations will be no detriment to the book, but an advantage in its sale. The investment of so large an amount of money in illustrations was not essential, but that should not in any way hinder the canvassers from handling the book. Canvassers generally have much to say in favor of illustrations. Now, because cautions and warnings are given to prevent the coming in of an evil which no one suspected, some may refuse to handle *The Desire of Ages*.—[Letter 76, 1900](#).

Pictures Upon the Mind's Eye—An extravagant outlay of means has been made for illustrations. Thousands of dollars have been expended which has not tended to glorify God. A large number of illustrations in a book will cause some persons to purchase it who would otherwise not take it; but the benefit derived is not equal to the disadvantages. God can make pictures upon the mind's eye more beautiful and correct than can be made by the greatest artist who has ever presented to the world a representation of heavenly things.—[Letter 137, 1899](#).

Artists Cannot Truly Represent Christ—The artist may do his best to represent the things his eyes have never seen, but his representations are so far beneath the reality that I am pained as I behold them. Neither God nor heaven nor Christ, who is the image of the Father, can be truly represented by the art of man. If the Lord had thought it advisable to represent Christ in this way, His person would have been described in the writings of the apostle. [220]

In the words of the disciple John, Christ is presented before us: [[John 1:1-14](#) quoted].

Christ is to be all and in all to the believer. There must be none of self, and all of Christ, whose we are by creation and by redemption.

The Holy Spirit takes the most attractive excellencies of the One who is altogether lovely, and presents them in such a way as to engage the attention and receive the best attention of the renewed heart. God designs that the Holy Spirit shall keep before the mind's eye scenes that will attract and absorb all there is of the newborn soul. We need not any external representations of the person of Christ. The imagination must take in the only begotten of the Father, "full of grace and truth," the One altogether lovely and the chiefest among ten thousand.—[Manuscript 131, 1899](#).

Chapter 20—Periodicals and their Circulation

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Presenting the Truth Through Our Periodicals—Blessed, soul-saving Bible truths are published in our papers. There are many who can help in the work of selling our periodicals....

We have been asleep, as it were, regarding the work that may be accomplished by the circulation of well-prepared literature. Let us now, by the wise use of periodicals and books, preach the word with determined energy, that the world may understand the message that Christ gave to John on the Isle of Patmos. Let every human intelligence who professes the name of Christ testify, The end of all things is at hand; prepare to meet thy God.—[Colporteur Ministry](#), 145.

Truths We Hold Essential Needed for Review—Special efforts are being made in the trial volume of the *Review* [a series of missionary issues of the *Review* in which appeared articles providing instruction in the faith of SDAs.] to present our faith in a condensed form before its readers. Every number of the paper going to so many people should correctly represent our faith. Articles are needed that will place before the readers a comprehensive view of our position. The different points of faith are to be clearly defined.

The publication of this trial volume is an important enterprise. The most should be made of the opportunity to awaken in the minds of the readers of the *Review* an interest in the truths we hold essential and sacred. Many numbers of the trial volume have been published. There are not many more to be issued. Soon the golden opportunity to present important truths at the right time will have passed. The most should be made of this opportunity. Articles right to the point should be published, clearly and correctly defining our position. Impressions, either favorable or unfavorable, are being made upon the readers. How anxious all should be who contribute to the *Review* to have every article interesting and right to the point....

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We see with pain some of the columns of the *Review* filled with common matter that may be found in almost any religious paper....

We need just now articles from the pens of our most experienced brethren, the best articles that they can produce. If enough of these articles are sent in for publication, there will be less room for common articles, which do not give any instruction regarding our faith.... Deep, studied articles, which require considerable time for preparation, will be too late for the present need.—[Manuscript 24, 1903](#).

Literature to Oppose Sunday Laws—I do hope that the trumpet will give a certain sound in regard to this Sunday-law movement. I think that it would be best if in our papers the subject of the perpetuity of the law of God were made a specialty....

The truth should be presented in short articles, in clear, distinct lines, giving special points in regard to the Lord's Sabbath, and showing that those who frame laws to compel the observance of the first day of the week are disloyal to the Lord of heaven, who placed His sanctity upon the seventh day. Are we doing all we can to exalt the law of Jehovah?—[Letter 58, 1906](#).

[223] **Spiritual Food Not Daily News**—The Lord has not laid the burden upon any to elevate, praise, and exalt men and women, even though their work may have been to turn the attention of the people to things of highest importance, to the things that concern the salvation of the soul; and shall our time and space be given to glorifying those who have been at work to raise false issues? The Lord has given to every man his work, and to those whom He has placed in positions of responsibility, either in writing or in speaking, He says, "Your work is to preach the Word."

The work of keeping before the people the common things transpiring around us, the news of the day, is not the work of present truth. Our work is to fill every page of printed matter with spiritual food. What is the chaff to the wheat? All these common things are very cheap, and often are but stale food to those who are starving for the heavenly manna.—[Manuscript 95, 1898](#).

Avoid Exaltation of Human Beings—In the night season I was earnestly addressing those who are bearing the responsibilities of editors and contributors of our periodicals. The Lord gave me a message for them....

If those in charge of our periodicals have no more judgment than to fill the publications with the exaltations of human beings, then

let them seek wisdom from God. Your spiritual eyesight needs the heavenly anointing.... In pouring forth an overflow of praise of one whom you do not know, who has not accepted a “Thus saith the Lord” in keeping His commandments, they place themselves where, in the crisis coming upon us, they will have defective discernment as they shall see the good things done by those who will seek to deceive, who will claim to be Christ and prophets sent of God....

Those who use their pen and voice to give such praise to human beings need to have clearer discernment....

This is a time when every sentence written should mean something definite, should be true, sincere. Not a scratch of the pen should be made in order to become popular or to vindicate that which God condemns.—[Letter 60, 1898](#).

It is not the business of any of God’s stewards to extol any human being, be he living or dead. God has given us no such message to bear. Let all who by pen or voice are brought before the public be sifted of all inclination to laud any human being, for in doing this work they are entirely out of their boundary.—[Manuscript 95, 1898](#). [224]

Danger in Changing Sacred Principles—There are men in positions of trust who have not had an experience in the leading out of this work, and these men should walk with humility and caution. In the night season I was present in several councils, and there I heard words repeated by influential men to the effect that if the *American Sentinel* [religious liberty publication that was suspended in 1904 and then superseded by *Liberty* in 1906. See [Life Sketches of Ellen G. White, 309-330](#).] would drop the words “Seventh-day Adventist” from its columns and would say nothing about the Sabbath, the great men of the world would patronize it; it would become popular and do a larger work. This looked very pleasing. These men could not see why we could not affiliate with unbelievers and nonprofessors to make the *American Sentinel* a great success. I saw their countenances brighten, and they began to work on a policy to make the *Sentinel* a popular success.

This policy is the first step in a succession of wrong steps. The principles which have been advocated in the *American Sentinel* are the very sum and substance of the advocacy of the Sabbath, and when men begin to talk of changing these principles, they are doing a work which it does not belong to them to do. Like Uzzah, they are

attempting to steady the ark which belongs to God, and is under His special supervision.—[Manuscript 29, 1890](#).

Waste of Time to Combat Sophistries—I am instructed that we are not to enter into any controversy over the spiritualistic representations that are fast coming in from every quarter. Further than this, I am to give those in charge of our papers instruction not to publish in the columns of the *Review and Herald*, the *Signs of the Times*, or any other papers published by Seventh-day Adventists, articles attempting to explain these sophistries. We are in danger whenever we discuss the sophistries of the enemy. The publication of articles dealing with these sophistries is a snare for souls. Let these theories alone, and warn all not to read them. Your explanations will amount to nothing. Let the theories alone. Do not try to show the inconsistency or fallacy of them. Let them alone.

Do not perpetuate evil by talking of these theories in sermons, or by publishing in our papers articles regarding them. The Lord says, Let them be unexplained. Present the affirmative of truth plainly, clearly, and decidedly. You cannot afford to study or combat these false theories. Present the truth, It is written. The time spent in dealing with these fallacies is so much time lost.—[Manuscript 20, 1906](#).

Preparing Articles a Solemn Work [See *Counsels to Writers and Editors* for expanded treatment of this and related subjects.]—I would appeal to those who are responsible for the articles that are to be inserted in the columns of the *Review and Herald*. I would urge them to be men of caution, to be men whose spiritual eyes are anointed with holy eyesalve, that they may discern clearly what will be for the advancement, not the detriment, of the cause. If they do not walk and commune with God, let them give place to others who will walk firmly and fearfully before God in the solemn work of preparing matter for publication, which should be as meat in due season to the household of God.

Let them remember that the sentiments which appear in the *Review* are as if they were proclaimed upon the housetop. The matter contained in the paper is to strengthen the hands of the workers, and to teach them how to fight the good fight courageously....

Our enemies will make the very most of every unguarded suggestion, and will turn these statements against those who are doing

all in their power to remove the prejudice that exists against us as a people.—[Manuscript 27, 1894](#).

Long Articles Hurt the Papers—Let those who contribute to the *Southern Watchman* do their best. And let the editors of the *Review*, the *Signs*, and the *Watchman* remember that long articles hurt their papers. Let the articles be short, and let them be full of moisture and nourishment.—[Letter 351, 1904](#).

Short, Spiritual Articles—I wish to ask you [Elder S. N. Haskell] to be sure and keep your articles in the *Watchman* constantly. Elder R's articles are long, and unless he changes, he will kill the circulation of the *Watchman*. There should be short, spiritual articles in the *Watchman*.... I cannot give my consent to have one man's signature to so many long articles.... There is need of deeper spirituality in the articles published in the *Watchman* if the interest in the paper is to be kept up.—[Letter 78, 1906](#).

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Great Need for Health Journals—The people are in sad need of the light shining from the pages of our health and temperance journals. God desires to use these journals as mediums through which flashes of light shall arrest the attention of the people, and cause them to heed the warning of the message of the third angel....

Ministers can and should do much to urge the circulation of the health journals. Every member of the church should work as earnestly for these journals as for our other periodicals. There should be no friction between the two....

The circulation of the health journals will be a powerful agency in preparing the people to accept those special truths that are to fit them for the soon coming of the Son of man....

Health reform will reach a class and has reached a class that otherwise would never have been reached by the truth. There is a great necessity for labor being put forth to help the people, believers and unbelievers, at the present time by health talks, and health publications. I cannot see why the health books should not have a permanent place as well as the other publications notwithstanding human prejudices to the contrary.—[Colporteur Ministry, 134](#).

Simple Articles in Health Journals—The minds of our California people are not advanced far enough in health reform to receive the most good from *Good Health*. [*Good Health* and *Health Reformer* were two early denominational health journals. See SDAEN

[227] 573. Today *Your Life and Health* has taken the field.] The crib is placed too high. You can, with the counsel of S and Dr. W, prepare articles that are already in print that are simple, yet full of knowledge, by perusing the back numbers of *Health Reformer*. I would today that the *Good Health* were more after the same order, for I think there is more simplicity and good religion in the *Reformer*, and matter that will benefit all classes and minds, than that contained in *Good Health* as a whole.

We want that *Good Health* shall be circulated, and we want to shape our work and our efforts to reach the people where they are, much in the same way Christ worked in simplicity, that the uninformed may be reached and the highest minds may be benefited also. There is danger of burying the truth so deep in science that the common minds for whom we labor and who will compose the members of our churches will fail to see it and appreciate it. We want the truth as it is in Jesus. We want to meet the wants of our people.—[Letter 34, 1887](#).

Light to Shine in Leaflets and Tracts—Let all be fully prepared to disseminate the light by word and by pamphlet. There should be hundreds of little tracts scattered as the leaves of autumn....

There is a great need of leaflets and tracts, some containing short articles, others presenting the messages of warning, the second advent of our Lord Jesus Christ. The Sabbath, treated in brief, and its relation to the truth of the doctrines substantiated by the Scriptures should be circulated.... There is a world to be warned. Health subjects in clear, forcible, spirited articles, health and temperance principles, and experiences of faith and hope—all should be presented to the world. The branch office in the city may do a good work in this line. These silent words will make impressions on minds and will awaken an interest in the truth of God.

Light! Light! Let it shine forth everywhere. It is to be diffused in jots and tittles, here a little and there a little. It is to be diffused in contrast with error. There is a dense darkness upon human minds, and everything possible should be done to rend it away and let the true Light shine forth.

[228] There is too much limiting, too much setting of boundaries, altogether too much withdrawing ourselves from our own flesh.—[Letter 31, 1897](#).

Periodicals to Be Kept Separate [Addressed to the General Conference Committee and the publishing boards of the Review and Herald and the Pacific Press.]—I have received a letter from Brother T in reference to changes which it is proposed to make in the publication of our periodicals. Questions are asked in reference to these matters. One is, “Shall our periodicals be combined in one paper or magazine?” Brother T further says: “Some suggest that the *Review*, *Home Missionary*, and *Sabbath School Worker* be combined in one paper, to be used as our regular church paper; have the *Review* enlarged to 32 pages and divide it up into different departments, covering the different lines of work. All three of the papers are designed especially for our own people, and I am not sure but that this combination could be effected. Some have thought that the *Instructor* and *Little Friend* could also be combined in our church paper. Another suggestion is that the *Signs of the Times* and the *American Sentinel* be combined in one pioneer missionary paper.”

I cannot see wisdom in the policy of having all our periodicals combined in one paper or magazine. Each of our periodicals has its own place, and is to do a specific work. Let our brethren inquire, Has the necessity of this work, and its object, changed? If you think so, then wherein?—[Letter 71, 1894](#). ([Selections from the Testimonies Setting forth Important Principles Relating to Our Work in General, 18, 19.](#))

Small and Large Journals—God would have His work move firmly and solidly, but no one branch is to interfere with or absorb other branches of the same great work. From time to time for years in the past, God has been pleased to give me special light on these points. I was shown that the small periodicals, as well as the larger ones, are to come forth from the publishing houses and be scattered like the leaves of autumn to answer the wants of the cause in its growth and extension.—[Letter 71, 1894](#). ([Selections from the Testimonies Setting forth Important Principles Relating to Our Work in General, 19, 20.](#))

Each Paper Has a Distinctive Work—I wish it to be distinctly understood ... that I have no faith in consolidating the work of publication, blending in one that which should remain separate. The blending of the *Signs* and the *American Sentinel* [Religious liberty paper published by the Review and Herald.] will not be in the order

of God. Each has its distinctive work to do. The *Signs* is a pioneer paper to do a special work....

In God's wise arrangement there is diversity, and yet He has so related each part to others that all work in harmony to carry out His great plan in extending the knowledge of God and of Jesus Christ whom He hath sent. However there may appear to be dissimilarity, the work is one great whole, and bears the stamp of infinite wisdom. God and Christ are one, Christ and His disciples are one, we in Christ, and Christ in God. The Lord designs that His work shall move forward in perfect harmony without friction.—[Letter 71, 1894](#). ([Selections from the Testimonies Setting forth Important Principles Relating to Our Work in General, 20, 21.](#))

Keep Work on a Paying Basis—Our periodicals have been offered for a limited time on trial at a very low figure; but this has failed of accomplishing the object designed—to secure many permanent subscribers. These efforts are made at considerable expense, often at a loss, and with the best of motives; but if no reduction in price had been made, a greater number of permanent subscribers would have been obtained.

Plans have been made for lowering the prices of our books, without making a corresponding change in the cost of production. This is an error. The work should be kept on a paying basis. Let not the prices of books be lowered by special offers which may be termed inducements or bribes. God does not approve of these methods.

There is a demand for low-priced books, and this demand must be met. But the right plan is to lessen the cost of production.

In new fields, among ignorant or partially civilized peoples, there is a great need of small books presenting the truth in simple language and abundantly illustrated. These books must be sold at a low price, and the illustrations must, of course, be inexpensive.—[Testimonies for the Church 7:159, 160](#).

Chapter 21—Writers and Royalties

[230]

Justice and Love Side by Side—I have been repeatedly shown that we must sacredly guard the interests of God’s cause as well as the interests of His chosen people. I was shown that those who preside over these institutions should ever bear in mind that there is a Chief Director, which is the God of heaven. There should be a strict honesty in their business transactions in every department of the work. While there should be firmness in preserving order, there should be compassion, mercy, and forbearance incorporated into their characters. Justice has a twin sister, which is love. These should stand side by side....

The board of directors should ever act as under the divine eye, and with a continual sense that they are only finite men and are liable to make mistakes in judgment and in decisions and plans unless they are closely connected with God. As they are only weak and erring men themselves they should feel kindness and pity for others who may err.... There should be the cultivation of universal kindness with every worker. Seek counsel of God first, for this is necessary in order for you to properly counsel together.—[Letter 34, 1886](#).

Author Has an Individual Stewardship—In all our dealing with one another, God desires us carefully to guard the principle of personal responsibility to and dependence upon Him. It is a principle that should be especially kept in view by our publishing houses in their dealing with authors.

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It has been urged by some that authors have no right to hold the stewardship of their own works; that they should give their works over to the control of the publishing house or of the conference; and that, beyond the expense involved in the production of the manuscript, they should claim no share of the profit; that this should be left with the conference or the publishing house, to be appropriated, as their judgment shall direct, to the various needs of the work. Thus the author’s stewardship of his work would be wholly transferred from himself to others....

The ability to write a book is, like every other talent, a gift from Him, for the improvement of which the possessor is accountable to God; and he is to invest the returns under His direction. Let it be borne in mind that it is not our own property which is entrusted to us for investment. If it were, we might claim discretionary power; we might shift our responsibility upon others, and leave our stewardship with them. But this cannot be, because the Lord has made us individually His stewards. We are responsible to invest this means ourselves. Our own hearts are to be sanctified; our hands are to have something to impart, as occasion demands, of the income that God entrusts to us.

It would be just as reasonable for the conference or the publishing house to assume control of the income which a brother receives from his houses or lands as to appropriate that which comes from the working of his brain.

Nor is there justice in the claim that, because a worker in the publishing house receives wages for his labor, his powers of body, mind, and soul belong wholly to the institution, and it has a right to all the productions of his pen. Outside the period of labor in the institution, the worker's time is under his own control, to use as he sees fit, so long as this use does not conflict with his duty to the institution. For that which he may produce in these hours, he is responsible to his own conscience and to God.

[232] No greater dishonor can be shown to God than for one man to bring another man's talents under his absolute control. The evil is not obviated by the fact that the profits of the transaction are to be devoted to the cause of God. In such arrangements the man who allows his mind to be ruled by the mind of another is thus separated from God and exposed to temptation. In shifting the responsibility of his stewardship upon other men, and depending on their wisdom, he is placing man where God should be. Those who are seeking to bring about this shifting of responsibility are blinded as to the result of their action, but God has plainly set it before us. He says: "Cursed be the man that trusteth in man, and maketh flesh his arm." [Jeremiah 17:5](#).

Let not authors be urged either to give away or to sell their right to the books they have written. Let them receive a just share of the profits of their work; then let them regard their means as a trust

from God, to be administered according to the wisdom that He shall impart.—[Testimonies for the Church 7:176-178](#). (See also [Testimonies for the Church 5:563-566](#); [Testimonies for the Church 7:179-181](#).)

Publishers to Deal Justly With Writers—In the past, publishers have placed themselves as God, to dictate, to control, to manage as they pleased, and to lord it over God’s heritage. They have done a deceptive work in dealing with authors. I have been taken into private councils, and have heard the plans laid down. Men have managed to make an author believe that his work is naught, and that they do not want to have anything to do with the book. The author has no means. He feels that his hands are tied. Men talk and think over the whole process, and succeed in bringing him to their terms, to take the royalty that they offer on the book.

The dealing with ----- was not true and righteous in all its points. Justice was not done to him. The effort made to grind down ----- and to obtain possession of books, had made a most miserable showing, driving him to an opposite extreme. Men’s brains have been bought and sold.—[Letter 43, 1899](#). ([Selections from the Testimonies Setting forth Important Principles Relating to Our Work in General, 211](#); [Special Instruction Regarding Royalties, 4](#).)

Each Person to Manage His Own Business—The Lord would have every person manage his own business and handle his own talents. He does not desire His people to give away the only means they have to invest in His cause for their individual selves.

[233]

Some think that only a portion of their means is the Lord’s, but this is a mistake. All is the Lord’s. All should feel their accountability to appropriate the means as the different necessities of the work shall demand. There are poor to be helped. If you put out of your power the talents lent you by God to do this work, you are held responsible for the work you should have done. You place man as God, and he feels fully authorized to use the purchased talents just as he pleases, when he might listen to the calls for help. You put it out of your power to do the work you feel impressed to do.

All that we have, every dollar, belongs to God. Wise trading is to be done, and every man and woman is to pray and work and study and plan, all the time acquiring a more correct knowledge of how to work. This is the plan of God. There are men acting a

part in the work of God who would help in an emergency, but they have placed thousands in the hands of other men to use for them. They have given over their stewardship to another. Did the Lord plan it thus? No. He would have used them to lift up the standard of truth.—[Letter 43, 1899](#). (SpTPW 221.)

E.G. White, James White, and Royalties—Some years ago the matter of publication of books came up, and plans were laid, which I cannot now fully call to mind. A decision was made something like this, that no one individual was to be benefited by the publication of his own books. A proposition was then made to us, which my husband ... assented to, that the publishing association should have the benefit of his books.

[234] I was considering the matter and thought like this: I wish the testimonies to go to as many as possible; they are a message from God to this people, and I wish no personal benefit from this work. Thus we stated the matter. But shortly after, I was shown that this was not wisdom, to relinquish our right to control our own writings; for we would know better how to use the profits of these books than would those who had far less experience. Publications were to be multiplied, and the profits we would receive would enable us to lead out in the advancing work, to build up the interests of the cause and to carry others with us in the work. There was a principle to be maintained to guard the interests of the true workers.

We were not the only ones who would be affected by this decision. Justice must be maintained; the cause of God would be continually widening; it would embrace the whole world as its field; the wants of the cause would not be determined by one man's mind and one man's obscure vision; there would be important work done in God's moral vineyard, and no man should feel that part of the work over which he presides is to swallow up all other interests....

It was shown me that my husband and myself should not be dependent upon others, because there would be men connected with our institutions who have been educated and trained as businessmen of the world, and they would make us feel our dependence, if they had the chance; for all men are not in character as God would have them, tender, compassionate, and Christlike. He would have us guard the means entrusted to us and use it in different branches

of His work, stimulating others, by our example, to invest in the different enterprises.—[Letter 14, 1886](#).

Royalties Invested in the Work [After her death in 1915, royalties on the Ellen White books were used to reimburse the General Conference for having liquidated all debts against her estate. By arrangement between the White Estate and the General Conference, royalties on her many books today are the property of the General Conference. The General Conference in turn allocates an annual budget to the White Estate, which always exceeds in dollars the income from royalties. No member of the White family benefits so much as a dime from the fact that Ellen White was an author.]—There seems to be a constant drawing upon me for money, while but very little comes in. Yet notwithstanding my great necessities, I would be unwilling to make any move that might appear to be unfair to our publishing houses.

I have, as you well know, invested means largely in the building of meeting houses, and in starting various enterprises in Australia. I have also given thousands of dollars of my royalty on books to help the work in Europe and have then, at times, borrowed money with which to pay my own helpers. [235]

At one time I received word that it was difficult to get means for the translation of some of my books in the European languages. I said, “I will give my royalties on these foreign books for this purpose.” At another time a brother in Europe wrote to me, “I have a thousand dollars that is due you on the sale of your books. Could not you let us have a portion of this to help in the education of young men and fitting them to engage in missionary work?”

In reply I wrote, “Keep it all, if you can only train young men to go out and labor as missionaries. I will continue to pay interest on money in order that I may give this to you as a donation.” This is how Sister White is becoming rich. I have been laying up my treasure in heaven, and ... I will not draw back.—[Letter 106, 1908](#).

I must use the income from my books to the best advantage for advancing the work here [Australia]. I see so many things that must be done in order to make even a beginning, to raise the standard in these new fields. From every direction I hear the Macedonian cry for help, “Come over and help us.” I also have calls to assist young people to attend school, and also to open primary schools

in different localities where the children may be educated. This is work that must be done.

I wish to make some additions to *Christian Education* [published in 1893], and then if the Review and Herald wishes to carry it, they can do so if they will pay me a small sum as royalty, to be invested in the education of many who cannot attend school and pay their own expenses. In Melbourne I bore the expenses of no less than fourteen. During the first term of the school in Cooranbong I carried several through school, paying their board and school expense.—[Letter 7a, 1897](#).

[236] **Publishing House to Receive Its Share**—The publishing house should receive their share of the profits from the books published. This should be proportionate to the work they do in getting out notices, etc. But let the publishers be careful not to claim that they are the ones who do the greatest amount of work in preparing these books for the market. Let the authors take a reasonable sum for their work, but they are not to sell their right to any institution. This will not be a blessing to the institution.

Unless care is taken, the market will be flooded with books of a cheap order, and the people will be deprived of the light and truth which it is essential they should have to prepare the way of the Lord. This has been done, and will be done again, unless right principles control in the publishing work.—[Letter 43, 1899](#). ([Selections from the Testimonies Setting forth Important Principles Relating to Our Work in General, 218, 219](#))

Problems in Paying Back-Royalties—When men are converted, there will be a clearing up that can never be done by any mere investigation you may endeavor to make. It would be useless now to try to arrive at exact justice in all past transactions. By doing this, you would place yourself in a hopeless puzzle. Some have received all the royalty they should on their books. The Lord does not require the Review and Herald office to do the intricate work of apportioning to each author a sum on back-royalties. By doing this, you would make a worse error than has been made. This proceeding would awaken in some a selfishness that would prove a great injury to them. I might name many persons, but I forbear.

Come now to your senses, and do not create a second error. Let us consider these matters. Those who handle the books should have a

fair remuneration for their work. But let me tell you that should such a move be made as you propose, all authors would feel themselves at liberty to put in claims in accordance with the estimate they place upon their books. There would be a representation of selfishness that would astonish you. Now, brethren, your dearth of means at the present time is the result of just such selfishness. It has been introduced into the work when it should not have obtained a breath of life, but been strangled to death at the beginning. God abhors the practices that have been followed. Do not now open a door to let Satan in where he can work with human minds. Do not give those who have made books an opportunity to destroy themselves. The most selfish, irrespective of the present dearth of means, will consider themselves of such consequence that they will draw away from the publishing house the last penny that they can obtain, and God would be ashamed to call them his brethren.

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Let us not open a door whereby Satan shall find easy access. We want large, sound souls. The windows of the soul must always open heavenward. We must see that the danger is great in the work of reconsidering past royalties and making restitution. Some who have received all the real value of their books will think them of much greater value than they are. Their windows are opened earthward and not heavenward. Throw open the windows heavenward, and let the sunshine of Christ's righteousness in, and the windows of the soul now opened earthward will close of themselves.

No one can have been hurt financially more than I was hurt when *The Great Controversy* lay for nearly two years dead in the office. Just work was not done in this matter. The book *Bible Readings* was crowded in before *Great Controversy*, which was already printed, and which should have been placed in the canvasser's hands first because it contained important matter, which the people needed to have as soon as possible. It seemed that I was mocked because of my intense earnestness in regard to that book, and what it might have done had it not been dropped as it was, and through unsanctified influences and selfish, unprincipled methods shut away from the people. This was a dishonest transaction toward me, and it was unfaithful stewardship toward God.

But I would not now take any restitution money. I accepted the lowest royalty on my books, under a most solemn promise that they

would be pushed forward vigorously. This promise was not kept. There was fraud in the management. But I want no restitution; I want no increase of royalty for any books of mine sold in the past. God forbid, when the pressure is strong and means limited, that I should draw one penny from the resources for the carrying forward of the work.

[238] I have felt it my duty in a number of cases to forgive debts that have been incurred by my brethren, and I have now a heart to forgive all the debts that have been incurred against me by the publishing institution from first to last. I call upon my brethren, all who have had books, small or large, published, to stand with me in this matter. Those who put too large an estimate on their own productions cannot rightly estimate souls. These are the very ones who will draw, whether or not they are entitled to anything. Let the sponge be passed over the board containing the figures, and let all say Amen. Let each appropriate his share as an offering to sustain the work of God.—[Letter 43, 1899](#). ([Selections from the Testimonies Setting forth Important Principles Relating to Our Work in General, 214-217](#); [Special Instruction Regarding Royalties, 9-12](#).)

Chapter 22—Wages for Publishing-House Workers [239]

A Wage Scale Seems Appropriate—Every worker in our institutions should receive fair compensation. If the workers receive suitable wages, they have the gratification of making donations to the cause. It is not right that some should receive a large amount and others, who are doing essential and faithful work, very little.

Yet there are cases where a difference must be made. There are men connected with the publishing houses who carry heavy responsibilities and whose work is of great value to the institution. In many other positions they would have far less care and, financially, much greater profit. All can see the injustice of paying such men no higher wages than are paid to mere mechanical workers.—[Testimonies for the Church 7:207](#).

A Wage Scale With Equity—While I was in Switzerland, word came to me from Battle Creek that a plan had been formed by which none working in the office should receive more than twelve dollars per week. I said, This will not work; it will be a necessity for some to receive higher wages than this. But double this amount should not be awarded to any man connected with the office; for if a few take from the treasury so largely, justice cannot be shown to all. Large wages afforded to a few is the world's plan; while others in every way as deserving receive far less. This is not justice.

The Lord will have faithful men who love and fear Him connected with every school, every printing office, health institution, and publishing house. Their wages should not be fashioned after the worldling's standard. There should be, as far as possible, excellent judgment exercised to keep up, not an aristocracy, but an equality, which is the law of heaven. "All ye are brethren" ([Matthew 23:8](#)). A few should not demand large wages, and such wages should not be presented as an inducement to secure ability and talents. This is placing things on a worldly principle. The increase of wages brings with it a corresponding increase of selfishness, pride, display, self-gratification, and needless extravagance that the people who do [240]

their utmost to pay their tithes and present their offerings to God do not have. Poverty is seen in all their borders. The Lord loves the one just as much as the other, with the exception that the self-sacrificing, humble, contrite souls who love God and strive to serve Him, are ever kept nearer to the great heart of Infinite Love than the man who feels at liberty to have all the good things of this life.—[Selected Messages 2:192](#).

Higher Wages for Qualified Workers—Those placed in leading positions should be men who have sufficient breadth of mind to appreciate persons of cultivated intellect and to recompense them proportionately to the responsibilities they bear. True, those who engage in the work of God should not do so merely for the wages they receive, but rather for the honor of God, for the advancement of His cause, and to obtain imperishable riches. At the same time we should not expect that those who are capable of doing with exactness and thoroughness work that requires thought and painstaking effort should receive no greater compensation than the less skillful workman. A true estimate must be placed upon talent. Those who cannot appreciate good work and true ability should not be managers in our institutions, for their influence would tend to circumscribe the work and to bring it down to a low level.

[241] If our institutions would be as prosperous as God designs they shall be, there must be more thoughtfulness and earnest prayer, mingled with unabating zeal and spiritual ardor. To connect the right class of laborers with the work may require a greater outlay of means, but it will be economy in the end; for while it is essential that economy be exercised in everything possible, it will be found that the efforts to save means by employing those who will work for low wages, and whose labor corresponds in character with their wages, will result in loss. The work will be retarded and the cause belittled. Brethren, you may economize as much as you please in your personal affairs, in building your houses, in arranging your clothing, in providing your food, and in your general expenses; but do not bring this economy to bear upon the work of God in such a way as to hinder men of ability and true moral worth from engaging in it.—[Testimonies for the Church 5:551](#).

Employment of Competent Men—I have been shown that, in addition to the help now in the office, competent men should be

employed to assist in the management of the different departments of the work. Men should be employed who have experience in business and who are wise managers. It would have been better years ago [Written in 1889, this statement harks back to the time, “years ago,” when it would have been better to employ successful business managers—even at double the wages of foremen—rather than to involve the publishing house in serious financial problems. A special situation and emergency may require a special remedy.] to have employed men who were thorough managers—men who would have taught thoroughness, promptness, and economy—even if double the wages that have been paid to foreman had been necessary. Brother R is deficient here; he has not a happy way of correcting evils. He undertakes to do this, but very many things are entirely neglected that ought to be reformed at once. The office has lacked a care-taking economist, a thorough businessman. There is three times as much lost as would be required to pay for the very best talent and experience in this work.—[Testimonies for the Church 5:414](#).

Self-denial Should Characterize Workers—I was shown that the office of publication should not be conducted on the same principles as are other publishing houses; for it is to be something after the order of a training school. Everyone connected with it is to be a true missionary, and work upon the same principles that brought it into existence. Self-denial should characterize all the workers.... [242]

Self-denial should characterize the men employed in responsible positions in the office, and they should be an example to all the workers. The office was brought into existence through self-denial, and the same spirit should be manifested and maintained. The great object must be kept in view. This is missionary work, and those who have no missionary spirit should not continue in the work.—[Selected Messages 2:196](#).

He who is selfish and grasping, eager to take every dollar he can get from our institutions for his services, is binding about the work of God; verily he has his reward. He cannot be accounted worthy to be entrusted with the eternal, heavenly reward in the mansions Christ has gone to prepare for those who deny self and take up the cross and follow Him. The fitness of men to enter the blood-bought inheritance is tested during this probationary life. Those who have the spirit of self-sacrifice manifested in Christ, when He gave Himself for the

salvation of fallen man, are those who will drink of the cup and be baptized with the baptism, and they will share in the glory of the Redeemer.—[Selected Messages 2:195](#).

You must retain the confidence of the people. Unless you carry the people with you, your work will be a failure. Brethren, workmen, from the highest to the lowest, you should maintain in the office the spirit manifested by Christ in coming to our world.—[Letter 5, 1892](#).

Proper Compensation for Work of Women—If a woman is appointed by the Lord to do a certain work, her work should be estimated according to its value. Some may think it good policy to allow persons to devote their time and labor to the work without compensation. But God does not sanction such arrangements. When self-denial is required because of a dearth of means, the burden is not to rest wholly upon a few persons. Let all unite in the sacrifice.

[243] The Lord desires those entrusted with His goods to show kindness and liberality, not niggardliness. Let them not, in their deal, try to exact every cent possible. God looks with contempt on such methods.

Workers should receive compensation according to the hours they give in honest labor. The one who gives full time is to receive according to the time. If one enlists mind, soul, and strength in bearing the burdens, he is to be paid accordingly.—[Testimonies for the Church 7:207, 208](#).

Sad Results of Paying High Wages—I have been shown that the movement made to pay so large wages [For several decades the management of the Review publishing office was under the control of men who managed to secure for themselves very high wages as compared with other publishing workers. This selfish, grasping spirit was manifest also in their attempt to bring the control of the Pacific Press Publishing Association under their jurisdiction. This injustice and thirst for power was such a denial of the spirit of Christ that it called forth from Ellen White some of her most scathing rebukes.] was entirely contrary to the principles upon which the office of publication was first established; and it has already resulted in keeping from the cause of God in its various branches thousands of dollars. Many who pay tithes and make offerings do so by practicing self-denial, and when they know that the managers of the office receive so large wages for their work, they have little confidence in

them as men whom God has chosen, since they are not imbued with the self-sacrificing spirit of Christ. He gave His life that He might save souls, and the people are losing confidence in the managers of the office.—[Letter 5, 1892](#).

Large Wages Contrary to God's Plan—Those who made and executed the plans appropriating God's entrusted money in large wages for themselves were not profited thereby in a single instance, although they may imagine that they were. In accepting this money they reveal that they could not be trusted to handle the Lord's goods. This action will stand against them, revealing that they were actuated by principles that God has not given us any liberty to adopt in His work.

The action in this matter instituted in Battle Creek robbed the cause of God of money which He would have employed in advancing the work where the banner of truth has not been uplifted. The payment of such large wages was entirely contrary to the plan of God in any line of His work; it was contrary to the example of Christ in His life. The greatest Teacher the world ever knew gave every institution in our world a pattern of self-denying, self-sacrificing principle.—[Letter 31a, 1894](#).

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Employees to Have a Voice in Setting Wages—Those who change God's order of things in order to follow the counsel of selfish men will be prompted to cut down the wages of men whose work is, in the sight of God, of such a character that through Him their influence is bringing means into the treasury to sustain His cause. This action before the universe of heaven and before men reveals the character and disposition of the men who are handling sacred things. And under the inspiration of the same selfish spirit these very men, if they see a chance, will cut down the wages of the laborers in the vineyard of the Lord, without their consent, and without understanding their situation. In many cases this action brings families into strait places, and those who have the power in their hands know little what may be the consequences of deducting from the wages of the laborers. It is just as much the right of the ones employed in the cause to have a voice in such transactions as it is of men employed in various branches of trade.

God's cause can afford to be fair and true; it can afford to deal on right principles. When any such work as cutting down wages

is contemplated, let a circular be published setting forth the true situation, and then ask those employed by the conference if, under the pressure of lack of means, they could do with less means of support. All the arrangements with those in God's service should be conducted as a sacred transaction between man and his fellow man. Men have no right to treat the workers together with God as though they were inanimate objects to be handled about without any voice or expression of their own.—[Letter 31a, 1894](#).

[245]

Leaders and People Alike to Practice Economy— While at Salamanca, New York, in November, 1890, there were presented to me many things. I was shown that there was coming into the office a spirit that God did not approve. While some accept large wages, there are others who have labored at their post faithfully for years, who receive very much less. I have been repeatedly shown that God's order is not to be broken down and the missionary spirit extinguished....

I know there are those who practice much self-denial to pay their tithes and make offerings to the cause of God. Those who stand at the head of the work should take such a course that they can unblushingly say, "Come, let us act mutually in this work which was commenced in sacrifice, and is supported by continual self-denial." The people should not excel those who stand at the head of our institutions in practicing economy, and binding about their wants.—[Selected Messages 2:193, 194](#).

Faithfulness Determines Value of Service—My heart is deeply stirred by the scenes which during the night have passed before me. In the night season I heard from some of my brethren propositions with which I cannot agree. The statements they made indicate that they are on the wrong track, that they have not an experience which will guard them from deception. I was grieved to hear from the lips of some of our brethren expressions that show neither faith in God nor loyalty to His truth. Propositions were made that, if carried out, would lead away from the straight and narrow way.

Some think that if higher wages were paid to men of superior talent, these men would remain among us; then more work would be accomplished, in a more thorough manner, and the cause of truth would stand on a more elevated platform.

Concerning this question I have received instruction from One who never errs. Suppose this plan were followed, “Who,” I ask, “is competent to measure the genuine usefulness and the influence of his fellow workmen?” No man is qualified to judge of another’s usefulness in the service of God.

The position or office a man may hold is not alone an indication of his usefulness in the cause of God. It is the development of a Christlike character through sanctification of the spirit that will give him influence for good. In the estimation of God the degree of his faithfulness determines the value of his service.

[246]

God accepts the services of those only who are partakers of the divine nature. Without Christ man can do nothing. Love for God and man alone places human beings on vantage ground with God.—[Selected Messages 2:186, 187](#).

Labor Prompted by Love for Souls—I have been thinking of the question that was agitating your mind in regard to wages. You suggest that if we paid higher wages, we could secure men of ability to fill important positions of trust. This might be so, but I should very much regret to see our workers held to our work by the wages they receive. There are needed in the cause of God workers who will make a covenant with Him by sacrifice, who will labor for the love of souls, not for the wages they receive.

Your sentiment regarding wages, my much-respected brother, is the language of the world. Service is service, and one kind of work is as essential as the other. To every man is given his work. There is stern, taxing labor to be performed, labor involving disagreeable taxation and requiring skill and tact. In the work of God, the physical as well as the mental powers are drawn upon, and both are essential. One is as necessary as the other. Should we attempt to draw a line between mental and physical work, we would place ourselves in very difficult positions.

The experiment of giving men high wages has been tried in the publishing institutions. Some men have grasped high wages, while others, doing work just as severe and taxing, have had barely enough to sustain their families. Yet their taxation was just as great, and often men have been overworked and overwearied, while others, bearing not half the burdens, received double the wages. The Lord

sees all these things, and He will surely call men to account; for He is a God of justice and equity.

[247] Those who have a knowledge of the truth for this time should be pure and clean and noble in all their business transactions. None among God's servants should hunger and thirst for the highest place as director or manager. Such positions are fraught with great temptation.—[Counsels on Health, 302, 303.](#)

Men Who Exaggerate Their True Worth—I cannot trace with pen and ink the disappointment of my soul as I consider what you might have been had you used and improved your God-given capabilities. But the Lord cannot save the man who has a greater desire to win the crown than he has to bear the cross. The Lord wants men who manifest more anxiety lest they shall fail to do their duty in every respect than they do for their reward.

I speak to you in the name of the Lord. I know you do not see things clearly. When you were receiving large wages from the office you did not give their equivalent in faithful influence and work. You were not faithful to keep the charge of the Lord. You have ever valued your labors far more highly than their worth. By exaggerating the value of your own work, you have received the credit of the knowledge and experience which others have brought into the publishing work. I must tell you the truth: I cannot see how you can ever be connected with such important interests again when the principles interwoven into the work have been so entirely contrary to the light God has given in regard to how His work in business and religious lines should be conducted.—[Letter 28, 1896.](#) (See also [Selected Messages 2:196, 197.](#))

Expensive Family No Reason for Higher Wages—Men have written to me saying that they must have high wages, and pleading as an excuse an expensive family. And at the same time the institution with which they were connected was obliged to figure closely to meet running expenses. Why should anyone plead an expensive family as a reason for demanding high wages? Is not the lesson that Christ has given sufficient? He says, "If any man will come after me, *let him deny himself*, and take up his cross, and follow me" ([Matthew 16:24](#)).—[Selected Messages 2:183.](#)

[248] **A Lawsuit Instigated by Evil Angels**—I hear that you [A former Review and Herald publishing-house official.] have entered into

or intend to enter into a lawsuit against the managers of the Review and Herald. I wish to tell you that in this you are not guided by the Lord. This move is instigated by evil angels. God has never prompted you to do any such thing.

It is a fact that you and B and C exerted an influence that warped the plans of the Review and Herald and brought oppression into the book work. Wrong principles were brought in which resulted in your separation from the office. That which you are now prepared to charge on to the Review and Herald is largely the result of your own actions.

The scheme to pay higher wages [At the Review and Herald] to a few men, brought in by you and your associates, was entirely contrary to the principles that had heretofore been practiced in the institution.

This matter has been clearly presented to me. In the assemblies your voice was the most urgent and determined to carry out the plans for giving a few men higher wages, and to pay a low wage to a large number who worked with just as much fidelity as those claiming higher wages....

I charge you in the name of Christ to withdraw your suit, for you are wounding Christ by dishonoring His cause. Quite as justly could a suit be brought against you for formulating plans that lessened the power of the Review office to do the work that ought to have been done in sustaining missionaries in the field. Consider the fruit of your own doing, the carrying out of plans that spoiled the record of the institution. Your voice has done much to bring about wrong schemes.—[Letter 227, 1905](#).

A Union Formed to Obtain Higher Wages—In view of the large work that is to be done, our laborers should be willing to work for a reasonable wage. Even if you could obtain large wages, you should consider the example of Christ in coming to our world and living a life of self-denial. Just at this time it means very much what wages are demanded by the workers. If you require and receive a large wage, the door is thrown open for others to do the same. It was the demand for large wages among the workers at Battle Creek that helped to spoil the spirit of the work there.... The cause of present truth was founded in self-denial and self-sacrifice. This selfish, grasping spirit is entirely opposed to its principles. It is like

the deadly leprosy, which in time will disease the whole body. I am afraid of it. We need to take heed lest we outgrow the simple, self-sacrificing spirit that marked our work in its early years.—[Selected Messages 2:197](#).

Meeting an Emergency With Less Wages—If, when cramped for means, you let your competent workers go, to set up business for themselves, you will in a short time wish you had them back. The question of finance can be managed nicely, if all the workers will be willing when there is a pressure for means, to accept less wages. This was the principle the Lord revealed to me to be brought into our publishing institutions. There will be plenty to do, and your work will need these very men. Should we not all be willing to restrict our wants at a time when money is so scarce?

My husband and I worked on this principle. We said, “The publishing house is the Lord’s institution, and we will economize, reducing our expenses as far as possible.” The Lord requires self-sacrifice of all His servants to advance His work and make it a success. Let every worker now do his best to sustain and guard our publishing institution in ----- . Do you not think that the Lord will be pleased to see this spirit control in all our institutions? We are to bring principle into the work. Jesus said, “If any man will come after me, let him deny himself, and take up his cross daily, and follow me” ([Luke 9:23](#)). Are we ready to follow Christ?....

Our institutions are to be entirely under the supervision of God. They were established in sacrifice, and only in sacrifice can their work be successfully carried forward.—[Selected Messages 2:207](#).

**Section 5—Successful Field Publishing
Leadership**

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Introduction

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With the beginning of the subscription book sales program among Seventh-day Adventists in the 1870's, the need arose for capable canvassing agents to recruit colporteurs and train them for service. The pioneer in this important endeavor was George Albert King, our first literature evangelist. He had initiated the idea and demonstrated that Seventh-day Adventist books could be sold successfully from house to house. In 1882 he sallied forth with fifty new and attractive copies of Uriah Smith's *Thoughts on Daniel and the Revelation* and sold every one of them.

Church leaders were impressed by his success, and the die was cast. An enthusiasm for book sales to non-Seventh-day Adventists arose from King's faithful work in this field, and the fire kindled by his effort more than a century ago has never gone out. Indeed, today Seventh-day Adventist subscription book sales represent a bright flame, the light and warmth of which can be seen and felt around the world. More than fifty Seventh-day Adventist publishing houses now print more than \$100 million worth of books and magazines every year, a considerable proportion of which is sold by nearly 20,000 literature evangelists.

This enormous sales program and soul-winning work is made possible mostly because of the well-organized sales program of the General Conference Publishing Department, working closely with church administration. Today hundreds of capable men and women acting as publishing secretaries and associates lead literature evangelists in their field work—teaching them in actual door-to-door sales contacts and providing helpful instruction in institutes for the study of successful literature evangelism.

[254] In the development of this large denominational sales program Ellen White's counsels played a major role. Through her repeated written and oral testimonies she called for recruits from among the best men and women and youth of the church, intelligent, God-fearing, truth-loving, but not from among the floating element who

had never succeeded in doing anything else. Often men and women of pleasing address and newly converted to God can be enlisted for service in the army of literature evangelists.

The spirit of prophecy counsels exalted the work of the literature evangelist to a place in the denomination equal to that of the gospel minister. Hundreds of pages of counsel poured forth from her pen, providing important sales instruction and inspiration, not alone for the colporteur but for the publishing leaders as well. (See *Colporteur Ministry*.)

This section of the present work offers to the publishing leaders of the denomination valuable and timely directions for the conduct of their important responsibilities in recruiting, training, and leadership.

Trustees, Ellen G. White Estate.

Chapter 23—Elements of Good Leadership

Publishing Directors to Be Carefully Selected—The men placed at the head of departments in our publishing work should be carefully chosen. And just as soon as a man reveals a heartless, unfeeling spirit, he should be dismissed, for he is working against Christ, scattering away from Him. The undershepherds of the flock of God are to keep their own hearts sweet with the love of Christ, opening the windows of the soul heavenward, that the light of heaven may fill its chambers. Then they can reflect light to those with whom they associate, revealing God as the health of the countenance.—[Letter 140, 1901](#).

Strong, Godly Leaders—The man at the head of any work in God's cause is to be a man of intelligence, a man capable of managing large interests successfully, a man of even temper, Christlike forbearance, and perfect self-control. He only whose heart is transformed by the grace of Christ can be a proper leader.—[Medical Ministry, 164](#).

[256] The path of men who are placed as leaders is not an easy one. But they are to see in every difficulty a call to prayer. Never are they to fail of consulting the great Source of all wisdom. Strengthened and enlightened by the Master Worker, they will be enabled to stand firm against unholy influences and to discern right from wrong, good from evil. They will approve that which God approves, and will strive earnestly against the introduction of wrong principles into His cause.—[Prophets and Kings, 31](#).

Leaders Like Nehemiah Needed Today—There is need of Nehemiahs in the church today—not men who can pray and preach only, but men whose prayers and sermons are braced with firm and eager purpose. The course pursued by this Hebrew patriot in the accomplishment of his plans is one that should still be adopted by ministers and leading men. When they have laid their plans, they should present them to the church in such a manner as to win their interest and cooperation. Let the people understand the plans and

share in the work, and they will have a personal interest in its prosperity. The success attending Nehemiah's efforts shows what prayer, faith, and wise, energetic action will accomplish. Living faith will prompt to energetic action. The spirit manifested by the leader will be, to a great extent, reflected by the people. If the leaders professing to believe the solemn, important truths that are to test the world at this time, manifest no ardent zeal to prepare a people to stand in the day of God, we must expect the church to be careless, indolent, and pleasure-loving.—[Christian Service, 177](#).

When God Calls to Larger Responsibilities—There are many who are in such haste to climb to distinction that they skip some of the rounds of the ladder, and in so doing lose experience which they must have in order to become intelligent workers. In their zeal, the knowledge of many things looks unimportant to them. They skim over the surface, and do not go deep into the mine of truth, thus by a slow and painstaking process gaining an experience that will enable them to be of special help to others.—[Counsels to Parents, Teachers, and Students, 476](#).

Those who are humble, and who do their work as unto God, may not make so great a show as do those who are full of bustle and self-importance; but their work counts for more. Often those who make a great parade call attention to self, interposing between the people and God, and their work proves a failure....

If any are qualified for a higher position, the Lord will lay the burden, not alone on them, but on those who have tested them, who know their worth, and who can understandingly urge them forward. It is those who perform faithfully their appointed work day by day, who in God's own time will hear His call, "Come up higher."

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While the shepherds were watching their flocks on the hills of Bethlehem, angels from heaven visited them. So today while the humble worker for God is following his employment, angels of God stand by his side, listening to his words, noting the manner in which his work is done, to see if larger responsibilities may be entrusted to his hands.—[The Ministry of Healing, 477](#).

Common Men May Become Great Men—The first pupils of Jesus were chosen from the ranks of the common people. They were humble, unlettered men, these fishers of Galilee; men unschooled in the learning and customs of the rabbis, but trained by the stern

discipline of toil and hardship. They were men of native ability and of teachable spirit; men who could be instructed and molded for the Saviour's work. In the common walks of life there is many a toiler patiently treading the round of his daily tasks, unconscious of latent powers that, roused to action, would place him among the world's great leaders. Such were the men who were called by the Saviour to be His colaborers. And they had the advantage of three years' training by the greatest educator this world has ever known.—[Education, 85](#).

Spread Out Responsibilities of Leadership—Too heavy responsibilities are not to be placed on any one man. In the direction of the canvassing work, the Lord will exercise His power and grace through various men in all parts of His vineyard. He will use men of Christian experience, men who are daily growing in grace and in a knowledge of the truth, men who are capable because they are yoked up with Christ.—[Manuscript 140, 1902](#).

[258] The advice that was given to Moses when he was overburdened with cares and perplexities [[Exodus 18:17-23](#).] is of highest value today to those who are in positions of responsibility in God's cause. The counsel given him should be carefully studied by those entrusted with the management of the work in the Lord's vineyard.—[Manuscript 140, 1902](#).

Accept Idea That Policy May Vary—No one man or set of men is to have supreme authority to shape and to control the policy of the workers in the entire field, even with respect to the canvassing work; for every section of the country, especially the Southern field, which has been so long neglected, has its peculiar features, and must be worked accordingly.—[Manuscript 140, 1902](#).

Right Spirit in Dealing With Human Minds—There is need of an education in regard to the rights and duties of men in authority who have lorded it over God's heritage. When a man is placed in a position of trust, who knows not what kind of spirit he should exercise in dealing with human minds, he needs to learn the very first principles as to his authority over his fellow men. Right principles must be brought into the heart and wrought into the warp and woof of character.—[Letter 83, 1896](#).

Encourage Accurate, Businesslike Service—Many times I have received instruction that the canvassers who are in the field

should receive more encouragement. Our ministers should not be discouraged from engaging in the canvassing work, if for some good reason they desire to acquire means.

The canvassing work is not to be conducted in a slack, loose manner. 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.

If a canvasser continues to order books, and sends no report of his work, making no statement regarding their delivery and the receipt and expenditure of the money that he handles, those in charge of the work should, in a kind, friendly manner, endeavor to ascertain the true situation. To supply books freely to an agent until he is hopelessly involved in debt is to do injustice both to the canvasser and to those by whom he is employed. Such a loose, careless way of working brings discouragement.

A worker who sees that he is unable to make a success of the canvassing work should go to the proper persons and tell them that he cannot continue in that line of work. [259]

Every canvasser should be truthful, honest, and faithful. How many souls might be saved from temptation, and how much sorrow might be avoided, if all our workers were trained to be as true as steel to principle!—[Manuscript 20, 1904](#).

Labor to Win Confidence of Helpers—Let all in the publishing houses remember that they are in a school, from which they are to go forth prepared to bear spiritual responsibilities. Let those in charge of the work take up the work of soul saving, laboring earnestly to prepare workers to enter new fields. Let them present the truth, not only in precept but in practice, giving in the life a perfect representation of the religion they profess to believe. As they strive earnestly to overcome, they will teach others how to overcome. God works with the faithful steward who seeks to do as Christ would do in his place.

Do not seek to shun responsibilities. To do this is to dishonor the claim of discipleship. In His ministry on this earth Christ represented His Father. We are to follow in His steps.—[Letter 140, 1901](#).

Young Women as Workers—Women instructors should labor with the young women, not to see how much work can be gained

from them, but to win their love and confidence. When this is won, there will be no difficulty about the work, for the workers will be filled with a desire to please.

The Lord calls upon those engaged in the sacred work of publishing the truth to give evidence that they have been purified by His grace. As the disciples of Christ reveal His character, they show forth His miraculous power, bearing a convincing testimony to the truth of His word.—[Letter 140, 1901](#).

[260] **Do Your Duty at Any Cost**—The mighty God of Israel is our God. In Him we may trust, and if we obey His requirements He will work for us in as signal a manner as He did for His ancient people. Everyone who seeks to follow the path of duty will at times be assailed by doubt and unbelief. The way will sometimes be so barred by obstacles, apparently insurmountable, as to dishearten those who will yield to discouragement; but God is saying to such, Go forward. Do your duty at any cost. The difficulties that seem so formidable, that fill your soul with dread, will vanish as you move forward in the path of obedience, humbly trusting in God.—[Patriarchs and Prophets, 437](#).

Canvassing Work Is Not for Everybody—Let us consider the proposition presented at the Minneapolis meeting. Some who did not receive their counsel from God prepared a resolution, which was carried, that no one should labor as a minister unless he first made a success in the canvassing field. The Spirit of the Lord did not indite that resolution. It was born of minds that were taking a narrow view of God's vineyard and His workmen. It is not the work of any man to prescribe the work for any other man contrary to his own convictions of duty. He is to be advised and counseled, but he is to seek his directions from God, whose he is, and whom he serves.

If one undertakes the canvassing work, and is not able to sustain himself and his family, it is the duty of his brethren, so far as lies in their power, to help him out of his difficulty, and disinterestedly open ways whereby this brother may labor according to his ability and obtain means honestly to sustain his family.

When a man is struggling with honest endeavor to sustain himself and his family, and yet is unable to do this, so that they suffer for necessary food and clothing, the Lord will not pronounce our ministering brethren guiltless if they look on with indifference or

prescribe conditions for this brother which are virtually impossible of fulfillment....

Now, has God told you that this brother must keep at work in a certain line, as canvassing, until he is free from debt? Has He not rather enjoined it upon you as a minister of Christ, to see how you could help him out of his distress, and encourage others to relieve him from debt, and then let him receive his convictions from God in regard to the work He has given him ability to do?—[Manuscript 34, 1894](#).

No Room for Laggards in God's Service—The enterprise of obtaining eternal life is above every other consideration. God wants no laggards in His cause. The work of warning sinners to flee from the wrath to come requires earnest men who feel the burden of souls and who will not be ready to avail themselves of every excuse to avoid burdens or to leave the work. Little discouragements, as unpleasant weather or imaginary infirmities, seem sufficient to Brother R to excuse him from making exertion. He will even appeal to his sympathies; and when duties arise that he does not feel inclined to perform, when his indolence clamors for indulgence, he frequently makes the excuse that he is sick, when there is no reason why he should be sick, unless through indolent habits and indulgence of appetite his entire system has become clogged by inaction. He may have good health if he will strictly observe the laws of life and health, and carry out the light upon health reform in all his habits.—[Testimonies for the Church 3:557](#). [261]

Never Measure Work by the Eight-Hour System—The Saviour was an untiring worker. He did not measure His work by hours. His time, His heart, His strength, were given to labor for the benefit of humanity. Entire days were devoted to labor, and entire nights were spent in prayer, that He might be braced to meet the wily foe in all his deceptive working, and fortified to do His work of uplifting and restoring humanity.

The man who loves God does not measure his work by the eight-hour system. He works at all hours and is never off duty. As he has opportunity he does good. Everywhere, at all times and in all places, he finds opportunity to work for God. He carries fragrance with him wherever he goes. A wholesome atmosphere surrounds his soul.

The beauty of his well-ordered life and godly conversation inspires in others faith and hope and courage.

It is heart missionaries that are needed. Spasmodic efforts will do little good. We must arrest the attention. We must be deeply in earnest.—[Testimonies for the Church 9:45](#).

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Good Example of James White—When affliction came upon my husband, other men were selected to take his place. They commenced with a good purpose, but they had never learned the lesson of self-denial. Had they felt the necessity of earnestly agonizing before God daily, and thrown their souls unselfishly into the work, not depending upon self, but upon the wisdom of God, they would have shown that their works were wrought in God. Had they heeded the reproofs and counsels given, when they did not meet the mind of the Spirit of God, they would have been saved from sin.

A man who is honest before God will deal justly with his fellow men, whether or not it is for his own personal interest to do so. The outward acts are a fair transcript of the principles within. Many whom God called to His work have been tested and proved; and there are others whom He is now testing and proving.

After God had tested and proved us in the furnace of affliction, he raised up my husband and gave him greater clearness of mind and power of intellect to plan and execute than he had before his affliction. When my husband felt his own weakness and moved in the fear of God, then the Lord was his strength. Prompt in speech and action, he has pushed forward reforms where they would otherwise have languished. He has made very liberal donations, fearing that his means would prove a snare to him.—[Life Sketches of Ellen G. White, 244](#).

Avoid Unreasonable Hours for Committees—Let those who attend committee meetings remember that they are meeting with God, who has given them their work. Let them come together with reverence and consecration of heart. They meet to consider important matters connected with the Lord's cause. In every particular their actions are to show that they are desirous of understanding His will in regard to the plans to be laid for the advancement of His work. Let them not waste a moment in unimportant conversation; for the Lord's business should be conducted in a businesslike, perfect way. If some member of a committee is careless and irreverent, let him be

reminded that he is in the presence of a Witness by whom all actions are weighed.

I have been instructed that committee meetings are not always pleasing to God. Some have come to these meetings with a cold, hard, critical, loveless spirit. Such may do great harm; for with them is the presence of the evil one, that keeps them on the wrong side. Not infrequently their unfeeling attitude toward measures under consideration brings in perplexity, delaying decisions that should be made. God's servants, in need of rest of mind, and sleep, have been greatly distressed and burdened over these matters. In the hope of reaching a decision, they continue their meetings far into the night. But life is too precious to be imperiled in this way. Let the Lord carry the burden. Wait for Him to adjust the difficulties. Give the weary brain a rest. Unreasonable hours are destructive to the physical, the mental, and the moral powers. If the brain were given proper periods of rest, the thoughts would be clear and sharp, and business would be expedited.—[Testimonies for the Church 7:256](#).

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The Relation of Diet to Attitude in Meetings—Before our brethren assemble in council or board meetings, each one should present himself before God, carefully searching the heart and critically examining the motives. Pray that the Lord may reveal self to you so that you may not unwisely criticize or condemn propositions.

At bountiful tables men often eat much more than can be easily digested. The overburdened stomach cannot do its work properly. The result is a disagreeable feeling of dullness in the brain, and the mind does not act quickly. Disturbance is created by improper combinations of food; fermentation sets in; the blood is contaminated and the brain confused.

The habit of overeating, or of eating too many kinds of food at one meal, frequently causes dyspepsia. Serious injury is thus done to the delicate digestive organs. In vain the stomach protests and appeals to the brain to reason from cause to effect. The excessive amount of food eaten, or the improper combination, does its injurious work. In vain do disagreeable premonitions give warning. Suffering is the consequence. Disease takes the place of health.

Some may ask, What has this to do with board meetings? Very much. The effects of wrong eating are brought into council and board meetings. The brain is affected by the condition of the stomach. A

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disordered stomach is productive of a disordered, uncertain state of mind. A diseased stomach produces a diseased condition of the brain and often makes one obstinate in maintaining erroneous opinions. The supposed wisdom of such a one is foolishness with God.—[Testimonies for the Church 7:257](#). (See also [Testimonies for the Church 7:258](#).)

Teaching Health Principles by Example—In his association with those whom he meets, the canvasser can do much to show the value of healthful living. Instead of staying at a hotel, he should, if possible, obtain lodging with a private family. As he sits at the table with the family, let him practice the instruction given in the health works he is selling, holding up the banner of strict temperance. As opportunity is offered, let him speak of the value of a healthful diet. He should never be ashamed to say, “No, thank you; I do not eat meat.” If tea is offered, let him refuse it, explaining that it is harmful, that though for a time stimulating, the stimulating effect passes off, and a corresponding depression is left. Let him explain the injurious effect of intoxicating drinks, and of tobacco, tea, and coffee, on the digestive organs and the brain.—[Counsels on Health, 463](#).

How to Kindle a Thousand Torches—Those who occupy positions of influence and responsibility in the church should be foremost in the work of God. If they move reluctantly, others will not move at all. But their zeal “hath provoked very many.” When their light burns brightly, a thousand torches will be kindled at the flame.—[The Southern Watchman, April 5, 1904](#).

Chapter 24—Teaching Literature Evangelism

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The Ability to Teach Literature Evangelism—The Lord has given you a special and important gift in your experience as a canvasser and your ability to teach others how to engage successfully in this work. You are not to become discouraged when you find that many do not see in all points as you do and that there is a diversity of plans. The Lord has not given you the responsibility of governing the work, but He has given you wisdom as a teacher, and He will help you to help others to learn how to carry the canvassing work forward to success....

He will help you to make a success of the canvassing work. That which the Lord has fitted you to do in the education of canvassers is a much-needed work....

Place yourself, if possible, where you will have little cause to worry over the work of others. As a teacher of canvassers you have talents that will make you very useful in the cause of God. But you are not to stand as a dictator.—[Letter 92, 1903](#).

Individual Attention Essential to Success—In all true teaching the personal element is essential. Christ in His teaching dealt with men individually. It was by personal contact and association that He trained the Twelve. It was in private, often to but one listener, that He gave His most precious instruction. To the honored rabbi at the night conference on the Mount of Olives, to the despised woman at the well of Sychar, He opened His richest treasures; for in these hearers He discerned the impressible heart, the open mind, the receptive spirit. Even the crowd that so often thronged His steps was not to Christ an indiscriminate mass of human beings. He spoke directly to every mind and appealed to every heart. He watched the faces of His hearers, marked the lighting up of the countenance, the quick, responsive glance, which told that truth had reached the soul; and there vibrated in His heart the answering chord of sympathetic joy.

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Christ discerned the possibilities in every human being. He was not turned aside by an unpromising exterior or by unfavorable surroundings. He called Matthew from the toll booth, and Peter and his brethren from the fishing boat, to learn of Him.—[Education, 231, 232.](#)

Force and Enthusiasm Required—An important element in educational work is enthusiasm. On this point there is a useful suggestion in a remark once made by a celebrated actor. The archbishop of Canterbury had put to him the question why actors in a play affect their audiences so powerfully by speaking of things imaginary, while ministers of the gospel often affect theirs so little by speaking of things real. “With due submission to your grace,” replied the actor, “permit me to say that the reason is plain: It lies in the power of enthusiasm. We on the stage speak of things imaginary as if they were real, and you in the pulpit speak of things real as if they were imaginary.”

The teacher in his work is dealing with things real, and he should speak of them with all the force and enthusiasm which a knowledge of their reality and importance can inspire.—[Education, 233.](#)

The Power of Jesus’ Example—What He taught, He lived. “I have given you an example,” He said to His disciples, “that ye should do as I have done.” “I have kept my Father’s commandments.” [John 13:15; 15:10.](#) Thus in His life, Christ’s words had perfect illustration and support. And more than this; what He taught, He was. His words were the expression, not only of His own life experience, but of His own character. Not only did He teach the truth, but He was the truth. It was this that gave His teaching power.

Christ was a faithful reprover. Never lived there another who so hated evil; never another whose denunciation of it was so fearless. To all things untrue and base His very presence was a rebuke. In the light of His purity, men saw themselves unclean, their life’s aims mean and false. Yet He drew them. He who had created man understood the value of humanity. Evil He denounced as the foe of those whom He was seeking to bless and to save. In every human being, however fallen, He beheld a son of God, one who might be restored to the privilege of his divine relationship.—[Education, 78, 79.](#)

Jesus Discerned Man's Infinite Possibilities—"God sent not his Son into the world to condemn the world; but that the world through him might be saved." [John 3:17](#). Looking upon men in their suffering and degradation, Christ perceived ground for hope where appeared only despair and ruin. Wherever there existed a sense of need, there He saw opportunity for uplifting. Souls tempted, defeated, feeling themselves lost, ready to perish, He met, not with denunciation, but with blessing....

In every human being he discerned infinite possibilities. He saw men as they might be, transfigured by His grace—in "the beauty of the Lord our God." [Psalm 90:17](#). Looking upon them with hope, He inspired hope. Meeting them with confidence, he inspired trust. Revealing in Himself man's true ideal, He awakened, for its attainment, both desire and faith. In His presence souls despised and fallen realized that they still were men, and they longed to prove themselves worthy of His regard. In many a heart that seemed dead to all things holy, were awakened new impulses. To many a despairing one there opened the possibility of a new life.

Christ bound men to His heart by the ties of love and devotion; and by the same ties He bound them to their fellow men. With Him love was life, and life was service. "Freely ye have received," He said, "freely give." [Matthew 10:8](#).—[Education, 79, 80](#).

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Instruction by Personal Association—The most complete illustration of Christ's methods as a teacher is found in His training of the twelve first disciples. Upon these men were to rest weighty responsibilities. He had chosen them as men whom He could imbue with His Spirit, and who could be fitted to carry forward His work on earth when He should leave it. To them, above all others, He gave the advantage of His own companionship. Through personal association He impressed Himself upon these chosen collaborators. "The Life was manifested," says John the beloved, "and we have seen it, and bear witness." [1 John 1:2](#).

Only by such communion—the communion of mind with mind and heart with heart, of the human with the divine—can be communicated that vitalizing energy which it is the work of true education to impart. It is only life that begets life.

In the training of His disciples the Saviour followed the system of education established at the beginning. The Twelve first chosen,

with a few others who through ministry to their needs were from time to time connected with them, formed the family of Jesus. They were with Him in the house, at the table, in the closet, in the field. They accompanied Him on His journeys, shared His trials and hardships, and, as much as in them was, entered into His work.

Sometimes He taught them as they sat together on the mountainside, sometimes beside the sea, or from the fisherman's boat, sometimes as they walked by the way.—[Education, 84, 85](#).

Jesus' Voice Was Melodious and Impressive—The teachings of Christ were impressive and solemn; His voice was melodious. And should not we, as well as Christ, study to have melody in our voices?—[Testimonies for the Church 2:617](#).

[269] Jesus met the people on their own ground, as one who was acquainted with their perplexities. He made truth beautiful by presenting it in the most direct and simple way. His language was pure, refined, and clear as a running stream. His voice was as music to those who had listened to the monotonous tones of the rabbis. But while His teaching was simple, He spoke as one having authority.—[The Desire of Ages, 253](#).

Let the voice express sympathy and tenderness. Christ's voice was full of pathos.—[Welfare Ministry, 94](#).

But if the voice is toned right, if it has solemnity, and is so modulated as to be even pathetic, [The words *Pathos* and *Pathetic* have the same etymological root (see *Webster's New Collegiate Dictionary*)] it will produce a much better impression. This was the tone in which Christ taught His disciples. He impressed them with solemnity; He spoke in a pathetic manner.—[Testimonies for the Church 2:615](#).

Had he raised His voice to an unnatural key ... the pathos and melody of the human voice would have been lost, and much of the force of the truth destroyed.—[Evangelism, 56](#).

Then Christ was presented before me, and His manner of talking; and there was a sweet melody in His voice. His voice, in a slow, calm manner, reached those who listened, and His words penetrated their hearts, and they were able to catch on to what He said before the next sentence was spoken.—[Evangelism, 670](#).

He Used the Parable Method of Teaching—In parables and comparisons He found the best method of communicating divine

truth. In simple language using figures and illustrations drawn from the natural world, He opened spiritual truth to His hearers.—[Fundamentals of Christian Education, 236.](#)

Jesus' Teaching Transformed the Disciples—By the work of Christ these disciples had been led to feel their need of the Spirit; under the Spirit's teaching they received their final preparation and went forth to their lifework.

No longer were they ignorant and uncultured. No longer were they a collection of independent units or of discordant and conflicting elements. No longer were their hopes set on worldly greatness. They were of "one accord," of one mind and one soul. Christ filled their thoughts. The advancement of His kingdom was their aim. In mind and character they had become like their Master; and men "took knowledge of them, that they had been with Jesus." [Acts 4:13.](#)

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Then was there such a revelation of the glory of Christ as had never before been witnessed by mortal man. Multitudes who had reviled His name and despised His power confessed themselves disciples of the Crucified. Through the cooperation of the divine Spirit the labors of the humble men whom Christ had chosen stirred the world. To every nation under heaven was the gospel carried in a single generation.

The same Spirit that in His stead was sent to be the instructor of His first co-workers, Christ has commissioned to be the instructor of His co-workers today. "Lo, I am with you alway, even unto the end of the world" ([Matthew 28:20](#)), is His promise.—[Education, 95, 96.](#)

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Chapter 25—Recruiting Literature Evangelists

Famine for the Pure Gospel—We are living in a time when a great work is to be done. There is a famine in the land for the pure gospel, and the bread of life is to be given to hungry souls. There is no better opportunity to do this work than that offered to the consecrated canvasser. Thousands of books containing the precious light of present truth should be placed in the homes of the people in our large cities.—[Christian Service, 152.](#)

Hunt Up and Train New Workers—Let each publisher and general agent work enthusiastically to encourage the agents now in the field and to hunt up and train new workers. Let each strengthen and build up the work as much as possible without weakening the work of others. Let all be done in brotherly love and without selfishness.—[Testimonies for the Church 6:328.](#)

Be Quick to Discern Talent—When we view the rise and progress of the publishing work from the beginning to the present time, we thank God and take courage. Yet our responsibility toward the unwarned multitudes urges us on to still greater and more systematic efforts to set in operation many agencies for the circulation of our papers, tracts, and books. Those who are acquainted with the possibilities of this branch of missionary work, and who are wise to teach, have much to do in the training of home workers.

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Our numbers are constantly increasing, and the inexperienced must be patiently taught to share the burdens resting upon the entire body of believers. Many, too, of our brethren and sisters older in the faith, who have been active in the distribution of literature in the past, are still in need of systematic instruction in methods of labor. Those in responsibility should be quick to discern talent that can be used in the tract and missionary work; and they should do all in their power to develop this talent.—[The Review and Herald, November 5, 1914.](#)

The Need for Quality Recruits—Missionaries are wanted everywhere. In all parts of the field canvassers should be selected,

not from the floating element in society, not from among men and women who are good for nothing else and have made a success of nothing, but from among those who have good address, tact, keen foresight, and ability. Such are needed to make a success as colporteurs, canvassers, and agents. Men suited to this work undertake it, but some injudicious minister will flatter them that their gift should be employed in the desk instead of simply in the work of the colporteur. Thus this work is belittled. They are influenced to get a license to preach; and the very ones who might have been trained to make good missionaries to visit families at their homes and talk and pray with them are caught up to make poor ministers; and the field where so much labor is needed, and where so much good might be accomplished for the cause, is neglected. The efficient colporteur, as well as the minister, should have a sufficient remuneration for his services if his work is faithfully done.

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 into families, conversing, and praying with and for them—is a good work and one which will educate men and women to do pastoral labor.

Not everyone is 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.—[Testimonies for the Church 4:389, 390](#).

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Farmers, Mechanics, to Be God's Agents—The Sun of Righteousness has risen upon the church, and it is the duty of the church to shine. Those who are connected with Christ will grow in grace, and in the knowledge of Jesus Christ, to the full stature of men and women. It is the privilege of every soul to make advancement. No one is to be an idler in the vineyard. If all who claim to believe the truth had made the most of their opportunities and ability to learn all that they were privileged to learn, they would have become strong in Christ. No matter what may have been their occupation, if farmers, mechanics, teachers, or pastors, if they had wholly consecrated

themselves to God, they would have been efficient agents to work for the heavenly Master.—[Manuscript 151, 1897](#).

Blacks to Be Trained as Canvassers—Of late, as the needs of this field [the South] have been pressed upon me, I have been able to sleep but little. Medical missionary work must be carried on among this [the colored] [When this was written the words *colored* and *negro* were more commonly used than *black*. Hundreds of able literature evangelists have sallied forth, selling such literature as *Message Magazine* and subscription books of special interest to black readers.] people, who must be given a training in nursing, cooking, and in other important lines of work. There are those among them who must be trained to labor as teachers, Bible workers, and canvassers.—[Evangelism, 469](#).

Recruits for Unentered Areas—Many of God's people are to go forth with our publications into places where the third angel's message has never been proclaimed. Our books are to be published in many different languages. With these books, humble, faithful men are to go out as colporteur-evangelists, bearing the truth to those who would otherwise never be enlightened. Those who take up this line of work are to go prepared to do medical missionary work. The sick and suffering are to be helped. Many for whom this work of mercy is done will hear and accept the words of life.

The work of the canvasser-evangelist, whose heart is imbued with the Holy Spirit, is fraught with wonderful possibilities for good. The presentation of the truth, in love and simplicity, from house to house, is in harmony with the instruction that Christ gave His disciples when He sent them out on their first missionary tour. By songs of praise, by humble, heartfelt prayers, many will be reached. The divine Worker will be present to send conviction to hearts. "I am with you always," is His promise. With the assurance of the abiding presence of such a Helper we may labor with faith and hope and courage.

From city to city, from country to country, they are to carry the publications containing the promise of the Saviour's soon coming. These publications are to be translated into every language, for to all the world the gospel is to be preached. To every worker Christ promises the divine efficiency that will make his labors a

success.—[Testimonies for the Church 9:33, 34](#). (See [Testimonies for the Church 8:40](#).)

Training and Recruiting at Camp Meeting—In connection with our camp meetings in past years, God’s servants have improved many precious opportunities for instructing our people in practical methods of presenting the saving truths of the third angel’s message to their friends and acquaintances. Many have been taught how to labor as self-supporting missionaries in their home communities. Many have returned home from these annual gatherings to labor with greater zeal and intelligence than hitherto.

It would be pleasing to God if far more of this practical instruction were given the church members who attend our camp meetings, than has usually been given in years past. Our general workers and our brethren and sisters in every conference should remember that one of the objects of our annual gatherings is that all may gain a knowledge of practical methods of personal missionary work....

In some of our conferences the leaders have hesitated to introduce these practical methods of instruction. Some are naturally inclined to sermonize rather than to teach. But on such occasions as our annual camp meetings we must never lose sight of the opportunities afforded for teaching the believers how to do practical missionary work in the place where they may live. In many instances it would be well to set apart certain men to carry the burden of different lines of educational work at these meetings. Let some help the people to learn how to give Bible readings and to conduct cottage meetings. Let others bear the burden of teaching the people how to practice the principles of health and temperance, and how to give treatments to the sick. Still others may labor in the interests of our periodical and book work. [Such contacts provide opportunities to recruit new literature evangelists.] And let chosen workers take a special interest in teaching many how to handle *Christ’s Object Lessons* and *Ministry of Healing*.—[Testimonies for the Church 9:81-83](#).

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Learning to Make a Wise Use of Literature—When we follow plans of the Lord’s devising “we are laborers together with God.” Whatever our position—whether presidents of conferences, ministers, teachers, students, or lay members—we are held accountable by the Lord for making the most of our opportunities to enlighten those in need of present truth. And one of the principal agencies

He has ordained for our use is the printed page. In our schools and sanitariums, in our home churches, and particularly in our annual camp meetings, we must learn to make a wise use of this precious agency. With patient diligence chosen workers must instruct our people how to approach unbelievers in a kindly, winning way and how to place in their hands literature in which the truth for this time is presented with clearness and power.—[Testimonies for the Church 9:86, 87](#).

[276] **Ministers to Help Recruit Canvassers**—This is a time when the conference should stand before the people in a better light than it has hitherto done. We shall call upon the people to help to the utmost of their ability just now. We shall call upon them to do a work which will be pleasing to God in purchasing the book. [*Christ's Object Lessons*.] We shall ask that every available means be used to help to circulate this book. We shall ask, if possible, that the whole field be supplied with canvassers. We shall call upon our ministers as they visit the churches to encourage men and women to go out as canvassers, to make a decided forward movement in the path of self-denial by giving part of their earnings to help our schools to get out of debt. Surely they can do this much to help the Master.—[Manuscript 10, 1900](#).

One Well Trained Better Than Ten Untrained—One worker who has been trained and educated for the work, who is controlled by the Spirit of Christ, will accomplish far more than ten laborers who go out deficient in knowledge, and weak in the faith. One who works in harmony with the counsel of God, and in unity with the brethren, will be more efficient to do good, than ten will be who do not realize the necessity of depending upon God, and of acting in harmony with the general plan of the work.—[Evangelism, 109](#).

Call for Men of Brains and Intellect—Who will put to use the talents lent them of God, be they great or small, and work in humility, learning daily in the school of Christ, and then imparting that precious knowledge to others? Who will see what ought to be done, and do it? And how many will make excuses, become tied up with worldly interests? Cut the cords that bind you, and go into the vineyard to work for the Master.

In every department of the cause of God, consecrated, God-fearing, willing helpers are needed; men of brains, men of intellect,

who will go forth as ministers, canvassers, and colporteurs. Brethren and sisters, let the earnest prayer of faith ascend to God that He will raise up laborers, and send them into the harvest field; for the harvest is great, and the laborers are few.—[Life Sketches of Ellen G. White, 277.](#)

Men With Large Vision and Plans—The press is a power; but if its products fall dead for want of men who will execute plans to widely circulate them, its power is lost. While there has been a quick foresight to discern the necessity of laying out means in facilities to multiply books and tracts, plans to bring back the means invested so as to produce other publications, have been neglected. The power of the press, with all its advantages, is in their hands; and they can use it to the very best account, or they can be half asleep and through inaction lose the advantages which they might gain. By judicious calculation they can extend the light in the sale of books and pamphlets. They can send them into thousands of families that now sit in the darkness of error. [277]

Other publishers have regular systems of introducing into the market books of no vital interest. “The children of this world are in their generation wiser than the children of light.” Golden opportunities occur almost daily where the silent messengers of truth might be introduced into families and to individuals; but no advantage is taken of these opportunities by the indolent, thoughtless ones. Living preachers are few. There is only one where there should be a hundred. Many are making a great mistake in not putting their talents to use in seeking to save the souls of their fellow men. Hundreds of men should be engaged in carrying the light all through our cities, villages, and towns. The public mind must be agitated. God says: Let light be sent out into all parts of the field. He designs that men shall be channels of light, bearing it to those who are in darkness.—[Testimonies for the Church 4:389.](#)

God’s Means of Exalting Man—God has given man a part to act in accomplishing the salvation of his fellow men. He can work in connection with Christ by doing acts of mercy and beneficence. But he cannot redeem them, not being able to satisfy the claims of insulted justice. This the Son of God alone can do, by laying aside His honor and glory, clothing His divinity with humanity, and

coming to earth to humiliate Himself and shed His blood in behalf of the human race.

[278] In commissioning His disciples to go “into all the world and preach the gospel to every creature,” Christ assigned to men the work of spreading the gospel. But while some go forth to preach, He calls upon others to answer to His claims upon them for tithes and offerings with which to support the ministry and to spread the printed truth all over the land. This is God’s means of exalting man. It is just the work which he needs, for it will stir the deepest sympathies of his heart and call into exercise the highest capabilities of the mind.—[Testimonies for the Church 4:472](#).

The Call From Human to Divine Employment—I have repeatedly been instructed that no one should be advised to pledge himself to spend two, three, four, five, or six years under any man’s tuition [direction].... Brethren, we have no time for this. Time is short. We are to hold out urgent inducements to the men who ought now to be engaged in missionary work for the Master. The highways and byways are yet unworked. The Lord calls for young men to labor as canvassers and evangelists, to do house-to-house work in places that have not yet heard the truth. God speaks to our young men, saying, “What? Know ye not that ... ye are not your own? For ye are bought with a price: therefore, glorify God in your body, and in your spirit, which are God’s” ([1 Corinthians 6:19, 20](#)).

The Lord must be given an opportunity to show men their duty and to work upon their minds. No one is to bind himself to serve under the direction of any human being, for the Lord Himself will call men, as of old He called the humble fishermen, and will Himself give them the education He desires them to have. He will call men from the plow and from other occupations to give the last note of warning to perishing souls. There are many ways in which to work for the Master, and the great Teacher will open the understanding of these workers, enabling them to see wondrous things in His Word.

The signs that show that Christ’s coming is near are fast fulfilling. The Lord calls for canvassers and evangelists. Those who will go forth to this work under His direction will be wonderfully blessed.—[Letter 169, 1903](#).

[279] **Helpers From the Common People**—In this closing work of the gospel there is a vast field to be occupied; and, more than ever

before, the work is to enlist helpers from the common people. Both the youth and those older in years will be called from the field, from the vineyard, and from the workshop, and sent forth by the Master to give His message. Many of these have had little opportunity for education; but Christ sees in them qualifications that will enable them to fulfill His purpose. If they put their hearts into the work, and continue to be learners, He will fit them to labor for Him.... Laborers from the common people, sharing the sorrows of their fellow men as their Master shared the sorrows of the whole human race, will by faith see Him working with them.—[Education, 269, 270.](#)

Every Believer Can Bear the Message—My heart is often burdened because so many who might work are doing nothing. They are the sport of Satan's temptations. Every church member who has a knowledge of the truth is expected to work while the day lasts; for the night cometh, wherein no man can work. Erelong we shall understand what that night means. The Spirit of God is being grieved away from the earth. The nations are angry with one another. Widespread preparations are being made for war. The night is at hand. Let the church arouse and go forth to do her appointed work. Every believer, educated or uneducated, can bear the message.—[Testimonies for the Church 9:26.](#)

Teach Singlemindedness in Literature Work—I have something to say to you. You indeed love the truth, but your affections have been manifestly divided between the service of God and the service of mammon. Some things stand as mighty barriers in the way of your being a man whom the Lord can use to advance His cause and correctly represent His faith. The plans you have used in your missionary work have not been for your spiritual good or for the moral health of those with whom you are brought in contact....

With the work of scattering our publications and advocating the truth, you have mingled scheming, buying, and selling. This makes a poor combination. As you labor to obtain advantages for yourself, you are allured by the prospect of buying things below their value and selling them above their value. Therefore the world regards you as a sharper, a man who will gain advantage for himself without considering the case of others. You do not keep the commandments of God, for you do not love your neighbor as yourself. If you had loved God with all your heart, you would not have had these

dishonest principles to contend against. This greed for advantage is greatly to your spiritual injury. By indulging it you are placing yourself where poverty will come to you unless you are thoroughly converted.—[Letter 3, 1878](#).

Evangelistic Canvassers in Place of Living Preacher—Canvassing for our publications is an important and most profitable line of evangelistic work. Our publications can go to places where meetings cannot be held. In such places the faithful evangelistic canvasser takes the place of the living preacher. By the canvassing work the truth is presented to thousands who otherwise would never hear it.

I feel very sorry to know that so many of the books which should be finding ready sale are lying on the office shelves. These books contain the light that people need. May the Lord move upon many of our young people to enter His service as evangelistic canvassers. Our time for work is short. Many, very many, need the promptitude of the “quickly” in them, to lead them to arouse and go to work. The Lord calls for workers just now....

Our commission is to let the light shine forth everywhere from the press. By the printed page the light reaches the isolated ones, who have no opportunity to hear the living preacher. This is most blessed missionary work. Canvassers can be the Lord’s helping hand, opening doors for the entrance of truth.—[The Review and Herald, October 7, 1902](#).

[281] **Canvassers to Warn the Cities While It Is Possible**—Who can question that we are living in perilous times? When Christ portrayed the destruction of Jerusalem, He looked down the ages and included in His description the still more awful destruction of the world. And He declares, “As the days of Noe were, so shall also the coming of the Son of man be. For as in the days that were before the flood they were eating and drinking, marrying and giving in marriage, until the day that Noe entered into the ark, and knew not until the flood came, and took them all away; so shall also the coming of the Son of man be” ([Matthew 24:37-39](#)).

The destroying angels are today executing their commission. Death will come in all places. This is why I am so anxious for our cities to be warned. There is a work to be done by canvassing in our cities that has not yet been done.

In His teaching Christ has given lessons of great value in regard to the last days. O that men and women would learn their danger before it is everlastingly too late!

The day of the Lord is coming as a thief, not on those who are spiritually awake, but on those who are half asleep, listless and indifferent. The blessing of God rests on the workers who warn those that are unready to meet Him. Holiness is connected with mercy, as the effect is connected with its cause.—[Letter 176, 1903](#).

Many Places Reached Only by Publications—God expects His people living in this period of earth's history to proclaim with voice and with pen the last message of mercy to the world, working with the power of the Holy Spirit. There are many places in which the voice of the minister cannot be heard, places which can be reached only by our publications—the books, papers, and tracts filled with the Bible truths that the people need.

We are living in the closing days of earth's history. Many in the world are careless; to them the most momentous truths have become as idle tales, making no impression on their mind and heart, no change in the character. But there are some who will give heed to God's message and who will not rest until they understand His Word.—[Manuscript 40, 1903](#). (See [Testimonies for the Church 5:387, 388](#).)

Calebs Are Needed Now—The third angel, flying in the midst of heaven and heralding the commandments of God and the testimony of Jesus, represents our work. The message loses none of its force in the angel's onward flight, for John sees it increasing in strength and power until the whole earth is lightened with its glory. The course of God's commandment-keeping people in onward, ever onward. The message of truth that we bear must go to nations, tongues, and peoples. Soon it will go with a loud voice, and the earth will be lightened with its glory. Are we preparing for this great outpouring of the Spirit of God?

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Human agencies are to be employed in this work. Zeal and energy must be intensified; talents that are rusting from inaction must be pressed into service. The voice that would say, "Wait; do not allow yourself to have burdens imposed upon you," is the voice of the cowardly spies. We want Calebs now who will press to the front—chieftains in Israel who with courageous words will make a

strong report in favor of immediate action. When the selfish, ease-loving, panic-stricken people, fearing tall giants and inaccessible walls, clamor for retreat, let the voice of the Calebs be heard, even though the cowardly ones stand with stones in their hands, ready to beat them down for their faithful testimony.—[Testimonies for the Church 5:383](#).

Youth Diverted From the Canvassing Work—It [elocution] has caught up men to engage in a work that they cannot do wisely, and spoiled them for doing a work which, had they been humbly and modestly seeking to accomplish it in the fear of God, they would have made a glorious success. These youth might have been fitting for usefulness in the missionary field as canvassers and colporteurs, or as licentiates proving themselves for ministerial labor, doing work for time and for eternity. But they have been crazed with the thought of becoming teachers of elocution, and Satan stands and laughs that he has caught them in the net which he has laid for them....

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Satan is working to crowd himself in everywhere. He would put asunder very friends. There are men who are ever talking and gossiping and bearing false witness, who sow the seeds of discord and engender strife. Heaven looks upon this class as Satan's most efficient servants. But the man who is injured is in a far less dangerous position than when fawned upon and extolled for a few of his efforts which appear successful. The commendation of apparent friends is more dangerous than reproach.—[Testimonies for the Church 4:605-607](#).

Present the Bible Just as It Reads—The light of truth is shedding its bright beams upon the world through missionary effort. The press is an instrumentality by which many are reached whom it would be impossible to reach by ministerial effort. A great work can be done by presenting to the people the Bible just as it reads. Carry the word of God to every man's door, urge its plain statements upon every man's conscience, repeat to all the Saviour's command: "Search the Scriptures." Admonish them to take the Bible as it is, to implore divine enlightenment, and then, when the light shines, to gladly accept each precious ray and fearlessly abide the consequences.—[Testimonies for the Church 5:388](#).

Value in Every Page of Literature—We should treat as a sacred treasure every line of printed matter that comes from our pub-

lishing houses. Even the fragments of a pamphlet or of a periodical should be regarded as of value. Who can estimate the influence that a torn page, containing the truths of the third angel's message, may have upon the heart of some seeker after truth? Every page that comes from the press is a ray of light from heaven, to shine into the byways and the hedges, shedding light upon the pathway of truth. Let us remember that somebody would be glad to receive every page that we can spare.

In the miracle of feeding the multitude with the few loaves and fishes, the food was increased as it passed from Christ to those who accepted it. Thus it will be in the distribution of our publications. God's truth, as it is passed out, will multiply greatly. And as Christ was careful to instruct the disciples to gather up the fragments that remained, that nothing should be lost, so we should treasure every fragment of literature containing the truth for this time.—[Manuscript 67, 1903](#).

Memorials in Every City and Village—In the visions of the night a very impressive scene passed before me. I saw an immense ball of fire fall among some beautiful mansions, causing their instant destruction. I heard someone say: "We knew that the judgments of God were coming upon the earth, but we did not know that they would come so soon." Others, with agonized voices, said: "You knew! Why then did you not tell us? We did not know." On every side I heard similar words of reproach spoken.

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In great distress I awoke. I went to sleep again, and I seemed to be in a large gathering. One of authority was addressing the company, before whom was spread out a map of the world. He said that the map pictured God's vineyard, which must be cultivated. As light from heaven shone upon anyone, that one was to reflect the light to others. Lights were to be kindled in many places, and from these lights still other lights were to be kindled....

I saw jets of light shining from cities and villages, and from the high places and the low places of the earth. God's word was obeyed, and as a result there were memorials for Him in every city and village. His truth was proclaimed throughout the world.

Then this map was removed and another put in its place. On it light was shining from a few places only. The rest of the world was in darkness, with only a glimmer of light here and there. Our

Instructor said: “This darkness is the result of men’s following their own course. They have cherished hereditary and cultivated tendencies to evil. They have made questioning and faultfinding and accusing the chief business of their lives. Their hearts are not right with God. They have hidden their light under a bushel.”

If every soldier of Christ had done his duty, if every watchman on the walls of Zion had given the trumpet a certain sound, the world might ere this have heard the message of warning. But the work is years behind. While men have slept, Satan has stolen a march upon us.—[Testimonies for the Church 9:28, 29](#).

[285] **Heaven Is for Soul Winners**—It is the Christian’s business to shine. The professed follower of Christ is not fulfilling the requirements of the gospel unless he is ministering to others. He is never to forget that he is to let his light so shine before men that they, seeing his good works, may glorify their Father which is in heaven. His speech is to be always with grace, and in harmony with his profession of faith. His work is to reveal Christ to the world. Jesus Christ and Him crucified is his inexhaustible theme, of which he is freely to speak, bringing out of the good treasure of his heart the precious things of the gospel. The heart that is filled with the blessed hope, that is big with immortality and full of glory, can not be dumb....

Those with whom the Christian comes in contact have a right to know what has been revealed to the follower of Christ, and he is to make it known both by precept and example. The Christian is to publish the good news of salvation, and he is never to weary of the recital of God’s goodness. He is continually to draw with Christ, and continually to draw from Christ, eating the flesh and drinking the blood of the Son of man, which Jesus declares are His words, that are spirit and life. Thus he will always have a fresh supply of heavenly manna. Every Christian, high or low, rich or poor, learned or ignorant, is to talk of the kingdom of God, to speak of Christ and Him crucified, to those who are in ignorance and sin. You are to speak to sinners; for you know not but God is moving upon their hearts. Never forget that great responsibility attaches to every word you utter in their presence....

What are you doing, my Christian brothers and sisters? Can you say that as far as it was in your power, you have declared, or represented, Christ and His love for fallen humanity to those who

know Him not? If you have confined your efforts mostly to those who are of the same faith as yourself, what about seeking those who are lost? If the curtain could be rolled back, you would see souls perishing in their sins, and the church idle, indolent, unsympathetic, absorbed in selfish interests, and caring not whether souls are saved or lost, so long as they themselves can have an easy time, and be secure in the hope of salvation. But no one will ever enter heaven who is not a laborer together with God.—[The Review and Herald, February 12, 19, 1895.](#)

Chapter 26—God’s Plan for Students and Youth

Young Men and Women Needed as Canvassers—God calls for ministers, Bible workers, and canvassers. Let our young men and young women go forth as canvassers, evangelists, and Bible workers, in company with laborers of experience, who can show them how to labor successfully. Let canvassers carry our publications from house to house. When opportunity offers, let them speak of the truth for this time to those whom they meet, and let them sing and pray with them. When in our work for God right methods are energetically followed, a harvest of souls will be gathered.

There is room in the work of God for all who are filled with the spirit of self-sacrifice. God is calling for men and women who are willing to deny self for the sake of others, willing to consecrate all they have and are to His work. Men are needed who, when they encounter difficulties, will move steadily on, saying, We will not fail or become discouraged. Men are needed who will strengthen and build up the work that others are trying to do.—[Messages to Young People, 208.](#)

Special Duty to Teach Students—When school closes, there is opportunity for many to go out into the field as evangelistic canvassers. The faithful colporteur finds his way into many homes, where he leaves reading matter containing the truth for this time. Our students should learn how to sell our books. There is need of men of deep Christian experience, men of well-balanced minds, strong, well-educated men, to engage in this branch of the work. Some have the talent, education, and experience that would enable them to educate the youth for canvassing work in such a way that much more would be accomplished than is now being done. Those who have this experience have a special duty to perform in teaching others.—[Counsels to Parents, Teachers, and Students, 546, 547.](#) (See [Testimonies for the Church 9:76.](#))

Youth Prepared to Meet Error—Young men who desire to enter the field as ministers, colporteurs, or canvassers should first

receive a suitable degree of mental training, as well as a special preparation for their calling. Those who are uneducated, untrained, and unrefined are not prepared to enter a field in which the powerful influences of talent and education combat the truths of God's word. Neither can they successfully meet the strange forms of error, religious and philosophical combined, to expose which requires a knowledge of scientific as well as Scriptural truth.—[Testimonies for the Church 5:390](#).

Financial Help for Prospective Canvassers—It should be made a part of gospel labor to help forward promising young men who give evidence that the love of truth and righteousness has a constraining influence upon them, leading them to dedicate themselves to the work of God, as medical missionaries, as canvassers, as evangelists. Let a fund be established to carry this work forward. Then let those who have received help go forth to minister to the sick and suffering. This work will surely open the way for the balm of Gilead to be applied to sin-sick souls.—[Selected Messages 2:208](#).

Blessings of Canvassing to Young Ministers—Should not our ministers study this question? Many of our young ministers, if truly converted, would do much good by entering the canvassing field. They would there obtain an experience in faith. Their knowledge of the Scriptures would greatly increase, because as they imparted to others the light given them, they would receive more to impart. Let them enter the canvassing field and see what they can do in the way of producing. By meeting people and presenting to them our publications, they will gain an experience which they could not gain by simply preaching. As they go from house to house, they can converse with those whom they meet, carrying with them the fragrance of Christ's life.—[Manuscript 10, 1900](#).

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Practical Work Rather Than Years of Study—There are many young men and young women among us who, if inducements were held out, would naturally be inclined to take several years' course of study at Battle Creek. [Not all the youth who labor for God require extended college and advanced study and preparation. The canvassing field is itself a classroom.] But will it pay? Has not the Lord some practical work to do in missionary lines? Manly young men will be needed to enter the printing office when it is established in Washington, to learn the printer's trade. Our publi-

cations are to be prepared to go forth to the world. Canvassers are to be educated to take up the work of circulating these publications. Our books and papers are to go to places that are still in the darkness of error.—[Letter 169, 1903](#).

Training Youth in Evangelistic Efforts—Before a person is prepared to become a teacher of the truth to those who are in darkness, he must become a learner.... Whenever a special effort is to be made in an important place, a well-arranged system of labor should be established, so that those who wish to become colporteurs and canvassers, and those who are adapted to give Bible readings in families, may receive the necessary instruction....

[289] There should be connected with our missions, training schools for those who are about to enter the field as laborers. They should feel that they must become as apprentices to learn the trade of laboring for the conversion of souls. The labor in these schools should be varied. The study of the Bible should be made of primary importance, and at the same time there should be a systematic training of the mind and manners that they may learn to approach people in the best possible way. All should learn how to labor with tact and with courtesy, and with the Spirit of Christ.—[Evangelism, 107, 108](#). (See also [Evangelism, 470](#).)

Youth Not Bound to Mechanical Work—The Lord calls upon those connected with our sanitariums, publishing houses, and schools to teach the youth to do evangelistic work. Our time and energy must not be so largely employed in establishing sanitariums, food stores, and restaurants that other lines of work will be neglected. Young men and young women who should be engaged in the ministry, in Bible work, and in the canvassing work should not be bound down to mechanical employment....

Where are the men who will go forth to the work, fully trusting in God, ready to do and to dare? God calls, “Son, go work today in My vineyard.” God will make the young men of today heaven’s chosen repositories, to present before the people truth in contrast with error and superstition, if they will give themselves to Him. May God roll the burden on strong young men, who have His word abiding in them and who will give the truth to others.—[Evangelism, 24](#).

Solid Experience Valued Above Silver and Gold—At the Fernando school [in southern California] the teachers have recently led out in reviving an interest in the sale of *Christ's Object Lessons*. Bands of students, after prayerful study of the book, have visited Los Angeles in company with their teachers and have gained a sound, solid experience which they prize above silver and gold. This kind of work is, in fact, one of the means God has ordained for giving our youth a missionary training; and those who neglect to improve such opportunities lose out of their lives a chapter of experience of the highest value. By entering heartily into this work, students can learn how to approach with tact and discretion men and women in all walks of life, how to deal with them courteously, and how to lead them to give favorable consideration to the truths contained in the books that are sold.

Our greatest burden should be, not the raising of money, but the salvation of souls; and to this end we should do all in our power to teach students how to lead souls to a knowledge of the third angel's message. When we are successful in the work of soulsaving, those who are added to the faith will, in turn, use their ability in giving the truth to others. When we labor diligently for the salvation of our fellow men, God will prosper our every effort.—[Testimonies for the Church 9:85, 86](#).

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Training for Difficult Missionary Service—There is a wide field of usefulness in the distribution of our literature and in bringing the third angel's message to the attention of friends and neighbors. Other youth should be encouraged to enter the canvassing work to sell our larger books. Some may have qualifications that would make them valuable helpers in our institutions. And in many instances, if promising youth were wisely encouraged and properly directed, they could be led to earn their own schooling by taking up the sale of *Christ's Object Lessons or Ministry of Healing*.

In selling these books the youth would be acting as missionaries, for they would be bringing precious light to the notice of the people of the world. At the same time they would be earning money to enable them to attend school, where they could continue their preparation for wider usefulness in the Lord's cause. In the school they would receive encouragement and inspiration from teachers and students to continue their work of selling books; and when the

time came for them to leave school, they would have received a practical training fitting them for the hard, earnest, self-sacrificing labor that has to be done in many foreign fields, where the third angel's message must be carried under difficult and trying circumstances.—[Testimonies for the Church 9:78](#).

[291] **Handling Books a Practical Education**—The students who take up the work of selling *Christ's Object Lessons* and *Ministry of Healing* will need to study the book they expect to sell. As they familiarize their mind with the subject matter of the book in hand and endeavor to practice its teachings they will develop in knowledge and spiritual power. The messages in these books contain the light that God has revealed to me to give to the world. The teachers in our schools should encourage the students to make a careful study of every chapter. They should teach these truths to their students and seek to inspire the youth with a love for the precious thoughts the Lord has entrusted to us to communicate to the world.

Thus the preparation for handling these books, and the daily experiences gained while bringing them to the attention of the people, will prove an invaluable schooling to those who take part in this line of effort. Under the blessing of God the youth will obtain a fitting up for service in the Lord's vineyard.—[Testimonies for the Church 9:77](#). (See also [Testimonies for the Church 9:79, 80](#).)

Shall Teen-age Girls Canvass? [Ellen White directed several letters to her two teen-age granddaughters, Ella May and Mabel, that pointed out certain dangers that might threaten young women colporteurs, while not forbidding their participation in the literature work.]—I would not place any obstruction in your way in obtaining an experience in doing God service....

I am sorry if my cautions have been stronger than I intended, for I did not intend a positive do-nothing in the line in which you have been working. But I have felt great fears of having a girl at your age go alone into this work. Accidents are liable to occur, endangering life.... If another sensible person were with you, then one could be a safeguard to the other. If one should become injured, and no one at hand to help, what then? All these things are to be considered and guarded against.

Another danger: there are tramps everywhere, and evil, dissolute characters who will do wicked works, and ruin and kill, because

they have given themselves to Satan's power. I would therefore be very cautious how in any way you are unguarded. For Satan has come down in great power. He is represented as going about as a roaring lion, seeking whom he may devour. These things must be considered.... If you feel that it is your work to canvass, and that you can do good in that line, I remove all my objections, but not my cautions that every precaution should be taken against exposing you to danger. This I must insist upon.—[Letter 4, 1902](#).

[292] **Chapter 27—Training Literature Evangelists to Sell**

Inspired Selling Sentences [Many of these sentences may be memorized by the literature evangelist and incorporated in the sales talk.]—The presence of Christ alone can make men and women happy.—[The Adventist Home, 28.](#)

Prayer is the opening of the heart to God as to a friend.—[Steps to Christ, 93.](#)

There is nothing more calculated to energize the mind and strengthen the intellect than the study of the Word of God.—[Counsels to Parents, Teachers, and Students, 460.](#)

One sentence of Scripture is of more value than ten thousand of man's ideas or arguments.—[Testimonies for the Church 7:71.](#)

A noble, all-round manhood does not come by chance. It is the result of the molding process of character building in the early years of youth.—[Child Guidance, 42.](#)

No higher work was ever committed to mortals than the shaping of character.—[Child Guidance, 163.](#)

Parents can ... build around their children bulwarks which will preserve them from the evil that is flooding our world.—[Child Guidance, 479.](#)

The highest class of education is that which will give such knowledge and discipline as will lead to the best development of character.—[Child Guidance, 296.](#)

[293] The mind, the soul, is built up by that upon which it feeds; and it rests with us to determine upon what it shall be fed. It is within the power of everyone to choose the topics that shall occupy the thoughts and shape the character.—[Education, 126, 127.](#)

True character is a quality of the soul, revealing itself in the conduct. A good character is a capital of more value than gold or silver.—[Child Guidance, 161.](#)

The characters formed in this life will determine the future destiny.—[Child Guidance, 229.](#)

A character formed according to the divine likeness is the only treasure that we can take from this world to the next.—[Christ's Object Lessons, 332](#).

Elements of Character That Give Success—The elements of character that make a man successful and honored among men—the irrepressible desire for some greater good, the indomitable will, the strenuous exertion, the untiring perseverance—are not to be crushed out.—[Patriarchs and Prophets, 602](#).

But when we give ourselves wholly to God and in our work follow His directions, He makes Himself responsible for its accomplishment. He would not have us conjecture as to the success of our honest endeavors. Not once should we even think of failure. We are to cooperate with One who knows no failure.—[Christ's Object Lessons, 363](#).

Sometimes He trains His workers by bringing to them disappointment and apparent failure. It is His purpose that they shall learn to master difficulties. Often men are tempted to falter before the perplexities and obstacles that confront them. But if they will hold the beginning of their confidence steadfast unto the end, God will make the way clear. Success will come to them as they struggle against difficulties.—[Prophets and Kings, 595](#).

In Ezekiel's vision God had His hand beneath the wings of the cherubim. This is to teach His servants that it is divine power that gives them success. He will work with them if they put away iniquity and become pure in heart and life.—[Testimonies for the Church 5:754](#).

When you make up your mind to do something on which your heart is set, you do not give up for difficulties, but try again and again. Put the same energy and determination to succeed in the service of Christ, and you will not fail of a reward.—[Sons and Daughters of God, 254](#).

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Human strength is weakness, human wisdom is folly. Our success does not depend on our talents or learning, but on our living connection with God.—[Testimonies for the Church 5:158](#).

He Sent Them Two and Two—When Jesus sent His disciples forth to labor, He sent them two and two, that they might be a help and strength to each other, and stand more courageously in defense of truth. They did not feel as some do now, that they would rather

work alone than have anyone with them who did not labor just as they labored. Our Saviour understood what ones to associate together. He did not connect with the mild, beloved John one of the same temperament; but He connected with him the ardent, impulsive Peter. These two men were not alike either in their disposition or in their manner of labor. Peter was prompt and zealous in action, bold and uncompromising, and would often wound; John was ever calm, and considerate of others' feelings, and would come after to bind up and encourage. Thus the defects in one were partially covered by the virtues in the other.

God never designed that, as a rule, His servants should go out singly to labor. To illustrate: Here are two brothers. They are not of the same temperament; their minds do not run in the same channel. One is in danger of doing too much; the other fails to carry the burdens that he should. If associated together, these might have a moulding influence upon each other, so that the extremes in their characters would not stand out so prominent in their labors. It might not be necessary for them to be together in every meeting; but they could labor in places ten, fifteen, or even thirty miles apart—near enough together, however, so that if one came to a crisis in his labors, he could call on the other for assistance. They should also come together as often as possible for prayer and consultation. Although different in temperament, they are one in faith, one in purpose, and can claim the promise of Christ to His disciples, “If two of you shall agree on earth as touching anything that they shall ask, it shall be done for them of my Father which is in heaven.”—[Historical Sketches of the Foreign Missions of the Seventh-day Adventists](#), 126, 127.

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Youth With Older Workers Two by Two—In this work the youth should be connected with those older in experience, who, if they are devoted to God, can be a great blessing to them, teaching them in the things of God, and showing them how best to work for Him. If the youth will work out their own salvation with fear and trembling, they will know by experience that God is working with them, to will and to do of His good pleasure.

Not only men, but women, can enter the canvassing field. And canvassers are to go out two by two. This is the Lord's plan.—[The Review and Herald](#), October 7, 1902.

Practical Minutemen Needed—Among our ministers, physicians, teachers, and canvassers, there is need of an entire surrender of the mind, the heart, and the soul of God. ... Neither dress, expensive homes, nor stylish living gives character to the work. But a meek and quiet spirit is in the sight of God of great value. Religion does not make a man coarse and rough. The true believer, realizing his own weakness, will guard himself at every point, and place his whole confidence in God. True Christian godliness cannot be forced; it is the outflowing of an honest heart....

God calls for minute man, praying men, practical men. Expensive outward show does not elevate men and women in the eyes of sensible people.—[Selected Messages 2:201, 202](#).

Voice and Tongue a Power for God—The voice and tongue are gifts from God, and if rightly used, they are a power for God.—[Sons and Daughters of God, 180](#).

By diligent effort all may acquire the power to read intelligibly, and to speak in a full, clear, round tone, in a distinct and impressive manner. By doing this we may greatly increase our efficiency as workers for Christ. Every Christian is called to make known to others the unsearchable riches of Christ; therefore he should seek for perfection in speech.—[Christ's Object Lessons, 335, 336](#).

We may have knowledge, but unless the habit is acquired of using the voice correctly, our work will be a failure. Unless we can clothe our ideas in appropriate language, of what avail is our education? Knowledge will be of little value to us unless we cultivate the talent of speech; but 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.—[Counsels to Parents, Teachers, and Students, 217](#).

Let us ask in faith for a converted voice, a converted tongue, and for Christlike sympathy and tenderness, that we may win souls to the truth we teach.—[The Review and Herald, November 11, 1902](#).

Let our words be gentle as we seek to win souls.—[Testimonies for the Church 6:400](#).

They [the workers in our sanitariums] are to cultivate the voice, keeping it pleasant and sympathetic.—[Medical Ministry, 212](#).

Educate yourself to carry a pleasant countenance, and bring all the sweetness and melody possible into your voice.—[Sons and Daughters of God, 180.](#)

Correcting Defects in Speech—Speak slowly. Many speak rapidly, hurrying one word after another so fast that the effect of what they say is lost.—[Counsels to Parents, Teachers, and Students, 254, 255.](#)

If the words spoken are crowded upon each other, the impression that should be made is lost. The talent of speech needs to be cultivated, that the truth be spoken not excitedly, but slowly and distinctly, that not a syllable may be lost. Rapidity of speech can and should be corrected.—[The Southern Watchman, October 27, 1903.](#)

Those who talk rapidly, from the throat, jumbling the words together and raising their voices to an unnaturally high pitch, soon become hoarse, and the words spoken lose half the force which they would have if spoken slowly, distinctly, and not so loud.—[Testimonies for the Church 4:405.](#)

Speaking from the throat, letting the words come out from the upper extremity of the vocal organs, all the time fretting and irritating them, is not the best way to preserve health or to increase the efficiency of those organs. You should take a full inspiration and let the action come from the abdominal muscles. Let the lungs be only the channel, but do not depend upon them to do the work.—[Testimonies for the Church 2:616.](#)

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Let him say, “I will make earnest effort to overcome this God-dishonoring habit of speaking in a low, indistinct tone. I will put myself under discipline until my voice shall be audible even to those who are dull of hearing.”—[Counsels to Parents, Teachers, and Students, 245, 246.](#)

Humility and Hard Work Bring God’s Blessing—I did not suppose that you would build, for full of changes as your life is, this might not be best. But I certainly think that your wife ought to have some place that she can call her own, even if it is but rented rooms. Such was all the home that for some time, while we were traveling about, we had.

You have given your whole time to a good work, and you need more rest than you give yourself. You have worked as an evangelist, and your words and deeds have opened many doors for the entrance

of the truth. I have not a doubt but that the Lord has given you your work. He has greatly blessed you in your canvassing. This is because you have kept at the work, and have given Him the glory.—[Letter 174, 1903](#).

Born-Again Canvassers Needed—Simple, direct methods are to be employed. Put your confidence in God. He will teach you how to simplify, how to avoid using methods in the publication and circulation of books which will bring disappointment and failure....

Canvassing is evangelistic work, and by it great good may be done. Two canvassers should be sent out together. They can help one another to be indeed honored sons of God. “Seeing ye have purified your souls in obeying the truth through the Spirit unto unfeigned love of the brethren, see that ye love one another with a pure heart fervently: being born again, not of corruptible seed, but of incorruptible, by the word of God, which liveth and abideth forever” ([1 Peter 1:22, 23](#)). How important, then, it is that all who take hold of the work, those who canvass and those who work in the office, shall faithfully preserve and practice the highest, holiest principles of the Word of God. They are to be born again, by the power of the Word of God, through obedience to the truth. They are to know for themselves what righteousness means....

Let a class of canvassers be fitted up, by thorough instruction and drill, to handle the publications that shall come forth from the press. Those who take up the work of canvassing as a preparation for the ministry will indeed realize the truth of the Saviour’s words, “He shall glorify me: for he shall receive of mine, and shall shew it unto you” ([John 16:14](#)).—[Letter 66, 1901](#).

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Guarding Unworked Territory Holds Back Sales—I am sorry that it should be thought necessary to delay the work in some places because of territorial lines, and that it should be considered irregular for the workers to sell books in certain territories where the field is neglected. This has held back the sale of our books. Changes should be made regarding this condition. If territory that is claimed by a certain conference is not faithfully worked for the circulation of our literature, those workers who have a burden for that territory should not be forbidden the privilege of laboring there.—[Letter 328, 1907](#).

Prompt Payment by Literature Evangelists Important—

Through the failure of canvassers to meet their indebtedness, our tract societies have been involved in debt; they cannot meet their obligations to the publishing houses; thus these institutions become embarrassed, and their work is hindered. Some canvassers have thought themselves ill-treated when required to make prompt payment to the publishers for books received, but prompt remittal is the only successful way of conducting business.

The loose manner in which some canvassers have performed their work shows that they have important lessons to learn. Much haphazard work has been presented before me. By laxness in secular affairs some have formed habits of carelessness and slackness, and they have brought this deficiency into the Lord's work.

God calls for decided improvement in the various branches of the work. The business done in connection with His cause should be marked with greater precision and exactness. There must be firm, decided effort to bring about essential reforms.—[Testimonies for the Church 7:175](#).

[299] **Study to Protect Colporteurs' Income—**Canvassing is an important work, a work equal in importance to the ministry of the Word. Matters must be so arranged that canvassers shall have enough to live on without overdrawing. This door of temptation must be closed and barred. However honest a canvasser may be, circumstances will arise in his work which will be a sore temptation to him. Let the barn be locked before the horse is stolen. This is the best way....

It is our work to bar every path that leads to temptation. The Lord desires us to close the door against Satan's entrance. I fear that we do not always remember the wiliness of the foe with whom we have to contend. He has a masterly mind and a keen insight. Let us in our work remember the harm it is in his power to do if we give him the opportunity.—[Letter 10, 1901](#).

Encourage Honesty Among Literature Evangelists—The work of colporteurs and canvassers is an important work. It is no child's play. Some have engaged in canvassing for other books than those bearing on present truth. They had a very low standard of righteousness and honesty. Because they professed to be Christians they were trusted. Confidence was placed in them because they professed

to be Seventh-day Adventists, and it was not thought necessary to place them under regulations.

Some took advantage of this confidence and made false statements; they committed forgery, robbery, and theft. They squandered the money taken for books, money that belonged to their employers, and several who carried on this business considered it a good chance for them, and laughed one with another over the matter. The arrangements entered into were those which showed not the slightest appearance of distrusting their honesty. This business arrangement was not supposed to be made with men of corrupt hearts and corrupt morals. But every one of these dishonest transactions is registered in the books of heaven, and there they will remain until the judgment, unless by confession, repentance, and restitution, they shall seek God to write pardon against their names.

In the day of judgment many will be found wanting because they have been tested and proved of God and found unworthy of eternal life. God could not trust them in heaven. The decision will be made for eternity; he that is not faithful in that which is least cannot be entrusted with greater responsibilities. They will be judged by their works which have determined their character. Is it a paying business to be dishonest? Never; for if there is no detection here in probationary time, everything will be laid open in the day of final reckoning.—[Manuscript 59, 1900](#).

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Helping a Canvasser During a Time of Financial Trial—I am ... pressed with sadness as I ... see the great battle with poverty in this country [Australia]....

Our own people are in want. I have divided with Sister A the provisions which have been bought at auction sales, and have also placed a pound in her hands. Her husband has been canvassing with Brother G, but poverty has met them on every side. The people wanted the books, but with tears in their eyes they said, “We cannot buy. We must have bread or starve.” Sister A received a letter from her husband in which he stated that he was two pounds in debt at the hotel and asked her to sell some articles from the meager lot of furniture still remaining in order that he might pay his debt. When I heard this, I rode up with Sister B to carry supplies of food to them, for I knew they were in want. She was very grateful for this. You know they have a large but excellent family.—[Letter 54a, 1894](#).

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Chapter 28—Training Literature Evangelists to Win Souls

Christ Our Recommendation to the People—Much painstaking effort will be required of those who have the burden of this work; for right instruction must be given, that a sense of the importance of the work may be kept before the workers, and that all may cherish the spirit of self-denial and sacrifice exemplified in the life of our Redeemer. Christ made sacrifices at every step, sacrifices that none of His followers can ever make. In all the self-denial required of us in this work; amid all the unpleasant things that occur, we are to consider that we are yoked up with Christ, partakers of His spirit of kindness, forbearance, and self-abnegation. This spirit will open the way before us, and give us success, because Christ is our recommendation to the people.—[The Review and Herald, May 6, 1902.](#)

Angels to Attend Canvassers—Canvassers should be secured to handle the books *Great Controversy*, *Patriarchs and Prophets*, *Desire of Ages*, *Daniel and the Revelation*, and other books of like character, who have a sense of the value of the matter these books contain and a realization of the work to be done to interest people in the truth. Special help, which is above all the supposed advantages of illustrations, will be given to such canvassers. The canvassers who are born again by the work of the Holy Spirit will be accompanied by angels, who will go before them to the dwellings of the people, preparing the way....

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Those selected as canvassers should be men and women who feel the burden of service, who do not work merely for wages, who seek to do the very work that needs to be done to enlighten the world. All our service is to be done to the glory of God, to give the light of truth to those who are in darkness. Canvassers need daily to be converted to God, that their words and deeds may be a savor of life unto life, that they may exert a saving influence upon those with whom they come in contact.—[Manuscript 131, 1899.](#)

Words Dictated by the Holy Spirit—I speak to the workers, young and old, who are handling our books, and especially to those who are canvassing for the book that is now doing its errand of mercy: [*Christ's Object Lessons.*] Exemplify in the life the lessons given by Christ in His Sermon on the Mount. This will make a deeper impression, and have a more lasting influence upon minds, than will the sermons given from the pulpit. You may not be able to speak eloquently to those you desire to help; but if you speak modestly, hiding self in Christ, your words will be dictated by the Holy Spirit; and Christ, with whom you are cooperating, will impress the heart.

Exercise that faith which works by love and sanctifies the soul. Let none now make the Lord ashamed of them because of their unbelief. Sloth and despondency accomplish nothing. Entanglements in secular business are sometimes permitted by God in order to stir the sluggish faculties to more earnest action that He may honor faith by the bestowal of rich blessings. This is a means of advancing His work. Looking unto Jesus, not only as our example, but as the author and finisher of our faith, let us go forward, having confidence that He will supply strength for every duty.—[The Review and Herald, May 6, 1902.](#)

Power of Angels, Prayer and Faith—Those whose engage in this work should first give themselves unreservedly to God. They should place themselves where they can learn of Christ and follow His example. He has invited them: “Come unto me, all ye that labour and are heavy laden, and I will give you rest. Take my yoke upon you, and learn of me; for I am meek and lowly in heart: and ye shall find rest unto your souls. For my yoke is easy, and my burden is light.” [Matthew 11:28-30.](#) Angels are commissioned to go forth with those who take up this work in true humility.

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We are to pray without ceasing, and we are to live our prayers. Faith will greatly increase by exercise. Let those who are canvassing for *Christ's Object Lessons* learn the lessons taught in the book for which they are working. Learn of Christ. Have faith in His power to help and save you. Faith is the very lifeblood of the soul. Its presence gives warmth, health, consistency, and sound judgment. Its vitality and vigor exert a powerful though unconscious influence. The life of Christ in the soul is as a well of water springing up unto everlasting life. It leads to a constant cultivation of the heavenly

graces and to a kindly submission in all things to the Lord.—[The Review and Herald, May 6, 1902.](#)

Preach With Tongue and Hoe—If you go out as a canvasser and meet a man toiling in the field, join him in labor. Take the hoe, or whatever instrument he may be using, and work by his side while you are talking with him. Tell him that you know he is busy and that you have no desire to hinder him. Let me assure you that the sermon which you preach with the hoe will be in harmony with the sermon which you preach with your tongue, and the two together have a power which words alone could never have. Work in humility, and the Lord will work with you.—[Manuscript 126, 1902.](#)

Show Points of Truth, Not Only Illustrations—The canvassers are not obtaining that healthful experience in their work which they should have. In their handling of the books they are being educated to present before the public the beautiful cover and many illustrations rather than the points of truth contained in the books. In doing this they are patterning after the world, and they fail to make God their dependence and trust. “What is the chaff to the wheat?” God asks ([Jeremiah 23:28](#)).—[Manuscript 131, 1899.](#)

[304] **Emphasize Content Rather Than Covers**—It is not the gilded leaves of a book, not the expensive covers, which testify to its value. It is the truth contained in it. This will make an impression on mind and heart. If the expensive covers, gilt-edged leaves, and multitudinous illustrations are dispensed with, the canvassers may not enjoy it. But if they had never had such works to handle, the temptation to drop books of high value and take up books which have a better outside appearance, but which are not of so much importance, would not be so great.

There is a large amount of literature to go to the world, and men reason that the more abundant the illustrations, the better and easier the sale of the book. But this reasoning is not always sound. Take *The Desire of Ages*, for example. If there had not been more than one third of the illustrations in it that there now are, the canvassers would have found in nine cases out of ten that it would have had just as ready a sale as it will have now.

And suppose that there were but a quarter the number of illustrations. The canvassers would have to do more earnest service. They would have to make more painstaking effort to become acquainted

with the subjects upon which the book treats. And the saving of the money invested in illustrations would enable the publishers to give better terms to canvassers.—[Manuscript 131, 1899](#). (See chapter entitled “Book Sales and Illustrations.”)

A Ministry of Health and Healing—In his work the canvasser will be brought in contact with those who are in feeble health, who need the light on health reform, and with those who are dissatisfied with their religious experience, who are longing for something which they have not. To these he is to open the word of truth, rightly interpreting its meaning. “For we are not as many, which corrupt the word of God: but as of sincerity, but as of God, in the sight of God speak we in Christ” ([2 Corinthians 2:17](#))....

By his work, the converted, consecrated canvasser is sowing the seeds of truth. This work must be done without delay, for we have but a short time in which to work. Everything that can be done to reach the people must be done. Speak to them in a way that will win their confidence. Pray for the sick. Ask the Lord to restore and heal suffering humanity. He has declared, “These signs shall follow them that believe” ([Mark 16:17](#)).—[Manuscript 10, 1900](#).

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A Savor of Life Unto Life—It is the canvasser’s duty to cultivate the talents God has given him, to maintain his connection with God, to help always where he can. He has positive and constant need of the angelic ministration, for he has an important work to do, a work that he cannot do in his own strength. “Thanks be unto God, which always causeth us to triumph in Christ, and maketh manifest the savour of his knowledge by us in every place. For we are unto God a sweet savour of Christ, in them that are saved, and in them that perish: to the one we are the savour of death unto death; and to the other the savour of life unto life. And who is sufficient for these things?” ([2 Corinthians 2:14-16](#)).—[Manuscript 10, 1900](#).

Jewels in All the Churches—The Lord God of heaven would have the entire church devising ways and means whereby high and low, rich and poor, may hear the message of truth. The Lord Jesus, the mighty Saviour, has died for these souls. He can arouse them from their indifference, He can awaken their sympathies, He can soften their hearts, He can reveal to their souls the beauty and power of the truth.

The Master-worker is God, and not finite man; and yet He calls upon men to be the agents through whom He can impart light to those in darkness. God has jewels in all the churches, and it is not for us to make sweeping denunciation of the professed religious world, but in humility and love to present to all the truth as it is in Jesus. Let men see piety and devotion, let them behold Christlikeness of character, and they will be drawn to the truth. He who loves God supremely and his neighbor as himself will be a light in the world. Those who have a knowledge of the truth are to communicate the same. They are to lift up Jesus, the world's Redeemer; they are to hold forth the word of life....

[306] We are in nowise to be deterred from fulfilling our commission by the listlessness, the dullness, the lack of spiritual perception, in those upon whom the word of God is brought to bear. We are to preach the word of life to those whom we may judge to be as hopeless subjects as though they were in their graves. Though they may seem to be unwilling to hear or to receive the light of truth, without questioning or wavering we are to do our part.—[The Review and Herald, January 17, 1893.](#)

Literature Evangelists Not Necessarily Preachers—Canvassers are needed to take up the work of carrying these silent messengers of truth to the people—canvassers who feel a burden for souls, and who can speak words in season to those who are seeking for light. Some may say, “I am not a minister; I cannot preach to the people.” You may not be able to preach, but you can be an evangelist, ministering to the needs of those with whom you come in contact; you can be God's helping hand, working as the disciples worked; you can ask those you meet if they love the Lord Jesus.—[Christian Service, 147.](#)

How to Minister to Other Churches—People cannot be expected to see at once the advantage of the truth over the error they have cherished. The best way to expose the fallacy of error is to present truth. This is the greatest rebuke that can be given to error. Dispel the cloud of darkness resting on minds by reflecting the bright light of the Sun of righteousness.

You may have opportunity to speak in other churches. In improving these opportunities, remember the words of the Saviour, “Be ye therefore wise as serpents, and harmless as doves.” Make

no denunciatory speeches. Clear-cut messages are to be borne; but restrain all harsh expressions. There are many souls to be saved. In word and deed be wise unto salvation, representing Christ to all with whom you come in contact. Let all see that your feet are shod with the preparation of the gospel of peace and good will to men. Wonderful are the results we shall see if we enter the work imbued with the Spirit of Christ. If we carry forward the work in righteousness, mercy, and love, help will come in our necessity. Truth will bear away the victory.—[The Review and Herald, October 7, 1902.](#) [307]

Present the Truth With Gentleness—The truth is to be presented with divine tact, tenderness, and gentleness. It is to come from a heart that has been softened and made sympathetic. We need to have close communion with God, lest self rise up, as it did in Jehu, and we pour forth a torrent of words that are unbecoming, that are not as dew, nor as the still showers, which revive the withering plants. Let our words be gentle as we seek to win souls. God will be wisdom to him who seeks for wisdom from a divine source. We are to seek opportunities on every hand. We are to watch unto prayer, and be ready always to give an answer to every one who asks a reason for the hope that is in us. Lest we shall impress unfavorably one soul for whom Christ has died, we should keep our hearts uplifted to God, so that when the opportunity presents itself, we may have the right word to speak at the right time. If you thus undertake to work for God, the Spirit of God will be your helper. The Holy Spirit will apply the truth spoken in love for the soul. The truth will have quickening power when spoken under the influence of the grace of Christ.—[The Review and Herald, October 7, 1902.](#)

In an Easy, Winning, Courteous Manner—As a people we should cultivate kindness and courtesy in our association with those whom we meet. Let us avoid any abruptness of manner, and strive always to present the truth in an easy way. This truth means life, eternal life to the receiver. Study therefore to pass easily and courteously from subjects of a temporal nature to the spiritual and eternal. A most courteous manner characterized the work of the Saviour. Seek in the most gentle way to introduce your mission. While walking by the way, or seated by the wayside, you may drop into some heart the seed of truth.—[Manuscript 55, 1908.](#)

[308] **Colporteur-Minister Teamwork**—When an effort is made to introduce the truth in an important place, our ministers should give special attention to the instruction and training of those who are to cooperate with them. Colporteurs and canvassers are needed, and those who are fitted to give Bible readings in families, so that while the ministers are laboring in word and doctrine, these can also be calling minds to the truth.

Our ministers who have gone to important places to hold tent meetings, have often made a serious mistake in devoting all their time to sermonizing. There should be less preaching and more teaching—teaching the people, and also teaching young men how to labor successfully. Ministers should become efficient in teaching others how to study the Bible, and in training the minds and manners of those who would become workers in the cause of God. And they should be ready to counsel and instruct those who have newly come to the faith, and who give promise of possessing ability to work for the Master.—[Gospel Workers, 76](#).

Labor Outside Adventist Centers—We should release some of the workers that are now tied up in those places where many interests are centering, that they may go out as missionaries to communicate the truth to others. Not only should the workers in these centers be devoting their energies and means to the sending out of our publications, but they should also feel the importance of spending a portion of their money in supporting the living preacher in the cities where labor wisely expended will be very effective. The printed page cannot accomplish alone the work that the living minister can do. He can explain the Scriptures to the people, praying with them and appealing to them, and making effective the truths of the Bible....

If necessary, let us limit the number of our periodical publications, and let us send forth men and women to labor in faith and consecration for the giving of this last message of mercy to the world.—[Letter 142, 1909](#).

[309] **From City to City and Place to Place**—From town to town, from city to city, from country to country, the warning message of present truth is to be proclaimed, not with outward display, but in the power of the Spirit, by men of faith. In the golden censer of truth, as presented in the Scriptures, there is that which will convict

and convert souls. As the truth that our Saviour came to this world to proclaim is presented in the simplicity of the gospel, the power of the message will make itself felt. In this age, a new life coming from the Source of all life is to take possession of every faithful laborer. Oh, how little do we comprehend the breadth of our mission! We need to have earnest, determined faith, and unshaken courage in the Lord. Our time to work is short, and we are to labor with unflagging zeal.—[The Review and Herald, November 29, 1906.](#) ([Selections from the Testimonies Setting forth Important Principles Relating to Our Work in General, 243, 244.](#))

America Needs the Light Too—Wake up, wake up, my brethren and sisters, and enter the fields in America that have never been worked. After you have given something for foreign fields, do not think your duty done. There is a work to be done in foreign fields, but there is a work to be done in America that is just as important. In the cities of America there are people of almost every language. These need the light that God has given to His church.

The Lord lives and reigns. Soon He will arise in majesty to shake terribly the earth. A special message is now to be borne, a message that will pierce the spiritual darkness and convict and convert souls. “Haste thee, flee for thy life,” is the call to be given to those dwelling in sin. We must now be terribly in earnest. We have not a moment to spend in criticism and accusation. Let those who have done this in the past fall on their knees in prayer, and let them beware how they put their words and their plans in the place of God’s words and God’s plans.—[Testimonies for the Church 8:36.](#)

Labor in Settlements of Farmers—In many States there are settlements of industrious, well-to-do farmers, who have never heard of the truth for this time. Such places should be worked. Let our lay members take up this line of service. By lending or selling books, by distributing papers, and by holding Bible readings, our lay members could do much in their own neighborhoods. Filled with love for souls, they could present the message of present truth with such power that many would be converted. Let us remember that it is as important to carry the message to those in the home field who have not heard the truth, as it is to go as missionaries to foreign countries.

There is abundant work for all who know the truth. Approach the people in a persuasive, kindly manner, with hearts filled with

cheerfulness and Christlike love. The Saviour is ever near, with grace and power to enable you to present the gospel of salvation, which will bring many souls out of the darkness of unbelief into His marvelous light. Reach out after those who are ready to perish. Call their attention to the “Lamb of God, which taketh away the sin of the world.”—SpTPW 245.

Cooperative Efforts in Great Cities—The example of the followers of Christ at Antioch should be an inspiration to every believer living in the great cities of the world today. While it is in the order of God that chosen workers of consecration and talent should be stationed in important centers of population to lead out in public efforts, it is also His purpose that the church members living in these cities shall use their God-given talents in working for souls. There are rich blessings in store for those who surrender fully to the call of God. As such workers endeavor to win souls to Jesus, they will find that many who never could have been reached in any other way are ready to respond to intelligent personal effort.

The cause of God in the earth today is in need of living representatives of Bible truth. The ordained ministers alone are not equal to the task of warning the great cities. God is calling not only upon ministers, but also upon physicians, nurses, colporteurs, Bible workers, and other consecrated laymen of varied talent who have a knowledge of the word of God and who know the power of His grace, to consider the needs of the unwarned cities. Time is rapidly passing, and there is much to be done. Every agency must be set in operation, that present opportunities may be wisely improved.—[The Acts of the Apostles, 158, 159.](#)

Place Books and Papers in Metropolitan Areas—We are living in a time when a great work is to be done. There is a famine in the land for the pure gospel, and the bread of life is to be given to hungry souls. There is no better opportunity to do this work than that offered to the consecrated canvasser. Thousands of books containing the precious light of present truth should be placed in the homes of the people in our large cities....

Blessed, soul-saving Bible truths are published in our papers. There are many who can help in the work of selling our periodicals. The Lord calls upon all of us to seek to save perishing souls. Satan is at work to deceive the very elect, and now is our time to work

with vigilance. Our books and papers are to be brought before the notice of the people; the gospel of present truth is to be given to our cities without delay. Shall we not arouse to our duties?—[Christian Service, 152](#).

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Chapter 29—Literature for a Finished Work

Literature That Explains the Signs of the Times—Just now, when people are thinking seriously, [The instruction in this article was published shortly after the San Francisco earthquake.] literature on the meaning of the signs of the times, wisely circulated, will have a telling effect in behalf of the truth. At this time, when awful calamities are sweeping away the most costly structures as if by a breath of fire from heaven, many sinners are afraid, and stand trembling before God. Now is our opportunity to make known the truth to them.

Brethren and sisters, will you put on the Christian armor? “Your feet shod with the preparation of the gospel of peace,” you will be prepared to walk from house to house, carrying the truth to the people. Sometimes you will find it trying to do this kind of work; but if you go forth in faith, the Lord will go before you, and will let His light shine upon your pathway. Entering the homes of your neighbors to sell or to give away our literature, and in humility to teach them the truth, you will be accompanied by the light of heaven, which will abide in these homes.

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God’s judgments are abroad in the land. Shall we allow these things to come upon the world without telling the people the meaning of these terrible calamities, and how every one may escape from the wrath to come? Shall we let our neighbors remain in darkness without a preparation for the future life? Unless we ourselves realize where we stand, the day of God will come upon us as a thief....

The Lord is soon to come. In fire and flood and earthquake, He is warning the inhabitants of this earth of His soon approach. O that the people might know the time of their visitation! We have no time to lose. We must make more determined efforts to lead the people of the world to see that the day of judgment is near at hand. Carefully prepared literature on the significance of the scenes we are now witnessing is to be circulated everywhere. Our understanding is to be quickened by the Holy Spirit. O if our people would feel

as they should the responsibility resting upon them to give the last message of mercy to the world, what a wonderful work would be done! A thousand times more work for God might be accomplished if all His children would fully consecrate themselves to Him, using their talents aright.—[The Review and Herald, May 24, 1906.](#)

Bible Storybooks and Daniel and Revelation—It is several years since light was given me in regard to the need of publishing small books containing Bible stories and others containing some part of the Bible printed as a whole. It pains me to see so many magazines in the homes of the people. Those who cultivate an appetite for such reading do themselves great harm. Can we not provide something better for them?

The books of Daniel and the Revelation should be bound together and published. A few explanations of certain portions might be added, but I am not sure that these would be needed.

This is the suggestion that I made to Elder Haskell, which resulted in the book that he published. [The book referred to was Stephen N. Haskell's *The Story of Daniel the Prophet*, Published in 1901. A few years later *The Story of the Seer of Patmos* was published.] The need is not filled by this book. It was my idea to have the two books bound together, Revelation following Daniel, as giving fuller light on the subjects dealt with in Daniel. The object is to bring these books together, showing that they both relate to the same subjects.—[Letter 1, 1903.](#)

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Books Filled With the Truth of God—We need many more canvassers, not to sell books containing fables, but books that are filled with the truth of God. We cannot as a people afford to increase the circulation of publications that work counter to the truth we should be teaching. We cannot afford to spend our time and talents in the employ of men who are working to make of none effect the truths that have made us a peculiar people, truths to which we have held for over fifty years. I am often warned of the importance of faithfulness on the part of our people in proclaiming to the world the messages that God has entrusted to them, that a people may be prepared for the great closing up of this earth's history. We have an extensive line of literature that should come before the people of the world.

The time has come when our people should understand that it is not profitable for them to spend their time and talents in selling the medical work into which the author is weaving dangerous spiritual sophistries. [A book by John Harvey Kellogg, M.D., titled *The Living Temple*, in which the teachings of pantheism appeared.]—[Letter 66, 1907](#).

Publications That Proclaim the Last Message—In all our cities, workers are to be sent out to sow the seeds of truth through the medium of publications that proclaim the last message of mercy to a fallen world. But Satan is standing at the right hand of the angel of the Lord, to resist him and to hinder the work that God has outlined should be done.—[Letter 208, 1906](#).

Circulate the Health Books—Hold up the principles of health reform, and let the Lord lead the honest in heart. Present the principles of temperance in their most attractive form. Circulate the books that give instruction in regard to healthful living.

[315] The people are in sad need of the light shining from the pages of our health books and journals. God desires to use these books and journals as mediums through which flashes of light shall arrest the attention of the people, and cause them to heed the warning of the message of the third angel. Our health journals are instrumentalities in the field to do a special work in disseminating the light that the inhabitants of the world must have in this day of God's preparation. They wield an untold influence in the interests of health and temperance and social-purity reform, and will accomplish great good in presenting these subjects ... in their true light to the people.

There should be more earnest efforts made to enlighten the people upon the great subject of health reform. Tracts of four, eight, twelve, sixteen, and more pages, containing pointed, well-written articles on this great question, should be scattered like the leaves of autumn.—[Counsels on Diet and Foods, 461, 462](#).

Health Journals to Be Circulated—In all our work caution should be used that no one branch be made a specialty, while other interests are left to suffer. There has not been that interest taken in the circulation of our health journals that there should be. The circulation of these journals must not be neglected, or the people will suffer great loss.

Let none think that the circulation of the health journals is a minor matter. All should take hold of this work with more interest, and make greater efforts in this direction. God will greatly bless those who take hold of it in earnest, for it is a work that should receive attention at this time.

Ministers can and should do much to urge the circulation of the health journals. Every member of the church should work as earnestly for these journals as for our other periodicals. There should be no friction between the two. Both are essential, and both should occupy the field at the same time. Each is the complement of the other, and can in no wise take its place. The circulation of the health journals will be a powerful agency in preparing the people to accept those special truths that are to fit them for the soon coming of the Son of Man.—[Counsels on Health, 446, 447](#). (See [Counsels on Health, 462, 463](#).)

Promote Temperance Literature—Of all who claim to be numbered among the friends of temperance, Seventh-day Adventists should stand in the front ranks.—[Gospel Workers, 384](#). [316]

On the temperance question, take your position without wavering. Be as firm as a rock.—[Gospel Workers, 394](#).

We have a work to do along temperance lines besides that of speaking in public. We must present our principles in pamphlets and in our papers. We must use every possible means of arousing our people to their duty to get into connection with those who know not the truth. The success we have had in missionary work has been fully proportionate to the self-denying, self-sacrificing efforts we have made. The Lord alone knows how much we might have accomplished if as a people we had humbled ourselves before Him and proclaimed the temperance truth in clear, straight lines.—[Gospel Workers, 385](#).

The temperance question is to receive decided support from God's people. Intemperance is striving for the mastery; self-indulgence is increasing, and the publications treating on health reform are greatly needed. Literature bearing on this point is the helping hand of the gospel, leading souls to search the Bible for a better understanding of the truth. The note of warning against the great evil of intemperance should be sounded; and that this may be done, every Sabbathkeeper should study and practice the instruction contained

in our health periodicals and our health books. And they should do more than this: they should make earnest efforts to circulate these publications among their neighbors.

The sale of our health literature will in no way hinder the sale of publications dealing with other phases of the third angel's message. All are to prepare the way for the coming of the Lord.—[Counsels on Health, 462](#).

Books Changed Only by Those Regularly Appointed—In some of our important books that have been in print for years, and which have brought many to a knowledge of the truth, there may be found matters of minor importance that call for careful study and correction. Let such matters be considered by those regularly appointed to have the oversight of our publications. Let not these [317] brethren, nor our canvassers, nor our ministers magnify these matters in such a way as to lessen the influence of these good soul-saving books. Should we take up the work of discrediting our literature, we would place weapons in the hands of those who have departed from the faith and confuse the minds of those who have newly embraced the message. The less that is done unnecessarily to change our publications, the better it will be.—[Selected Messages 1:165](#).

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Introduction

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The Adventist Book Centers.—The current Adventist Book Center (ABC) is the offspring of the Tract and Missionary Societies organized by S. N. Haskell and his associates over a century ago.

“Soon after 1870, when S. N. Haskell organized the New England Tract and Missionary Society, every conference had its own Tract Society, with local churches active in evangelism through the distribution of tracts and papers. For supplying their members the conference Tract Societies soon proved themselves convenient centers for handling not only tracts but also a complete line of books and other denominational publications. They also furnished various types of printed supplies by the churches and the different departments of the conferences, and functioned as wholesale outlets supplying the colporteurs.

“The denomination-wide International Tract Society was replaced in 1901 by a publication committee, which a little later became the Publishing Department of the General Conference. The local societies, as important evangelizing agencies, eventually became the church missionary societies, fostered by the Home Missionary Department.

“This left the conference tract societies with the specialized function of serving as distributing outlets for the publishing houses. In 1924, their scope of influence having long since reached beyond the small-literature stage, the name was changed to Book and Bible Houses. In 1972 the name Adventist Book Center was adopted. These agencies are now established throughout North America and in most parts of the world field.”—SDAEN 12.

The Adventist Book Center is described as follows:

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“A distribution and service outlet for Seventh-day Adventist publishing house products and other church-approved materials, including Bibles, audio-visual aids, all church department needs, public evangelism supplies, and often special dietary health products. Generally there is one or more in each conference territory, selling

either subscription literature wholesale to literature evangelists and/or subscription and trade literature at retail to individuals—subscription literature being the type produced for door-to-door gospel sales by literature evangelists; trade literature, usually with fewer illustrations, being the type of literature produced for SDA church member home-and-neighborhood evangelism purposes.

“Conference Adventist Book Centers often establish branch book centers in major cities and operate well-equipped bookmobiles, which regularly visit the denomination’s churches and all major church gatherings....

“Each is operated by an experienced manager elected by the conference constituency, with appropriate personnel to handle the business of the field in which the center is situated. The influence of the Adventist Book Centers extends to all departments of the church through supplying materials for use in every phase of Christian endeavor. Adventist Book Center managers, as spiritual leaders of the church, encourage church members to build a library of good books in their homes. A large volume of their business is in connection with literature evangelists to whom they supply subscription books and magazines to sell to the public. Adventist Book Centers also aid students through literature evangelist scholarships. Net sales by Adventist Book Centers throughout the world amount to millions of dollars annually.”—SDAEN 12.

The following section of this compilation offers special information and guidance to ABC managers and their associates. A few of the quotations are general in derivation, but apply to all workers in the cause of Christ, including ABC managers.

Trustees, Ellen G. White Estate.

Chapter 30—ABC—Spiritual Blueprint

Book Depositories Needed—In every important place there should be a depository for publications. And some one who really appreciates the truth should manifest an interest to get these books into the hands of all who will read.—[Testimonies for the Church 1:473](#).

I saw that the work of present truth should engage the interest of all. The publication of truth is God’s ordained plan, as a means of warning, comforting, reproof, exhorting, or convicting all to whose notice the silent, voiceless messengers may be brought. Angels of God have a part to act in preparing hearts to be sanctified by the truths published, that they may be prepared for the solemn scenes before them.—[Testimonies for the Church 1:590](#).

Avoid Exclusiveness and Let the Light Shine—Let there be light; let it shine forth in clear, distinct rays. Let there be no question in this matter. It is essential that our works on present truth shall be displayed and that when needed there may be no delay in sending to another locality to obtain them....

[324] While the tract and missionary society has its work to do, it is not to hold itself “exclusively.” It is not to be a separate kingdom and have a jurisdiction of its own. From the light which God has given me, He desires that His people shall improve every opportunity for disseminating light. They are to sow beside all waters. Our publications should be represented by the office in the city. It should be well supplied with tracts and publications for use at once. Many through curiosity will desire to know what these tracts and pamphlets contain, and if they are right at hand they can be sold and the money used to carry forward the work of God for which the office is to be used. In any case, they should not wait to refer to the International Tract and Missionary Society. [Name given to early Book and Bible Houses or Adventist Book Centers.]

This “exclusiveness” is not to have any place in the work, for it is not the inspiration of God. Wherever we can advance the truth,

wherever we can enlighten minds in regard to our literature, we should do so....

“Exclusiveness” should not restrain this work. The truth of God should not be hampered. There is not half being done that should be done....

Bear in mind that concerning the advocacy of truth there should be no jealousy. If this spirit is indulged, your plans, if not killed, will grow into selfishness of large proportions.... The night is far spent. But when the day is fully come, you will discern more fully your neglect of the work which the Lord has appointed to be done by His human agencies, because of your “exclusiveness.”

Cut out this exclusiveness wherever it may be. The light God has given is for the world. It is not to be put under a bushel or under a bed....

The great apostasy is working to a point and will develop into darkness deep as midnight, impenetrable as sackcloth of hair. This is the time to employ any system that can be devised to discover and counteract the leaven of error. Let there be light. There should be one hundred light bearers in our world where there is one today. Darkness will become more dense in human minds after the truth has penetrated and been rejected. But there are some minds where the darkness will be removed. They recognize the light....

The night of trial is nearly spent. Satan is bringing in his masterly power because he knoweth that his time is short. The chastisement of God is upon the world to call all who know the truth to hide in the cleft of the Rock and view the glory of God. The truth must not be muffled now. Plain statements must be made. Unvarnished truth must be spoken in leaflets and pamphlets, and these must be scattered like the leaves of autumn.—[Letter 31, 1897](#).

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Book Centers Outside North America—You must go to work here [in Europe] just as we did in America; have your tract societies and other facilities, and although it may seem at times that the publications in some places do not accomplish much, you must go right on. We had just such experiences in America. But we kept to the point in sending out these publications to different classes, and it was some time before we could make any advancement.

I have been shown that there must be a different mold put upon the work here in these kingdoms, and there must be a power from

the God of heaven to inspire you to work in a different way; and while Brethren Matteson and Olsen will help you in the work here, I wish to throw this out to you now so that you can begin to think in a different strain. Why, you can do tenfold more than you think you can; but unbelief stands right here to say you cannot do anything in this line, or that, but you can, brethren.

Habits and customs are different here from what they are in America, but human nature is the same here as there, and the brethren who have taken hold of the truth in the heart are willing to work if they are only educated up to the point to know how to work. Why, brethren, I have not slept night after night more than three hours, thinking of the work in Europe, and it seems to me that I can hardly contain myself in the body when I realize these things.

I have seen what God is willing to do for you, but it is just according to your faith what God will do for you. Therefore we want to arouse your faith, and to get your ideas broadened, and may the Lord roll the burden of the work upon every one of you who believe the truth.—[Evangelism, 420, 421](#).

[326] **Danger of Being Too Mechanical**—Our brethren should be guarded lest they become stereotyped in their plans and labors. They may spend time and money in preparing an exact channel, that the work must be done in just such a way or it is not done right. There is danger of being too particular. There should be greater care to avoid expense in transporting books and persons. The influence is bad upon the cause of God. Brethren, you should move cautiously, economically, and judiciously. A great work is to be done, and our offices are embarrassed. There are men who work faithfully in the office at Battle Creek who do not receive an equivalent for their labor. Justice is not done these men. In other work they could earn double the amount received here, but they conscientiously keep to their business because they feel that God's cause needs their help.

There is a great work to be done in the day of God's preparation in devising and executing plans for the advancement of His cause. Our publications should have a wide circulation, for they are doing a great work. There is much missionary work to be done. But I have been shown that there is danger of having this work too mechanical, so intricate and complicated that less will be accomplished than if it were more simple, direct, plain, and decided. We have neither

time nor means to keep all parts of this machinery in harmonious action.—[Testimonies for the Church 4:600, 601](#).

God Wants Heartwork—Our brethren who bear responsibilities in devising plans for carrying forward this part of the work must keep in mind that while a certain amount of education and training is essential in order to work intelligently, there is danger of making this too great a matter. By obtaining a most thorough education in all the minutiae, and leaving vital principles out of the question, we become dry and formal workers. The hearts that God has made willing by the operations of His grace are fitted for the work.

God wants heartwork. The unselfish purpose, the pure, elevated principle, the high and holy motive, He will accept. His grace and power will work with these efforts. All who realize that it is the work of God to prepare a people for His coming will find in their disinterested efforts opportunities where they can do tract and missionary labor. But there may be too much means expended and too much time occupied in making matters so exact and minute that the heartwork is neglected and a dry form preserved.

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I tell you frankly that Jesus and the power of His grace are being left out of the question. Results will show that mechanical working has taken the place of piety, humility, and holiness of heart and life. The more spiritual, devoted, and humble workers find no place where they can take hold, and therefore they stand back. The young and inexperienced learn the form and do their work mechanically; but true love, the burden for souls, is not felt. Less dwelling upon set forms, less of the mechanical, and more of the power of godliness are essential in this solemn, fearful day of responsibilities.—[Testimonies for the Church 4:601](#).

Spiritual Before Mechanical—There is order in heaven; and there should be system and order upon the earth, that the work may move forward without confusion and fanaticism. Our brethren have been working to this end; but while some of our ministers continually bear the burden of souls, and ever seek to bring the people up in spiritual attainments, those who are not so conscientious, and who have not carried the cross of Christ nor felt the value of souls as reflected from Calvary, will, in teaching and educating others in the mechanical working, become formal and powerless themselves, and bring no Saviour to the people.

Satan is ever working to have the service of God degenerate into dull form and become powerless to save souls. While the energy, earnestness, and efficiency of the workers become deadened by the efforts to have everything so systematic, the taxing labor that must be done by our ministers to keep this complicated machinery in motion engrosses so much time that the spiritual work is neglected. And with so many things to run, this work requires so large an amount of means that other branches of the work will wither and die for want of due attention.

[328] While the silent messengers of truth should be scattered like the leaves of autumn, our ministers should not make this work a form and leave devotion and true piety out of the question. 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.—[Testimonies for the Church 4:601, 602](#).

Rising Above the Novice Status—Vigilant missionary work [The name of the first organization for lay missionary witnesses was the Vigilant Missionary Society, with headquarters in South Lancaster, Massachusetts.] must in no case be neglected. It has done much for the salvation of souls. The success of God's work depends very much upon this; but those who do this work are to be those who are spiritual, whose letters will breathe the light and love of Jesus, and who feel the burden of the work. They should be men and women who can pray, who have a close connection with God. The ready mind, the sanctified will, and sound judgment are needed. They will have learned of the heavenly Teacher the most successful manner of appealing to souls. They will have learned their lessons in the school of Christ. They will do their work with an eye single to the glory of God.

Without this education all the teachings received from your instructors in regard to forms and rules, however thorough the lessons may be, will leave you still novices in the work. You must learn of Christ. You should deny self for Christ. You should put your neck under the yoke of Christ. You must carry the burden of Christ. You must feel that you are not your own, but servants of Christ, doing a work that He has enjoined upon you, not for any praise or honor or glory that you shall receive, but for His own dear sake. Into all your

work you should weave His grace, His love, His devotion, His zeal, His untiring perseverance, His indomitable energy, that will tell for time and for eternity.

The tract and missionary work is a good work. It is God's work. It should be in no way belittled, but there is continual danger of perverting it from its true object.—[Testimonies for the Church 4:602, 603](#).

Tract and Missionary Work Reduced to a Form—I fear [329] greatly that there has not been a full understanding of the true state of the tract and missionary work. I tell you from what God has shown me, it had become worked up so minutely that it became intricate.... You should see it as it is, and as it has been overdone and [has] swallowed up other important interests.... You should see it as it was presented to me, that time, labor, and money have been spent in the mechanical working that reduces it to a system and form almost destitute of true godliness. I speak the things I know, that while time has been devoted to this work, it has been at the neglect of other work just as important....

Your study, your planning to such an extent [as] to make the tract and missionary work successful, has deprived the people of the very help they should have from you.—[Letter 1, 1881](#).

Scheming, Self-interest Mars the Work—Brother G: In my last vision your case was shown me. I saw that you love the truth which you profess, but you are not sanctified through it. Your affections have been divided between the service of God and of mammon. This division of affection stands as a barrier in the way of your being a missionary for God. While professedly serving the cause of God, self-interest has marred your work and greatly injured your influence. God could not work with you, because your heart was not right with Him.

So far as words go, you have been deeply interested in the truth; but when it comes to showing your faith by works, there has been a great lack. You have not correctly represented our faith. You have injured the cause of God by your manifest love of gain; and your love to trade and bicker has not been for your good, nor for the spiritual health of those with whom you are brought in contact. You are a sharp man in trade, and you often overreach. You have peculiar tact for looking out for the best end of the bargain, watching for your

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own good rather than that of others. If a man would cheat himself, and you were to be advantaged thereby, you have let him do it. This is not following the golden rule, doing unto others as you would wish them to do by you.

While engaged in the missionary work, you have at the same time manifested your scheming propensities in buying and selling. This makes a poor combination. You should be one thing or the other. “If the Lord be God, follow Him: but if Baal, then follow him.” “Choose you this day whom ye will serve.” God will not accept your labors in the tract and missionary work while you are scheming to advantage yourself. You are in danger of counting gain as godliness. The tempter will present flattering inducements before you to fascinate you and allure you on to indulge a spirit of scheming which will kill your spirituality.

The world, angels, and men look upon you as a sharper, as a man who is studying his own interest and securing advantages to himself without looking carefully and conscientiously after the interest of those with whom he deals. In your business life there is a vein of dishonesty that tarnishes the soul and dwarfs religious experience and growth in grace. You are watching with keen business eye the best chance to secure a bargain. This scheming propensity has become second nature with you, and you do not see and realize the evil of encouraging it.

Business which you may engage in fairly and squarely, advantaging others as well as yourself, would be all right so far as dealing honorably is concerned; but the Lord would have accepted your service and used your powers, your keen perceptions, in securing the salvation of souls, had you been sanctified through the truth. The desire of the eye in the love of gain has warred against the Spirit. The habits and culture of years have left their deforming impress upon your character, and have been disqualifying you for God’s work. You have a constant, longing desire to traffic. If sanctified to the service of God, this would make you an earnest, persevering laborer for the Master; but, abused as it has been, it has endangered your own soul, and others also are in danger of being lost through your influence.—[Testimonies for the Church 4:350, 351](#).

Chapter 31—Careful Management and Promotion [331]

Lift the Debts—God designs that we shall learn lessons from the failures of the past. It is not pleasing to Him to have debts rest upon His institutions. We have reached the time when we must give character to the work by refusing to erect large and costly buildings. We are not to copy the mistakes of the past and become more and more involved in debt. We are rather to endeavor to clear off the indebtedness that still remains on our institutions. Our churches can help in this matter if they will. Those members to whom the Lord has given means can invest their money in the cause without interest or at a low rate of interest, and by their freewill offerings they can help to support the work. The Lord asks you to return cheerfully to Him a portion of the goods He has lent you, and thus become His almoners.—[Testimonies for the Church 9:71](#).

Economy in Little Things—Let the proper estimate be placed upon the publications, and then let all in our offices study to economize in every possible way, even though considerable inconvenience is caused in consequence. Stop every leak. Mind the little things. It is the little losses that tell heavily in the end. Look after the littles, gather up the fragments, that nothing be lost; for many who look after the larger matters have never learned to guard and save the trifles. Waste not the minutes, for they mar the hours. Persevering diligence, work done in faith, will always be crowned with success. [332] Some men think it beneath their dignity to look after small things. They consider it the evidence of a narrow mind and small spirit to be careful of the littles. Watch the little outgoes; save the little incomes. The smallest leak has sunk many a ship. No derision or jesting should keep us from saving the littles. Nothing that would serve the purpose should be left to go to waste. A lack of economy will bring debt upon our institutions. Much money may be received, but it will be lost in the little wastes of every branch of the work. Economy is not stinginess.

Every interested working man and woman employed in the office should be a faithful sentinel, watching the littles, that nothing be wasted. They should guard against supposed wants and expenditures of means. Some men will live better on four hundred dollars a year than others will on eight hundred. Just so it is with our institutions. Some can manage them with far less capital than others. God would have every worker practice economy, and especially learn to be faithful accountants.—[Manuscript 1, 1879](#).

Balance in Profit Between ABC and Publishers—I have felt a very deep interest in tract and missionary work, and it may be my strong and urgent appeals have done much to mold matters as they now exist. But the last view, as I read what I wrote last fall, shows me that there is great danger of running everything into the tract and missionary work. This vigilant missionary work is as a wheel within a wheel, but at the same time it must not swallow up other interests.

The office of publication must not be crippled in any sense to keep this branch in vigorous action, leaving the matter of profit to the tract and missionary society, while but little profit, if any at all, comes to the publishing house.—[Letter 2, 1880](#).

[333] **Mistakes Not to Be Publicized**—He [God] has shown that our leading men should be in harmony. They should not put articles in print or bring matters before the people until, by counseling together, these subjects are understood among themselves, and they are at agreement among themselves.

Whatever may have been the mistakes in the tract and missionary work, the motives were the best, and even if the matter has been carried quite too far, and altogether too strongly, disproportionately with the other branches of the work, without proper discernment, it would be unwise to publish this fact in our papers. We should correct these errors as soon as possible among ourselves without giving publicity to them.—[Manuscript 1, 1879](#).

Unnecessary Books and Costly Bibles—I was shown in my last vision that you and Elder F were in danger of giving an example of extravagance in the expenditure of money for books not on present truth. Many who do not need these books, whom they will not benefit at all if offered for sale by our ministers, will purchase them if the statement is made that the profits on such books go to the tract and missionary society; and the money thus expended should have

purchased publications on present truth, which they needed. There should be a leaving off before there is a beginning to purchase costly Bibles. When poor ministers see these good and extravagant Bibles, they will have them who are the least able, and as a result they cannot supply themselves with works treating on our faith.—[Letter 2, 1880](#).

Liberal Policy to Encourage Ministers—When the resolution was adopted that this small source of income, [That is, a profit from the sale of our books.] besides their small wages, was cut off from our ministers in the selling of our publications, I said to myself, All wrong. There will be a serious reaction from this. I am sure that the heart and soul is being taken out of our ministers by these movements, and I must not keep silence. The interests of every part of the cause are dear to me as my life, and every branch of importance. I was shown that there was danger of making the tract and missionary work so absorbing that it will, through a multiplicity of plans, become perplexing and intricate. “Too much machinery” was repeated to me by the angel.—[Letter 2, 1880](#).

Fair Prices for Publications—Our houses of publication are the property of all our people, and all should work to the point of raising them above embarrassment. In order to circulate our publications, they have been offered at so low a figure that but little profit could come to the office to reproduce the same works. This has been done with the best of motives, but not with experienced and farseeing judgment. [334]

At the low prices of publications the office could not preserve a capital upon which to work. This was not fully seen and critically investigated. These low prices led people to undervalue the works, and it was not fully discerned that when once these publications were placed at a low figure it would be very difficult to bring them up to their proper value.

Our ministers have not had suitable encouragement. They must have means in order to live. There has been a sad lack of foresight in placing the low prices upon our publications, and still another in turning the profits largely into the tract and missionary societies. These matters have been carried to extremes, and there will be a reaction. In order for the tract and missionary societies to flourish, the instrumentalities to make and print books must flourish. Cripple

these instrumentalities, burden the publishing houses with debt, and the tract and missionary societies will not prove a success.

There has been wrong management, not designedly, but in zeal and ardor to carry forward the missionary work. In the distribution and wide circulation of papers, tracts, and pamphlets, the instrumentalities to produce these publications have been crippled and embarrassed. There is ever danger of carrying any good work to extremes. Responsible men are in danger of becoming men of one idea, of concentrating their thoughts upon one branch of the work to the neglect of other parts of the great field.—[Testimonies for the Church 4:597](#).

[335] **Mistakes in Lowering Prices**—As a people we need to be guarded on every point. There is not the least safety for any unless we seek wisdom of God daily and dare not move in our own strength. Danger is always surrounding us, and great caution should be used that no one branch of the work be made a specialty while other interests are left to suffer.

Mistakes have been made in putting down prices of publications to meet certain difficulties. These efforts must change. Those who made this move were sincere. They thought their liberality would provoke ministers and people to labor to greatly increase the demand for the publications.

Ministers and people should act nobly and liberally in dealing with our publishing houses. Instead of studying and contriving how they can obtain periodicals, tracts, and books at the lowest figure, they should seek to bring the minds of the people to see the true value of the publications. All these pennies taken from thousands of publications have caused a loss of thousands of dollars to our offices, when a few pennies more from each individual would scarcely have been felt.—[Testimonies for the Church 4:598](#).

Books Sold Too Cheaply—Then instruction was given to Elder Haskell that in his anxiety to supply the people with the precious truth contained in his books, in his desire that all should feel that the books are worth more than they cost, and that all should be encouraged to give them a wide circulation, he was selling his books too cheap, and thus making his own burden too heavy.

Our Counselor said: “The books should be sold in such a way that the author will not be left barehanded and that the publishing

house shall have a proper margin so that it will have means to carry on its work.”—[Testimonies for the Church 9:73](#).

Low Prices Poor Policy—There had been with A and yourself a mistake in lowering the prices of our books so low that the office could not prosper. This was poor policy. These plans appeared right to you both, but were the worst thing you could do for the office. It belittles the value of the books, and when once placed at so low a figure, it will be very difficult to increase the price so that they will be placed at their proper value.—[Letter 2, 1880](#).

Chapter 32—Sales Promotion of Books

Divine Purpose for Books—The work of bookmaking is a grand and good work; but it has not always stood in the high and holy position that God designed it should occupy, because self has been interwoven with the work of some who have engaged in it. The book work should be the means of quickly giving the sacred light of present truth to the world. The publications that come forth from our presses today are to be of such a character as to strengthen every pin and pillar of the faith that was established by the word of God and by the revelations of His Spirit.

The truth that God has given for His people in these last days should keep them firm when there come into the church those who present false theories. The truth that has stood firm against the attacks of the enemy for more than half a century must still be the confidence and comfort of God's people.

Our evidence to nonprofessors that we have the truth of the word of God will be given in a life of strict self-denial. We must not make a mockery of our faith, but ever keep before us the example of Him who, though He was the Prince of heaven, stooped to a life of self-denial and sacrifice to vindicate the righteousness of His Father's word. Let us each resolve to do our best, that the light of our good works may shine forth to the world.—[Testimonies for the Church 9:69, 70](#).

Ministers to Instruct Members in Literature Work— Our ministers should not give all their powers to preaching discourses, and let the work end there. They should instruct the members of the church how to take hold of and successfully carry forward this branch of the work [missionary correspondence], [Eleven years before this statement was made, i.e., in 1869, a group of Spirit-filled SDA women in South Lancaster, Massachusetts, organized themselves as the Vigilant Missionary Society. One of their principal activities was to gather names and conduct missionary correspondence “with people over the whole United States and many foreign

countries.” Their society was the nucleus of the Conference Tract and Missionary Society, which Stephen Haskell organized in the local conference in New England and which extended to the General Conference. Without “missionary correspondence,” et cetera, there would be no need for a supply and distribution center (ABC).] which is to our tract and missionary society like a wheel within a wheel. The movement of this inner wheel keeps in healthful, powerful action the outer wheel. Let this inner wheel cease its action, and the result will be seen in diminished life and activity in the tract and missionary society.—[Christian Service, 131](#).

Ministers to Help With Book Sales—The proper circulation and distribution of our publications is one of the most important branches of the present work. But little can be done without this. And our ministers can do more in this work than any other class of persons. It is true that a few years ago many of our preachers were carrying the matter of the sale of books too far. Some of them added to the stock which they held for sale, not only publications of little real value, but also articles of merchandise equally valueless.

But some of our ministers now take an extreme view of what I said in *Testimony* No. 2 upon the sale of our publications. One in the State of New York, upon whom the burdens of labor do not rest heavily, who had acted as agent, holding a good assortment of publications, decided to sell no more, and wrote to the office, stating that the publications were subject to their order. This is wrong. Here I will give an extract from *Testimony* No. 2:

“The burden of selling our publications should not rest upon ministers who labor in word and doctrine. Their time and strength should be held in reserve, that their efforts may be thorough in a series of meetings. Their time and strength should not be drawn upon to sell our books when they can be properly brought before the public by those who have not the burden of preaching the word. In entering new fields it may be necessary for the minister to take publications with him to offer for sale to the people, and it may be necessary in some other circumstances also to sell books and transact business for the office of publication. But such work should be avoided whenever it can be done by others.”

The first portion of this extract is qualified by the last part. To be a little more definite, my views of this matter are, that such ministers

as Elders Andrews, Waggoner, White, and Loughborough, who have the oversight of the work, and consequently have an extra amount of care, burden, and labor, should not add to their burdens by the sale of our publications, especially at tent meetings and at General Conferences. The view was given to correct those who at such meetings so far came down from the dignity of their work as to spread out before the crowd merchandise which had no connection with the work.

Our ministers who enjoy a comfortable state of health may, with the greatest propriety, engage at proper times in the sale of our important publications. Especially do the sale and circulation of such works as have recently been urged upon the attention of our people, claim vigorous efforts for them at this time. In four weeks, on our tour in the counties of Gratiot, Saginaw, and Tuscola, my husband sold, and gave to the poor, four hundred dollars' worth. He first set the importance of the books before the people; then they were ready to take them as fast as he, with several to help him, could wait upon them.—[Testimonies for the Church 1:687-689](#).

Emphasize Message Books—In the night of March 2, 1907, many things were revealed to me regarding the value of our publications on present truth and the small effort that is being made by our brethren and sisters in the churches for their wide circulation.

[339] I have been repeatedly shown that our presses should now be constantly employed in publishing light and truth. This is a time of spiritual darkness in the churches of the world. Ignorance of divine things has hidden God and the truth from view. The forces of evil are gathering in strength. Satan flatters his co-workers that he will do a work that will captivate the world. While partial inactivity has come upon the church, Satan and his hosts are intensely active. The professed Christian churches are not converting the world; for they are themselves corrupted with selfishness and pride, and need to feel the converting power of God in their midst before they can lead others to a purer or higher standard.

The afternoon of March 2 I spent in counsel with Brother and Sister S. N. Haskell, discussing the work in Oakland and their plans to go East to spend some time in South Lancaster. After our visit I was weary and retired early. I was suffering with rheumatism in my left side and could get no rest because of the pain. I turned from

side to side, trying to find ease from the suffering. There was a pain in my heart that portended no good for me. At last I fell asleep.

About half past nine I attempted to turn myself, and as I did so, I became aware that my body was entirely free from pain. As I turned from side to side, and moved my hands, I experienced an extraordinary freedom and lightness that I cannot describe. The room was filled with light, a most beautiful, soft, azure light, and I seemed to be in the arms of heavenly beings.

This peculiar light I have experienced in the past in times of special blessing, but this time it was more distinct, more impressive, and I felt such peace, peace so full and abundant no words can express it. I raised myself into a sitting posture, and I saw that I was surrounded by a bright cloud, white as snow, the edges of which were tinged with a deep pink. The softest, sweetest music was filling the air, and I recognized the music as the singing of the angels. Then a Voice spoke to me, saying: "Fear not; I am your Saviour. Holy angels are all about you."

"Then this is heaven," I said, "and now I can be at rest. I shall have no more messages to bear, no more misrepresentations to endure. Everything will be easy now, and I shall enjoy peace and rest. Oh, what inexpressible peace fills my soul! Is this indeed heaven? Am I one of God's little children? and shall I always have this peace?"

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The Voice replied: "Your work is not yet done."

Again I fell asleep, and when I awoke I heard music, and I wanted to sing. Then someone passed my door, and I wondered if that person saw the light. After a time the light passed away, but the peace remained.

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. He made us clearly understand that the gospel of the kingdom is the message for which the world is perishing and that this message, as contained in our publications already in print and those yet to be issued, should be circulated among the people who are nigh and afar off.—[Testimonies for the Church 9:65-67](#).

[341] **Circulation of Health Publications Important**—The circulation of our health publications is a most important work. It is a work in which all who believe the special truths for this time should have a living interest. God desires that now, as never before, the minds of the people shall be deeply stirred to investigate the great temperance question and the principles underlying true health reform....

Religion and Health—True religion and the laws of health go hand in hand. It is impossible to work for the salvation of men and women without presenting to them the need of breaking away from sinful gratifications, which destroy the health, debase the soul, and prevent divine truth from impressing the mind.—[Colporteur Ministry, 131](#).

Perfect unity should exist among the workers who handle the books that are to flood the world with light. Wherever the canvassing work is presented among our people, let both the health books and the religious books be presented together as parts of a united work. The relation of the religious and the health books is presented to me as illustrated by the union of the warp and the woof to form a beautiful pattern and a perfect piece of work.

In the past the health books have not been handled with the interest which their importance demands. Though by a large class they have been highly appreciated, yet many have not thought it

essential that they should go to the world. But what can be a better preparation for the coming of the Lord and for the reception of other truths essential to prepare a people for His coming than to arouse the people to see the evils of this age and to stir them to reformation from self-indulgent and unhealthful habits? Is not the world in need of being aroused on the subject of health reform? Are not the people in need of the truths presented in the health books? A different sentiment from that which has heretofore prevailed regarding the health works should be entertained by many of our canvassers in the field.—[Colporteur Ministry](#), 135.

Establish Branches in Cities—Why is it, brethren, that you continue to keep so many interests bound up in Battle Creek? Why do you not listen to the counsels and the warnings that have been given you regarding this matter? Why do you not take decisive steps to establish centers of influence in many of the large cities? Why do you not encourage the Michigan Tract Society and the International Tract Society to establish their offices in cities where there is much missionary work to do, and where their secretaries and other workers may engage personally in missionary work, acting as leaders in important enterprises? Move out, brethren, move out, and educate your workers to labor for those outside the camp. Why do you hide your light by continuing to remain in Battle Creek? Go out, brethren, go out into the regions beyond. [342]

There is much work to be done, and our experienced workers should strive to place themselves where they will come in direct contact with those needing help. They can do comparatively little in Battle Creek. Is it right, brethren, for you to keep your light hid under a bushel or under a bed? Is it not better that you do that which the Lord has plainly indicated you should do? Resolve now that you will give up your preference, your way, and that you will obey His voice. Seek the Lord most earnestly, with humble, fervent prayer for wisdom and for success in this endeavor.—[Testimonies for the Church](#) 8:76.

All Members to Support Publishing Work—The Lord has shown the error of many in looking to those only who have property to support the publication of the paper and tracts. *All* should act their part. Those who have strength to labor with their hands, and earn means to help sustain the cause, are as accountable for it as

others are for their property. Every child of God who professes to believe the present truth, should be zealous to act his part in this cause.—[Early Writings, 95](#).

[343] **Camp Meeting Book Sales**—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.”—[Testimonies for the Church 9:71-73](#).

Better Ways Than Public Appeals for Means—I was shown that there have been unhappy results from making urgent calls for means at our camp meetings. This matter has been pressed too hard. Many men of means would not have done anything had not their hearts been softened and melted under the influence of the testimonies borne to them. But the poor have been deeply affected and, in the sincerity of their souls, have pledged means which they had a heart to give, but which they were unable to pay. In most instances urgent calls for means have left a wrong impression upon some minds. Some have thought that money was the burden of our message. Many have gone to their homes blessed because they had donated to the cause of God. But there are better methods of raising means, by freewill offerings, than by urgent calls at our large gatherings. If all come up to the plan of systematic benevolence, and if our tract and missionary workers are faithful in their department of the work, the treasury will be well supplied without these urgent calls at our large gatherings.—[Testimonies for the Church 3:510](#).

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Sowing Beside All Waters—Our literature is to be distributed everywhere. The truth is to be sown beside all waters; for we know not which shall prosper, this or that. In our erring judgment we may think it unwise to give literature to the very ones who would accept the truth most readily. We know not what may be the good results of giving away a leaflet containing present truth.—[Christian Service, 153](#).

Books Given to Community Leaders—I gave the mayor the best bound volume of *Desire of Ages*; and the Kerr brothers, three in number, each have one of my books and can interchange one with another; and I have placed my books into the hands of several others. This, I think, is the very best way I can leave with them the light God has given me. This has been all along under the direction of God. A gift in this line is letting the light shine forth in many families, and the message is appealing to the whole family.—[Letter 218, 1899](#).

Books Donated to Institutions Encouraged—We can use the small volumes of *Sabbath Readings* and other works to good advantage in orphans' homes and in many other places where these little books will be highly valued. We could use some of them in the Soldiers' Home at Yountville [California], where many hundreds of old soldiers are provided for in large government buildings....

We are sending papers to these soldiers, and have placed in their library copies of my works, *Christ's Object Lessons* and some larger books of mine....

[345] We desire to keep books and papers circulating among these soldiers. Please help us all you can along this line by gathering together something for them to read—books and papers full of Bible truth.—[Letter 96, 1903](#).

Books for Hospitals, Nursing Homes, and Orphanages—Please find out what is needed in the patients' library, and purchase the necessary volumes at my expense, as I desire to make a gift of them to the Sanitarium. I would wish these books for the patients' library to be in the best binding. Also, find out whether there is a set of my books in the helpers' library. If not, please buy a set for it, too. The binding of this set need not be the most expensive. Use your judgment in regard to this matter.

I should also like you to find out whether the Old People's Home and the Orphans' Home are supplied with sets of my books. If not, please buy for them what may be needed, including both the large and the small books. I desire to make these gifts to these needy places.—[Letter 96, 1903](#).

Books as Christmas Gifts—While urging upon all the duty of first bringing their offerings to God, I would not wholly condemn the practice of making Christmas and New Year's gifts to our friends. It is right to bestow upon one another tokens of love and remembrance if we do not in this forget God, our best Friend. We should make our gifts such as will prove a real benefit to the receiver. I would recommend such books as will be an aid in understanding the Word of God, or that will increase our love for its precepts. Provide something to be read during these long winter evenings. For those who can procure it, D'Aubigne's *History of the Reformation* will be both interesting and profitable. From this work we may gain some knowledge of what has been accomplished in the past in the great work of reform. We can see how God poured light into the minds of those who searched His Word, how much the men ordained and sent forth by Him were willing to suffer for the truth's sake, and how hard it is for the great mass of mankind to renounce their errors and to receive and obey the teachings of the Scriptures. During the winter evenings, when our children were young, we read from

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this history with the deepest interest. We made it a practice to read instructive and interesting books with the Bible, in the family circle, and our children were always happy as we thus entertained them. Thus we prevented a restless desire to be out in the street with young companions, and at the same time cultivated in them a taste for solid reading.—[The Review and Herald, December 26, 1882.](#)

[347] **Chapter 33—Distribution of Tracts and Periodicals**

Distribute Tracts at Fairs—We should improve every such opportunity as that presented by the St. Louis Fair. At all similar gatherings there should be present men whom God can use. Leaflets containing the light of present truth should be scattered among the people like the leaves of autumn. To many who attend these gatherings these leaflets would be as the leaves of the tree of life, which are for the healing of the nations.—[Welfare Ministry, 288](#).

Silent Agent Repeats Spoken Word—At our large gatherings, make all the discourses highly reformatory. Arouse the intellect. Bring all the talents possible into the efforts made, and then follow up the effort with tracts and pamphlets, with articles written in simple form to make the subjects brought before them distinctly stated, that the word spoken may be repeated by the silent agent. Short, interesting articles should be arranged in cheap [inexpensive] style and scattered everywhere. They should be at hand upon every occasion where the truth is brought before the minds of those to whom it is new and strange.—[Manuscript 1, 1875](#).

[348] **Christ-filled Literature in SDA Restaurants**—Those who come to our restaurants should be supplied with reading matter. Leaflets treating on the lessons of Christ should be given them. The burden of supplying this reading matter should be shared by all our people. All who come should be given something to read. It may be that many will leave the tract unread, but one among those in whose hands you place it may be searching for light. He will read and study what you give him, and then, perhaps, will pass it on to others.—[Letter 157, 1902](#).

Women of Principle Needed in Literature Distribution—Women of firm principle and decided character are needed, women who believe that we are indeed living in the last days, and that we have the last solemn message of warning to be given to the world. They should feel that they are engaged in an important work in spreading the rays of light which Heaven has shed upon them. Noth-

ing will deter this class from their duty. Nothing will discourage them in the work. They have faith to work for time and for eternity. They fear God, and will not be diverted from the work by the temptation of lucrative situations and attractive prospects. The Sabbath of the fourth commandment is sacredly kept by them, because God has placed His sanction upon it, and has bidden them to keep it holy. They will preserve their integrity at any cost to themselves. These are the ones whom God can use in the tract and missionary work. These are the ones who will correctly represent our faith, whose words will be fitly spoken, like apples of gold in pictures of silver. These can in many ways do a precious work for God in scattering tracts and judiciously distributing the *Signs of the Times*. Sisters, God calls you to work in the harvest-field and help gather in the sheaves.—[The Review and Herald, December 19, 1878](#).

Papers to Report Colporteur Experiences—Let those who gain such an experience in working for the Lord write an account of it for our papers, that others may be encouraged. Let the canvasser tell of the joy and blessings he has received in his ministry as an evangelist. These reports should find a place in our papers, for they are far-reaching in their influence. They will be as sweet fragrance in the church, a savor of life unto life. Thus it is seen that God works with those who cooperate with Him.—[Testimonies for the Church 6:336](#).

Literature to Counteract Evil Literature—Let every Seventh-day Adventist ask himself, “What can I do to proclaim the third angel’s message?” Christ came to this world to give this message to His servant to give to the churches. It is to be proclaimed to every nation, kindred, tongue, and people. How are we to give it? The distribution of our literature is one means by which the message is to be proclaimed. Let every believer scatter broadcast tracts and leaflets and books containing the message for this time. Colporteurs are needed who will go forth to circulate our publications everywhere....

Satan is busy in this department of his work, scattering literature which is debasing the morals and poisoning the minds of the young. Infidel publications are scattered broadcast throughout the land. Why should not every member of the church be as deeply interested in sending forth publications that will elevate the minds of the people, and bring the truth directly before them? These papers and tracts

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are for the light of the world, and have often been instrumental in converting souls.—[Christian Service](#), 145, 146.

Cooperation in Magazine Circulation—The question has been asked, Should the *Watchman* occupy territory outside of the Southern States? One night I seemed to be in a meeting where this question was being discussed. Some argued that it would not be wise for an effort to be made to push the circulation of the *Watchman* in all parts of the field. They said that the *Review and Herald* and the *Signs of the Times* should be given the right of way, and that the *Watchman* should not be allowed to interfere with the circulation of these two papers which have been so long in the field. They thought that our work with the *Watchman* should be confined to the Southern States.

Some were greatly astonished at these propositions. One of authority arose and said, The Lord God of Israel sees the selfishness of the human heart. Let those who are interested in our two older papers beware of allowing selfish plans to find a place in their work. The *Watchman* is to have a place in the field at large. It bears the [350] message of truth as verily as do the *Review* and the *Signs of the Times*. You are to be careful not to hinder the *Watchman* in its work....

Let those who have had success in the circulation of the *Signs* and *Review* remember that the *Watchman* also has a work to do. It will accomplish much good if it is given an opportunity to do its appointed work in all parts of the world. Its field is wherever subscribers can be found for it. [*Watchman Magazine* has been published under one name or another since 1891. In 1946, the name was changed to *Our Times*. And in May, 1951, to *These Times*. At the present time *These Times* is advertised and distributed around the world.]—SpT, Misc. 89-91.

“I Cannot Afford Our Church Papers”—There are those who profess to be brethren who do not take the *Review*, *Signs*, *Instructor*, or *Good Health*, but take one or more secular papers. Their children are deeply interested in reading the fictitious tales and love stories which are found in these papers, and which their father can afford to pay for, although claiming that he cannot afford to pay for our periodicals and publications on present truth....

Parents should guard their children and teach them to cultivate a pure imagination and to shun, as they would a leper, the lovesick pen pictures presented in newspapers. Let publications upon moral and religious subjects be found on your tables and in your libraries, that your children may cultivate a taste for elevated reading.—[The Adventist Home](#), 415, 416.

Increase Circulation of Church Periodicals—The *Review and Herald* and the *Signs of the Times* are cheap papers at the full price. The *Review* is a valuable paper; it contains matters of great interest to the church and should be placed in every family of believers. If any are too poor to take it, the church should, by subscription, raise the amount of the full price of the paper and supply the destitute families. How much better would this plan be than throwing the poor upon the mercies of the publishing house or the tract and missionary society.

The same course should be pursued toward the *Signs*. With slight variations, this paper has been increasing in interest and in moral worth as a pioneer sheet since its establishment. These periodicals are one in interest. They are two instrumentalities in the great field to do their specific work in disseminating light in this day of God's preparation. All should engage just as earnestly to build up the one as the other.

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“The eyes of the Lord are upon the righteous, and His ears are open unto their cry.” Christ will succor those who flee to Him for wisdom and strength. If they meet duty and trial with humility of soul, depending upon Jesus, His mighty angel will be round about them, and He whom they have trusted will prove an all-sufficient helper in every emergency. Those who occupy responsible positions should daily become more intimately acquainted with the excellency, the faithfulness, and the love of Christ. They should be able to exclaim with assurance: “I know whom I have believed.” These men should work as brethren, without one feeling of strife. Each should do his duty, knowing that the eye of God is searching motives and purposes, and reading the inmost feelings of the soul. The work is one. And if leading men do not let their own mind and their own feelings and ideas come in to rule and change the Lord's design, there will be the most perfect harmony between these two branches of the same work.

Our people should make greater efforts to extend the circulation of the *Review*. If our brethren and sisters would only manifest greater earnestness and put forth more persevering efforts to accomplish this, it would be done. Every family should have this paper. And if they would deny themselves their darling luxuries, tea and coffee, many who do not now have its weekly visits might pay for the messenger of light to come into their household. Almost every family takes one or more secular papers, and these frequently contain love stories and exciting tales of villainy and murder which injure the minds of all who read them. Those who consent to do without the *Review and Herald* lose much. Through its pages Christ may speak to them in warnings, in reproofs and counsel, which would change the current of their thoughts and be to them as the bread of life.

[352] Our papers should not be filled with long discussions or long doctrinal arguments, which would weary the reader; but they should contain short and interesting doctrinal and practical articles. The price of our papers should not be made so low that no margin is left to work upon. The same interest which has been manifested to circulate the *Signs of the Times* should be shown in extending the circulation of the *Review*. If this is done, success will attend the effort.

We are upon the enchanted ground, and Satan is continually at work to rock our people to sleep in the cradle of carnal security. There is an indifference, a lack of zeal, that paralyzes all our efforts. Jesus was a zealous worker; and when His followers shall lean on Him, and work as He worked, they will see and realize corresponding results. An effort must be made to place a proper value on our publications and bring them back gradually to a proper basis. We should not be affected by the cry of speculation, money-making! We should press steadily forward, unmoved by censure, uncorrupted by applause. It will be a greater task to work back upon a proper basis than many suppose, but it must be done in order to save our institutions from embarrassment.—[Testimonies for the Church 4:598-600](#).

Support for *Review* and *Signs* Urged—Do not neglect as you have done to recommend and urge the people everywhere to take the *Review* as well as the *Signs of the Times*. I think the *Review* publishing house has not been treated by you as it should have been.

You had your mind fastened on one thing, the extension of the *Signs*, and you have let this absorb everything else. This is seen and felt by our people at large. You should come out in the *Signs* frequently and urge your brethren to take the *Review*, our church paper. But do not let there be a divorcing of your interests from the *Review*.—[Letter 1, 1881](#).

Health and Temperance Journals—The people are in sad need of the light shining from the pages of our health and temperance journals. God desires to use these journals as mediums through which flashes of light shall arrest the attention of the people, and cause them to heed the warning of the message of the third angel.... [353]

Ministers can and should do much to urge the circulation of the health journals. Every member of the church should work as earnestly for these journals as for our other periodicals. There should be no friction between the two....

The circulation of the health journals will be a powerful agency in preparing the people to accept those special truths that are to fit them for the soon coming of the Son of man.

Health reform will reach a class and has reached a class that otherwise would never have been reached by the truth. There is a great necessity for labor being put forth to help the people, believers and unbelievers, at the present time by health talks, and health publications. I cannot see why the health books should not have a permanent place as well as the other publications notwithstanding human prejudices to the contrary.—[Colporteur Ministry, 134](#).

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Chapter 34—Circulating the Spirit of Prophecy Books

Light to Be Given to the World—Sister White is not the originator of these books. They contain the instruction that during her lifework God has been giving her. They contain the precious, comforting light that God has graciously given His servant to be given to the world. From their pages this light is to shine into the hearts of men and women, leading them to the Saviour. The Lord has declared that these books are to be scattered throughout the world. There is in them truth which to the receiver is a savor of life unto life. They are silent witnesses for God. In the past they have been the means in His hands of convicting and converting many souls. Many have read them with eager expectation, and, by reading them, have been led to see the efficacy of Christ's atonement, and to trust in its power. They have been led to commit the keeping of their souls to their Creator, waiting and hoping for the coming of the Saviour to take His loved ones to their eternal home. In the future, these books are to make the gospel plain to many others, revealing to them the way of salvation.—[Colporteur Ministry, 125](#).

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The Great Controversy to Be Given Priority [In 1888, this important volume appeared, but instead of promoting it, certain publishing leaders urged the sale of *Bible Readings* thus neglecting for several years the promotion of the very book needed by the public.]—The Lord has had great and grand purposes for His people, but they have worked at cross purposes with Him. As soon as *The 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 wrought decided changes. But instead of this, the book was suppressed, although the promise was made me that it should go forward if I would take the lowest royalty. 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. All that I could say was as water spilt upon a rock. Thus saith the Lord, I will judge for this false, dishonest work.—[Letter 39, 1899](#).

Satan Delayed Publishing *Great Controversy*—I mourn now that I did not do the very work I ought to have done when E and H were in responsible positions and had not an appreciation of *The Great Controversy*, volume 4, which the people should have had then as they are having now.... The delay was Satan's own devising. He was working diligently and has brought about a condition of things that the work cannot now go as it would have gone and done its work, which the Lord presented before me needed to be done. Those who hindered the work will have to answer to God for this.—[Letter 55, 1894](#).

Bible Readings Different From The Great Controversy—I do not demerit *Bible Readings*. It is a book which will do a great amount of good, but it can never take the place that the Lord designed that volume 4 [*The Great Controversy*] should have in the world and among our people. I have spread before them the light given me of heaven in that book....

If *Thoughts on Daniel and Revelation* does not receive the sale it should, if *Bible Readings* is carried to the neglect of other publications highly essential for the people to have, that neglect will not excuse the matter of why volume 4 should not be pushed and its circulation be tenfold what it has been the present year. It is a duty we owe to our people and to God to send every ray of light given me of God, demanded for this time to every tongue and nation.—[Letter 25a, 1889](#). [356]

Converting Power in Ellen G. White Books—Several precious experiences were related by the canvassers in regard to the way in which they had searched their hearts while canvassing for *Great Controversy* and *Patriarchs and Prophets*. They said that as they read these books their minds were enlightened, and they felt that angels of God were very near.... The canvassers stated that they had found that where these books had been sold, everyone spoke highly of them, and that from reading them, some had embraced the truth who had never heard a discourse in their lives given by a Seventh-day Adventist minister.—[Manuscript 23, 1890](#).

Four Special Books—*Daniel and Revelation*, *Great Controversy*, *Patriarchs and Prophets*, and *Desire of Ages* should now go to the world. The grand instruction contained in *Daniel and Revelation* has been eagerly perused by many in Australia. This book has been the means of bringing many precious souls to a knowledge of the truth. Everything that can be done should be done to circulate *Thoughts on Daniel and Revelation*. I know of no other book that can take the place of this one. It is God's helping hand.—[Manuscript 76, 1901](#).

Books That Reveal Light on Satan's Apostasy—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 a 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](#).

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Results of Circulating *Great Controversy*—The results of the circulation of this book [*The 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....

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.—[Colporteur Ministry, 128, 129.](#)

The Desire of Ages in Every Home—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, because I know that the Holy Spirit’s power magnified the truth, and made it honorable, saying: “This is the way, walk ye in it.” In my books, the truth is stated, barricaded by a “Thus saith the Lord.” The Holy Spirit traced these truths upon my heart and mind as indelibly as the law was traced by the finger of God, upon the tables of stone, which are now in the ark, to be brought forth in that great day when sentence will be pronounced against every evil, seducing science produced by the father of lies....

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. To our canvassers I would say, Go forth with your hearts softened and subdued by reading of the life of Christ. Drink deeply of the water of salvation, that it may be in your heart as a living spring, flowing forth to refresh souls ready to perish....

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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.—[Colporteur Ministry, 126, 127.](#)

E.G. White Books and Royalties—I have hoped that my books would sell, not that I might be rich, but that the solemn, sacred truths which the Lord has entrusted to me might be given to the people. I shall be grateful if my books can be circulated as the Lord desires them to be.

I have given and am still giving to the work all the royalties on my translated books sold in foreign countries. This means an annual offering of hundreds of dollars.—[Letter 43, 1903.](#)

Low Prices on Special Occasions—I am very desirous that the light contained in my books shall come to every soul possible, for

God has sent the message for all. These books contain precious lessons in Christian experience. I would not dare forbid that these books be sold on special occasions at a low price, lest I should hinder the reading of the books, and thus withhold the light from some soul who might be converted to the truth. I have no forbiddings to place on the work of circulating our books. Let the light be placed on the candlestick, that it may give light to all that are in the house.—[Testimonies for the Church 9:74, 75.](#)

E.G. White Books Live On—The question is sometimes raised, “What if Mrs. White should die?” I answer: “The books that she has written will not die. They are a living witness to what saith the Scriptures.”—[Letter 55, 1905.](#)

[359] My time is fully employed in the preparation of *Ministry of Healing* and some matter pertaining to the Southern field that is to be published in the next volume of the *Testimonies*. I hope that when these books come out, some of the burden I now feel can be laid aside, because of the knowledge that the light that God has given me is placed where the people can receive it. Oh, if the truths that are taught in the *Ministry of Healing* shall be effective, a genuine religious interest will be manifested in the sick and suffering in our sanitariums. Though my life may be ended, these books will live and teach the truth. [Close beside her chair, on a table, were kept several of the books she had written. These she would often handle and look over, seeming to delight in having them near. Like an affectionate mother with her children, so was she with these books during her last sickness. Several times, when visited, she was found holding two or three of them in her lap. “I appreciate these books as I never did before,” she at one time remarked. “They are truth, and they are righteousness, and they are an everlasting testimony that God is true.” She rejoiced in the thought that when she could no longer speak to the people, her books would speak for her.—[Life Sketches of Ellen G. White, 445, 446.](#)]—[Letter 85, 1905.](#)

Truth Immortalized in Spirit of Prophecy Books—I am “only waiting till the shadows are a little longer grown.” But my books will testify when my voice shall no longer be heard. The truths committed to me, as the Lord’s messenger, stand immortalized, either to convict and to convert souls, or to condemn those who have departed from the faith and have given heed to seducing spirits.—[Letter 350, 1906.](#)

Misuse and Abuse of the Spirit of Prophecy—Soon every possible effort will be made to discount and pervert the truth of the testimonies of God’s Spirit. We must have in readiness the clear, straight messages that since 1846 have been coming to God’s people. There will be those once united with us in the faith who will search for new, strange doctrines, for something odd and sensational to present to the people. They will bring in all conceivable fallacies, and will present them as coming from Mrs. White, that they may beguile souls. The light that the Lord has given should be in the hands of our people, so that they may see that the reports made are false, that there is in the testimonies nothing of what these men declare to be in them.—[Letter 73, 1903](#). ([Selected Messages 1:41](#).)

Guarding Against Misuse of Ellen White—Many from among our own people are writing to me, asking with earnest determination the privilege of using my writings to give force to certain subjects that they wish to present to the people in such a way as to leave a deep impression upon them. It is true that there is a reason why some of their matters should be presented; but I would not venture to give my approval in using the testimonies in this way, or to sanction the placing of matter which is good in itself in the way which they propose. The persons who make these propositions, for aught I know, may be able to conduct the enterprise of which they write in a wise manner; but nevertheless, I dare not give the least license for using my writings in the manner which they propose. In taking account of such an enterprise, there are many things that must come into consideration, for in using the testimonies to bolster up some subject which may impress the mind of the author, the extracts may give a different impression than that which they would were they read in their original connection.—[Letter 49, 1894](#).

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First Step Toward Apostasy—One thing is certain: Those Seventh-day Adventists who take their stand under Satan’s banner will first give up their faith in the warnings and reproofs contained in the testimonies of God’s Spirit.—[Letter 156, 1903](#).

If you lose confidence in the *Testimonies* you will drift away from Bible truth.—[Testimonies for the Church 5:674](#).

Some who are not willing to receive the light, but who prefer to walk in ways of their own choosing, will search the testimonies to find something in them to encourage the spirit of unbelief and

disobedience. Thus a spirit of disunion will be brought in; for the spirit which leads them to criticize the testimonies will also lead them to watch their brethren to find in them something to condemn....

[361] Satan is ... constantly pressing in the spurious—to lead away from the truth. The very last deception of Satan will be to make of none effect the testimony of the Spirit of God. “Where there is no vision, the people perish” ([Proverbs 29:18](#)). Satan will work ingeniously, in different ways and through different agencies, to unsettle the confidence of God’s remnant people in the true testimony....

There will be a hatred kindled against the testimonies which is satanic. The workings of Satan will be to unsettle the faith of the churches in them, for this reason: Satan cannot have so clear a track to bring in his deceptions and bind up souls in his delusions if the warnings and reproofs and counsels of the Spirit of God are heeded.—[Selected Messages 1:48](#). (See [Testimonies for the Church 5:675, 676](#).)

There are some who think they are able to measure the character and to estimate the importance of the work the Lord has given me to do. Their own mind and judgment is the standard by which they would weigh the testimonies.

My Instructor said to me, Tell these men that God has not committed to them the work of measuring, classifying, and defining the character of the testimonies. Those who attempt this are sure to err in their conclusions. The Lord would have men adhere to their appointed work. If they will keep the way of the Lord, they will be able to discern clearly that the work which He has appointed me to do is not a work of human devising.

Those who carefully read the testimonies as they have appeared from the early days, need not be perplexed as to their origin. The many books, written by the help of the Spirit of God, bear a living witness to the character of the testimonies.—[Selected Messages 1:49, 50](#).

Chapter 35—Christ’s Object Lessons and the Ministry of Healing

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Ellen G. White “Relief Books.” [The royalties from the sale of *Christ’s Object Lessons* (1900) and *The Ministry of Healing* (1905) were donated by Ellen White for the relief of indebtedness on our educational and medical institutions. Great success attended the initial drives to sell these books, and the spiritual and financial benefits were considerable.]—Many have never learned how to sell the books dedicated to the advancement of our institutional work. But such should not excuse themselves. They should study diligently how they may do their part faithfully in connection with the circulation of these precious books. Our schools and sanitariums must be conducted on a high plane of efficiency, and a solemn responsibility rests upon us all to help place these institutions on vantage ground by giving the relief books a wide circulation. God will be glorified by everyone who takes an active interest in the work of placing these books in the hands of the multitudes who are in need of the saving truths of the gospel.

The opportunity we have of doing good by striving to carry out the Lord’s plan for the relief of our schools and sanitariums has been presented to me over and over again in connection with the Southern California Conference. The conditions there are unusually favorable for a long-continued effort to push the sale of *Christ’s Object Lessons* and *Ministry of Healing*. Our brethren and sisters in Southern California should never weary of this plan for raising money to meet the debts that have accumulated. The students of the Fernando school, and the nurses of the three sanitariums that have been established, can ill afford to lose the precious experiences in missionary work that come to those who handle the relief books. And the conference can ill afford to lose the results, spiritual as well as financial, that would accompany a continued effort of this sort.

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But years have passed, and students who should have been gaining rich experiences in actual missionary work have not been encour-

aged to launch out heartily in the sale of *Christ's Object Lessons*. Church members in many places have daily met with strangers—tourists, men and women of means and influence—and yet such opportunities as these for circulating *Christ's Object Lessons* and *Ministry of Healing* have been allowed to pass by unimproved. Many honesthearted persons who could have been reached by diligent, wholehearted effort have not been given the light of the third angel's message.—[Testimonies for the Church 9:83, 84](#). (See [Fundamentals of Christian Education, 521-524](#).)

Can Provide Aid for Sanitariums and Schools—God desired that the sale of *Christ's Object Lessons* shall be recognized by all our people as His method of relieving our schools from debt. It is because this plan has been neglected that we now feel so keenly our lack of means for the advancing work. Had the schools availed themselves of the provision thus made for them, there would be more money in the school treasuries, and more money in the hands of God's servants, with which to relieve the necessities of other needy departments of the cause; and, best of all, teachers and students would have received the very lessons that they needed to learn in the Master's service.

[364] In the cities within easy reach of our sanitariums and training schools a mission field is open to us that we have as yet only touched with the tips of our fingers. In some of these places, a good beginning has been made. But it was God's purpose that by the sale of *Ministry of Healing* and *Christ's Object Lessons* much means should be raised for the work of our sanitariums and schools, and that our people might thereby be left more free to donate of their means for the opening of the work in new missionary fields. If our people will now engage in the sale of these books as they ought, we shall have much more means than we now have to carry the work in the way the Lord designed that it should be carried.—[Testimonies for the Church 9:80](#).

Sale of Christ's Object Lessons to Assist Schools—The suggestion has come from our canvassers that after the Relief of the Schools Campaign is finished, *Christ's Object Lessons* be made a subscription book. They are sure that it would have a large sale all over the world.

When Willie [“Willie” was Ellen White’s third son and for years after the death of James White (in 1881), her closest helper and counselor.] told me of this suggestion, the thought at once came into my mind that the plan suggested might perhaps be best. If it were carried out, my royalty on the copies sold would help to settle my debts.

While these thoughts were passing through my mind, it was distinctly represented to me that *Object Lessons* was, in the plan of God, given to help our schools to roll away the terrible burden of debt. I saw clearly that the way in which the book had been handled was the Lord’s plan, and that it was accomplishing great good.

I turned to Willie, and said, “I made of that book an offering to the Lord, and I cannot take it off the altar of sacrifice. As long as I live, that book is to be handled as none of my other books have been handled. And when I am no longer with you, you must see that this book is kept on the altar of sacrifice. I will not change a plan that has already brought to the cause of God, for the relief of our schools, two hundred thousand dollars.”

Willie’s lips quivered. Tears came into his eyes, and he said, “Yes, Mother, the matter is settled now, never to be changed.”

But I have written fully on this subject elsewhere, so I will not give you any more particulars, but will send you a copy of what I have written to our leading brethren.

Many schools, large and small, are to be established in country places, and the proceeds from the sale of *Object Lessons* will be needed in this work. The sale of this book is under the Lord’s supervision. He will continue to make it a blessing.—[Letter 243, 1903](#).

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Let those who have had success in canvassing come up to the help of the Lord. As they handle this book [*Christ's Object Lessons*], let them in the name of the Lord work in faith.

The movement I have suggested will result in reconciliation. It will unify the churches. If all will help to lift the debts on our schools, the publishing house in Battle Creek will be strengthened to do its part. Therefore, it is for the interest of the school in Battle Creek to act a full part in helping to pay back the money that has been so long bound up in it.—[Manuscript 10, 1900](#).

Church Members to Circulate Relief Books—Urge every Seventh-day Adventist family to awaken and to become the Lord's missionaries. Consider the books that the Lord has placed in your possession for the relief of our schools and sanitariums. Many opportunities have been given you to show that you appreciate the truths revealed in these books. If these precious volumes are appreciated as they should be, self-denying efforts will be made to bring them to the notice of the people. Let brethren and sisters encourage one another to become acquainted with their neighbors. Tell them the story of the gift of these books for the support of our institutions, and tell of your own interest in seeking to place them in the hands of acquaintances and friends. Tell the story to the wealthy. Men, women, and children can engage in this work. We have yet to learn of persons who, after reading the books, have expressed unfavorable opinions regarding them.

Golden opportunities for missionary labor are offered to those who will take hold of this work, and rich blessings will come to the people who purchase the books and study their teachings.

[366] The sale of the book *Ministry of Healing* will bring in means for the help of our health institutions and for the aid of those sick ones who could not, unaided, get the benefits of sanitarium treatments. Now let those of our people who wish to help our schools and sanitariums unite in the work of circulating these books as far and as fast as possible. As the Lord's missionaries we may take a special interest in this work and help to get the precious light before the people.

Those who engage in this work should first give themselves unreservedly to God. They should place themselves where they can learn of Christ and follow His example. Angels are commissioned to go forth with those who take up this work in true humility.—[Manuscript 81, 1908](#).

Wisdom of God in *The Ministry of Healing*—The book *Ministry of Healing* may do the same work for our sanitariums and health institutions that *Christ's Object Lessons* has done for our schools. This book contains the wisdom of the Great Physician. To me it has been a precious privilege to donate my work on these books to the cause of God. In the future there should be well-planned and

persevering efforts made to increase their sale.—[Testimonies for the Church 9:71](#).

Success Gained in Selling Experience—He [God] has given His people an opportunity to take to their friends and neighbors and to strangers a book containing the precious lessons of Christ. As those who have never tried to sell books have thought of going out with this book, a dread has come into their hearts. But the Lord has led and guided them as His little children. He has taught old and young, men and women, how to give the light of truth to those who know it not.

And the purchasers have been blessed. Their hearts have been softened as they have listened to the story of the self-denying effort to free our schools from debt. By the sale of this book many sermons have been preached. Those in the highways as well as those in the hedges have been reached. As men and women of every age have gone forth to sell *Object Lessons*, and in simple words have told what they were trying to do, a deep impression has been left on minds.—[Letter 43, 1903](#).

Generous Cooperation of Publishing Houses—What may be accomplished by self-denying effort is shown by the result of the sale of *Christ's Object Lessons*. In giving us this book, the Lord gave us a great blessing. I praise Him with heart and soul that He put it into my heart to give this book for the relief of the schools. I praise Him that our publishing houses [The publishing houses produced the relief books at cost and passed them on without profit to the churches to be sold.] acted so generous a part in the work of preparing the book for sale. And I praise Him that our people have put their hand so nobly to the work of its circulation. The Lord has greatly blessed them. In the effort to sell this book, they have learned by practical experience what they can do for the advancement of the work. And they have learned also how to speak to strangers about the truth. Through the lessons contained in this book, sinners have been warned, convicted, and converted.—[Letter 43, 1903](#).

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To Help Support School Work in Germany—My German brethren and sisters in America, this message is given to me for you: God has His faithful ones in Germany and in all the other countries where Germans have scattered. Consider how much good you might do, how many people you might help, by selling the German edition

of *Christ's Object Lessons*, doing all you can by your labor and by your means to share in the expense of establishing and carrying forward the school work in Germany.—[Letter 121, 1902](#).

Distribute Publications Like the Leaves of Autumn—We must prepare ourselves for most solemn duties. A world is to be saved. The work is advancing in a most marvelous manner in foreign lands; and even within the shadows of our doors there are many, many opportunities for communicating to others the saving truths of the third angel’s message. Publications are to be distributed like the leaves of autumn. [Church members were to “sell or give away our literature” ([Manuscript 126, 1902](#)), or provide by “lending” ([Testimonies for the Church 9:35](#)), as the truth was to be carried to the homes of neighbors and friends and the promise was given, “You will be accompanied by the light of heaven, which will abide in these homes” ([Manuscript 126, 1902](#)).] This is the message that has been coming to us from the Lord for many years. In view of the great work to be done, how can anyone afford to waste precious time and God-given means in doing those things that are not for his best good or for the glory of God?—[The Review and Herald, July 19, 1906](#).

Church Members’ Duty to Circulate Literature—We now have great facilities for spreading the truth; but our people are not coming up to the privileges given them. They do not in every church see and feel the necessity of using their abilities in saving souls. They do not realize their duty to obtain subscribers for our periodicals, including our health journal, and to introduce our books and pamphlets. Men should be at work who are willing to be taught as to the best way of approaching individuals and families. Their dress should be neat, but not foppish, and their manners such as not to disgust the people. There is a great want of true politeness among us as a people. This should be cultivated by all who take hold of the missionary work. [369]

Our publishing houses should show marked prosperity. Our people can sustain them if they will show a decided interest to work our publications into the market. But should as little interest be manifested in the year to come as has been shown in the year

past, there will be but a small margin to work upon. The wider the circulation of our publications, the greater will be the demand for books that make plain the Scriptures of truth. Many are becoming disgusted with the inconsistencies, the errors, and the apostasy of the churches, and with the festivals, fairs, lotteries, and numerous inventions to extort money for church purposes. There are many who are seeking for light in the darkness. If our papers, tracts, and books, expressing the truth in plain Bible language, could be widely circulated, many would find that they are just what they want. But many of our brethren act as though the people were to come to them or send to our offices to obtain publications, when thousands do not know that they exist.

God calls upon His people to act like living men and not to be indolent, sluggish, and indifferent. We must carry the publications to the people and urge them to accept, showing them that they will receive much more than their money's worth. Exalt the value of the books you offer. You cannot regard them too highly.

[370] My soul was agonized as I saw the indifference of our people who make so high a profession. I was shown that the blood of souls will be on the garments of very many who now feel at ease and irresponsible for souls that are perishing around them for want of light and knowledge. They have come in contact with them, but have never warned them, never prayed with or for them, and never made earnest efforts to present the truth to them. I was shown that there has been a wonderful negligence on this point. Ministers are not doing one half what they might do to educate the people for whom they labor upon all points of truth and duty, and as a consequence, the people are spiritless and inactive. The stake and scaffold are not appointed for this time to test the people of God, and for this very reason the love of many has waxed cold. When trials arise, grace is proportioned for the emergency. We must individually consecrate ourselves on the very spot where God has said He would meet us.—[Testimonies for the Church 4:391-393](#).

Every Church Member to Have a Part—In the past, a large work has been accomplished in the distribution of the printed page. This is a line of service in which every church member can have some part. All cannot go out as canvassers for our larger books; but there is a field of usefulness open before many of our brethren and

sisters in the placing of truth-filled publications in the homes of their neighbors and friends.

Years ago our brethren in responsibility gave much study to ways and means for the carrying forward of this line of work with increasing efficiency. As the result of carefully laid plans, patient instruction, and helpful supervision, the circulation of the printed page has come to be a mighty factor in the dissemination of the truths of the third angel's message.—[The Review and Herald, November 5, 1914.](#)

Sharing Books With Neighbors—Those who have long known the truth need to seek the Lord most earnestly, that their hearts may be filled with a determination to work for their neighbors. My brethren and sisters, visit those who live near you, and by sympathy and kindness seek to reach their hearts. Be sure to work in a way that will remove prejudice instead of creating it. And remember that those who know the truth for this time and yet confine their efforts to their own churches, refusing to work for their unconverted neighbors, will be called to account for unfulfilled duties.

Lend your neighbors some of our smaller books. If their interest is awakened, take some of the larger books. Show them *Christ's Object Lessons*. Tell them its history, and ask them if they do not want a copy. If they already have it, ask them if they do not want to read other books of a similar nature. If possible, secure an opportunity to teach them the truth. Beside all waters you are to sow the seed of truth, though not knowing which shall prosper, this or that.—[Testimonies for the Church 9:34, 35.](#)

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Literature in Every Hand and Home—Watch for souls as they that must give an account. In your church and neighborhood missionary work, let your light shine forth in such clear, steady rays that no man can stand up in the judgment, and say, “Why did you not tell me about this truth? Why did you not care for my soul?”

Then let us be diligent in the distribution of literature that has been carefully prepared for use among those not of our faith. Let us make the most of every opportunity to arrest the attention of unbelievers. Let us put literature into every hand that will receive it. Let us consecrate ourselves to the proclamation of the message, “Prepare ye the way of the Lord, make straight in the desert a highway for our God!” Divine and human instrumentalities are to unite for the

accomplishment of one great object. Now is the day of our responsibility. “The Spirit and the bride say, Come. And let him that heareth say, Come. And let him that is athirst come. And whosoever will, let him take the water of life freely.”—[Counsels on Stewardship](#), 189, 190.

Publications to Go by Mail—Even if they shut the door in your face, do not hasten away in indignation, and make no further effort to save them. Ask God in faith to give you access to those very souls. Cease not your efforts, but study and plan until you find some other means of reaching them. If you do not succeed by personal visits try sending them the silent messenger of truth. There is so much pride of opinion in the human heart that our publications often gain admittance where the living messenger cannot.—[Historical Sketches of the Foreign Missions of the Seventh-day Adventists](#), 150. ([Welfare Ministry](#), 95.)

[372] **Health Reform Literature Will Win Souls**—Publications upon health reform will reach many who will not see or read anything upon important Bible subjects.... The truth must come to the people upon health reform. This is essential in order to arrest the attention in regard to Bible truth.... Many of those looked upon as hopelessly depraved will, if properly instructed in regard to their unhealthful practices, be arrested with the truth.... Go with your hands full of proper reading matter and your heart full of the love of Christ for their souls, reaching them where they are. Many are being drawn by the Lord Jesus Christ, who will respond.—[Manuscript 1](#), 1875.

Means Invested in Literature—There are those among us who put from one hundred to one thousand dollars or more into the Health Institute, who have pledged only from five to twenty-five dollars in the great enterprise of publishing books, pamphlets, and tracts, setting forth truths which have to do with eternal life. One was supposed to be a paying investment. The other, as we might judge from the littleness of the pledges, is supposed to be a dead loss.

We shall not hold our peace upon this subject. Our people will come up to the work. The means will come. And we would say to those who are poor and want books: Send in your orders, with a statement of your condition as to this world’s goods. We will send you a package of books containing four volumes of *Spiritual Gifts*,

How to Live, Appeal to Youth, Appeal to Mothers, Sabbath Readings, and the two large charts, with Key of Explanation. If you have a part of these, state what you have, and we will send other books in their places, or send only such of these as you have not. Send fifty cents to pay the postage, and we will send you the five-dollar package and charge the fund four dollars. [This testimony appeared in 1868 at which time tract societies had appeared in many states and the furnishing of books and tracts to the worthy poor was assumed by them. Some of the books here mentioned are now out of print.]

In this charitable book matter, all must act upon the great plan of liberality, such as is carried out in the publication and sale of the American Bibles and tracts. In many respects the course of these mammoth societies is worthy of imitation. Liberality is seen in wills and donations, and it is carried out in sales and donations of Bibles and tracts. Seventh-day Adventists should be as far ahead of these in the book matter as in other things. May God help us. Our tracts should be offered by the hundred at what they cost, leaving a little margin to pay for packing, or wrapping for the mail, and directing. And ministers and people should engage in the circulation of books, pamphlets, and tracts, as never before. Sell where people are able and willing to purchase, and where they are not, give them the books.—[Testimonies for the Church 1:689, 690.](#)

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Satan Draining Adventist Purses—Satan is constantly presenting inducements to God's chosen people to attract their minds from the solemn work of preparation for the scenes just in the future. He is in every sense of the word a deceiver, a skillful charmer. He clothes his plans and snares with coverings of light borrowed from heaven. He tempted Eve to eat of the forbidden fruit by making her believe that she would be greatly advantaged thereby. Satan leads his agents to introduce various inventions and patent rights and other enterprises, that Sabbathkeeping Adventists who are in haste to be rich may fall into temptation, become ensnared, and pierce themselves through with many sorrows. He is wide awake, busily engaged in leading the world captive, and through the agency of worldlings he keeps up a continual pleasing excitement to draw the unwary who profess to believe the truth to unite with worldlings. The lust of the eye, the desire for excitement and pleasing entertainment, is a temptation and snare to God's people. Satan has many

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finely woven, dangerous nets which are made to appear innocent, but with which he is skillfully preparing to infatuate God's people. There are pleasing shows, entertainments, phrenological lectures, and an endless variety of enterprises constantly arising calculated to lead the people of God to love the world and the things that are in the world. Through this union with the world, faith becomes weakened, and means which should be invested in the cause of present truth are transferred to the enemy's ranks. Through these different channels Satan is skillfully draining the purses of God's people and for it the displeasure of the Lord is upon them.—[Testimonies for the Church 1:550, 551.](#)

Free Circulation of Small Publications—I have been shown that we are not doing our duty in the gratuitous circulation of small publications. There are many honest souls who might be brought to embrace the truth by this means alone. Should there be on each copy of these small tracts an advertisement of our publications and the place where they can be obtained, it would extend the circulation of the larger publications and the *Review*, *Instructor*, and *Reformer*.

These small tracts of four, eight, or sixteen pages can be furnished for a trifle from a fund raised by the donations of those who have the cause at heart. When you write to a friend you can enclose one or more without increasing postage. When you meet persons in the cars, on the boat, or in the stage who seem to have an ear to hear, you can hand them a tract. These tracts should not at present be scattered promiscuously like the autumn leaves, but should be judiciously and freely handed to those who would be likely to prize them. Thus our publications and the Publishing Association will be advertised in a manner that will result in much good.—[Testimonies for the Church 1:551, 552.](#)

Spirit of Prophecy Books in Every Family—The volumes of *Spirit of Prophecy* [A four-volume series of books by Ellen White depicting the conflict of the ages theme. The first three volumes appeared in the 1870's. Volume 4 was printed in 1884 and was followed by the 1888 and 1911 editions of the same book titled *The Great Controversy*. The current edition was printed first in 1911.], and also the *Testimonies*, should be introduced into every Sabbathkeeping family, and the brethren should know their value and be urged to read them. It was not the wisest plan to place these books at a low figure and have only one set in a church. They should be in the library of every family and read again and again. Let them be kept where they can be read by many, and let them be worn out in being read by all the neighbors.

There should be evening readings, in which one should read aloud to those assembled at the winter fireside. There is but little interest manifested to make the most of the light given of God. Much of it is concerning family duties, and instruction is given to meet almost every case and circumstance. Money will be expended for tea, coffee, ribbons, ruffles, and trimmings, and much time and labor spent in preparing the apparel, while the inward work of the heart is neglected. God has caused precious light to be brought out in publications, and these should be owned and read by every family. Parents, your children are in danger of going contrary to the light given of heaven, and you should both purchase and read the books, for they will be a blessing to you and yours. You should lend *Spirit of Prophecy* to your neighbors and prevail upon them to buy copies for themselves. Missionaries for God, you should be earnest, active, vigorous workers.

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Many are going directly contrary to the light which God has given to His people, because they do not read the books which contain the light and knowledge in cautions, reproofs, and warnings. The cares of the world, the love of fashion, and the lack of religion

have turned the attention from the light God has so graciously given, while books and periodicals containing error are traveling all over the country. Skepticism and infidelity are increasing everywhere. Light so precious, coming from the throne of God, is hid under a bushel. God will make His people responsible for this neglect. An account must be rendered to Him for every ray of light He has let shine upon our pathway, whether it has been improved to our advancement in divine things or rejected because it was more agreeable to follow inclination.—[Testimonies for the Church 4:390, 391](#).

Review and the Signs—Many Sabbathkeepers neglect to take the *Review*, and some have neither the *Review* nor the *Signs*. They plead as an excuse that they cannot afford to take these papers which it is so important for them to have. But in many cases several secular papers will be found upon their tables for their children to peruse. The influence of most of the periodicals of the day is such as to render the word of God distasteful, and to destroy a relish for all useful and instructive reading. The mind assimilates to that which it feeds upon. The secular papers are filled with accounts of murders, robberies and other revolting crimes, and the mind of the reader dwells on the scenes of vice therein depicted. By indulgence, the reading of sensational or demoralizing literature becomes a habit, like the use of opium or other baleful drugs, and as a result, the minds of thousands are enfeebled, debased, and even crazed. Satan is doing more through the productions of the press to weaken the minds and corrupt the morals of the youth than by any other means.

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Let all reading of this character be banished from your houses, let books that are useful, instructive and elevating, be placed in your libraries and upon your tables, with the *Review and Herald*, our church paper, and the *Signs of the Times*, our missionary paper, and the effect upon both parents and children will be good. During these long winter evenings, let parents see that all their children are at home, and then let the time be devoted to the reading of the Scriptures and other interesting books that will impart knowledge and inculcate right principles. Let the best reader be selected to read aloud while other members of the family are engaged in useful occupations. Thus these evenings at home may be made both pleasant and profitable. Pure healthful reading will be to the mind what healthful food is to the body. You will thus become stronger to resist temp-

tation, to form right habits, and to act upon right principles.—[The Review and Herald, December 26, 1882.](#)

Parents to Control Reading Habits of Children—Many youth are eager for books. They read anything that they can obtain. I appeal to the parents of such children to control their desire for reading. Do not permit upon your tables the magazines and newspapers in which are found love stories. Supply their place with books that will help the youth to put into their character-building the very best material—the love and fear of God, the knowledge of Christ. Encourage your children to store the mind with valuable knowledge, to let that which is good occupy the soul and control its powers, leaving no place for low, debasing thoughts. Restrict the desire for reading matter that does not furnish good food for the mind.

Parents should endeavor to keep out of the home every influence that is not productive of good. In this matter some parents have much to learn. To those who feel free to read story magazines and novels I would say: You are sowing seed the harvest of which you will not care to garner. From such reading there is no spiritual strength to be gained. Rather it destroys love for the pure truth of the word. Through the agency of novels and story magazines, Satan is working to fill with unreal and trivial thoughts minds that should be diligently studying the word of God. Thus he is robbing thousands upon thousands of the time and energy and self-discipline demanded by the stern problems of life.

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Children need proper reading which will afford amusement and recreation and not demoralize the mind or weary the body. If they are taught to love romance and newspaper tales, instructive books and papers will become distasteful to them. Most children and young people will have reading matter; and if it is not selected for them they will select it for themselves. They can find a ruinous quality of reading anywhere, and they soon learn to love it; but if pure and good reading is furnished them, they will cultivate a taste for that.—[The Adventist Home, 410, 411.](#)

What Shall the Children Read?—1. Fiction?—What shall our children read? This is a serious question and one that demands a serious answer. It troubles me to see in Sabbathkeeping families periodicals and newspapers containing continued stories which leave no impressions for good on the minds of children and youth. I have

watched those whose taste for fiction was thus cultivated. They have had the privilege of listening to the truth, of becoming acquainted with the reasons of our faith; but they have grown to maturer years destitute of true piety and practical godliness.

The readers of fiction are indulging an evil that destroys spirituality, eclipsing the beauty of the sacred page.—[The Adventist Home](#), 412.

[379] **2. Infidel Authors?**—Another source of danger against which we should be constantly on guard is the reading of infidel authors. Such works are inspired by the enemy of truth, and no one can read them without imperiling the soul. It is true that some who are affected by them may finally recover; but all who tamper with their evil influence place themselves on Satan's ground, and he makes the most of his advantage. As they invite his temptations, they have not wisdom to discern or strength to resist them. With a fascinating, bewitching power unbelief and infidelity fasten themselves upon the mind.—[The Adventist Home](#), 413.

3. Myths and Fairy Tales?—In the education of children and youth fairy tales, myths, and fictitious stories are now given a large place. Books of this character are used in schools, and they are to be found in many homes. How can Christian parents permit their children to use books so filled with falsehood? When the children ask the meaning of stories so contrary to the teaching of their parents, the answer is that the stories are not true; but this does not do away with the evil results of their use. The ideas presented in these books mislead the children. They impart false views of life and beget and foster a desire for the unreal....

Never should books containing a perversion of truth be placed in the hands of children or youth. Let not our children, in the very process of obtaining an education, receive ideas that will prove to be seeds of sin.—[The Adventist Home](#), 413.

4. Frivolous and Exciting Reading?—Readers of frivolous, exciting tales become unfitted for the duties of practical life. They live in an unreal world. I have watched children who have been allowed to make a practice of reading such stories. Whether at home or abroad, they were restless, dreamy, unable to converse except upon the most commonplace subjects. Religious thought and conversation was entirely foreign to their minds. With the cultivation

of an appetite for sensational stories the mental taste is perverted, and the mind is not satisfied unless fed upon this unwholesome food. I can think of no more fitting name for those who indulge in such reading than mental inebriates. Intemperate habits of reading have an effect upon the brain similar to that which intemperate habits of eating and drinking have upon the body.

Before accepting the present truth, some had formed the habit of novel reading. Upon uniting with the church, they made an effort to overcome this habit. To place before this class reading similar to that which they have discarded is like offering intoxicants to the inebriate. Yielding to the temptation continually before them, they soon lose their relish for solid reading. They have no interest in Bible study. Their moral power becomes enfeebled. Sin appears less and less repulsive. There is manifest an increasing unfaithfulness, a growing distaste for life's practical duties. As the mind becomes perverted, it is ready to grasp any reading of a stimulating character. Thus the way is open for Satan to bring the soul fully under his domination.—[The Adventist Home, 414, 415.](#)

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5. Superficial Matter?—With the immense tide of printed matter constantly pouring from the press, old and young form the habit of reading hastily and superficially, and the mind loses its power of connected and vigorous thought. Furthermore, a large share of the periodicals and books that, like the frogs of Egypt, are overspreading the land are not merely commonplace, idle, and enervating, but unclean and degrading. Their effect is not merely to intoxicate and ruin the mind, but to corrupt and destroy the soul.—[The Adventist Home, 415.](#)

Books that Sow Seeds of Bible Truth—Between an uncultivated field and an untrained mind there is a striking similarity. In the minds of children and youth the enemy sows tares, and unless parents keep watchful guard, these will spring up to bear their evil fruit. Unceasing care is needed in cultivating the soil of the mind and sowing it with the precious seed of Bible truth. Children should be taught to reject trashy, exciting tales and to turn to sensible reading, which will lead the mind to take an interest in Bible story, history, and argument. Reading that will throw light upon the Sacred Volume and quicken the desire to study it is not dangerous, but beneficial.—[The Adventist Home, 417.](#)

Youth Should Have Objectives in Reading—As I see the danger that threatens the youth from improper reading, I cannot forbear to present still further the warnings given me in regard to this great evil.

[381] The harm that results to the workers from handling matter of an objectionable character is too little realized. Their attention is arrested and their interest aroused by the subject matter with which they are dealing. Sentences are imprinted in the memory. Thoughts are suggested. Almost unconsciously the reader is influenced by the spirit of the writer, and mind and character receive an impress for evil. There are some who have little faith and little power of self-control, and it is difficult for them to banish the thoughts suggested by such literature.

Oh, that the young would reflect upon the influence which exciting stories have upon the mind! Can you, after such reading, open the Word of God and read the words of life with interest? Do you not find the book of God uninteresting? The charm of that love story is upon the mind, destroying its healthy tone and making it impossible for you to fix your mind upon the important, solemn truths which concern your eternal interest. You sin against your parents in devoting to such a poor purpose the time which belongs to them, and you sin against God in thus using the time which should be spent in devotion to Him.—[The Adventist Home, 416](#).

Books Instead of Ornaments—Many are creating unnecessary cares and anxieties for themselves by devoting time and thought to the unnecessary ornaments with which their houses are filled. The power of God is needed to arouse them from this devotion; for to all intents and purposes it is idolatry.

He who searches the heart desires to win His people from every species of idolatry. Let the Word of God, the blessed book of life, occupy the tables now filled with useless ornaments. Spend your money in buying books that will be the means of enlightening the mind in regard to present truth. The time you waste in moving and dusting the multitudinous ornaments in your house, spend in writing a few lines to your friends, in sending papers or leaflets or little books to someone who knows not the truth. Grasp the word of the Lord as the treasure of infinite wisdom and love; this is the

guidebook that points out the path to heaven.—[The Review and Herald, June 6, 1907.](#)

**Section 7—From Small Beginnings to a
Glorious Triumph**

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Chapter 38—Literature Giving the Final Call

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The Press Versus the Final Workings of Satan—Our houses of publication have become a power in the world. A great change has taken place. With our increased facilities to make the clear light shine forth to those who are in darkness, it is not now so hard as it once was to see and accept the truth. Those who first led out in the work were objects of the combined assaults of evil men and evil angels. The enmity of Satan, working through men as his instruments, was strikingly developed. On the other hand, the believers, though few in number, were earnest and zealous to vindicate the honor of God in exalting His law which had been made void, and to press back the workings of Satan revealed in every form of destructive error.

From the first, Satan has set himself against this work. He has been determined to bring all his power to bear to silence and sweep from the earth those who were laboring for the advancement of light and truth. He has ever had a measure of success. Calumny and the fiercest opposition have been brought to bear to crush out the precious truth by discouraging its advocates. The great adversary has employed his hellish deceptions in various ways, and every effort made has brought to his side one or more of the professed followers of Christ. Those whose hearts are carnal, who are more in harmony with the archdeceiver than with Christ, have after a time developed their true character and gone to their own company....

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But while Satan was working with all deceivableness of unrighteousness in them that perish, stanch advocates of truth have stemmed the tide of opposition and held the word uncorrupted amid a deluge of heresies. Although the church has at times been weakened through manifold discouragements and the rebellious element they have had to meet, still the truth has shone brighter with every conflict. The energies of God's people have not been exhausted. The power of His grace has quickened, revived, and ennobled the steadfast and the true....

Until Christ shall appear in the clouds of heaven with power and great glory, men will become perverse in spirit and turn from the truth to fables. The church will yet see troublous times. She will prophesy in sackcloth. But although she must meet heresies and persecutions, although she must battle with the infidel and the apostate, yet by the help of God she is bruising the head of Satan. The Lord will have a people as true as steel, and with faith as firm as the granite rock. They are to be His witnesses in the world, His instrumentalities to do a special, a glorious work in the day of His preparation.

The gospel message does not win a single soul to Christ, or make its way to a single heart, without wounding the head of Satan. Whenever a captive is wrenched from his grasp, delivered from his oppression, the tyrant is defeated. The publishing houses, the presses, are instrumentalities in God's hand to send out to every tongue and nation the precious light of truth. This light is reaching even to heathen lands, and is constantly making inroads upon superstition and every conceivable error.—[Testimonies for the Church 4:593-595](#).

God Is Master of the Situation—There is to be, at this period, a series of events which will reveal that God is Master of the situation. The truth will be proclaimed in clear, unmistakable language. As a people, we must prepare the way of the Lord, under the overruling guidance of the Holy Spirit. The gospel is to be given in its purity. The stream of living water is to deepen and widen in its course. In all fields, nigh and afar off, men will be called from the plow and from the more common commercial business vocations that largely occupy the mind, and will be educated in connection with men of experience. As they learn to labor effectively, they will proclaim the truth with power. Through most wonderful workings of divine providence, mountains of difficulties will be removed, and cast into the sea. The message that means so much to the dwellers upon the earth, will be heard and understood. Men will know what is truth. Onward, and still onward the work will advance, until the whole earth shall have been warned. And then shall the end come.—[The Review and Herald, July 5, 1906](#).

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A Life-and-Death Message—The third angel's message is to be given with power. The power of the proclamation of the first and

second messages is to be intensified in the third. In the Revelation John says of the heavenly messenger who unites with the third angel: “I saw another angel come down from heaven, having great power; and the earth was lightened with his glory. And he cried mightily with a strong voice.” [Revelation 18:1, 2](#). We are in danger of giving the third angel’s message in so indefinite a manner that it does not impress the people....

Our warfare is aggressive. Tremendous issues are before us, yea, and right upon us. Let our prayers ascend to God that the four angels may still hold the four winds, that they may not blow to injure or destroy until the last warning has been given to the world. Then let us work in harmony with our prayers. Let nothing lessen the force of the truth for this time. The present truth is to be our burden. The third angel’s message must do its work of separating from the churches a people who will take their stand on the platform of eternal truth.

Our message is a life-and-death message, and we must let it appear as it is, the great power of God. We are to present it in all its telling force. Then the Lord will make it effectual. It is our privilege to expect large things, even the demonstration of the Spirit of God. This is the power that will convict and convert the soul.—[Testimonies for the Church 6:60, 61](#).

[388] **The Publishing Angel of Revelation 18**—The publications sent forth from our printing houses are to prepare a people to meet God. Throughout the world they are to do the same work that was done by John the Baptist for the Jewish nation. By startling messages of warning, God’s prophet awakened men from worldly dreaming. Through him God called backsliding Israel to repentance. By his presentation of truth he exposed popular delusions. In contrast with the false theories of his time, truth in his teaching stood forth as an eternal certainty. “Repent ye: for the kingdom of heaven is at hand,” was John’s message. [Matthew 3:2](#). This same message, through the publications from our printing houses, is to be given to the world today....

And in a large degree through our publishing houses is to be accomplished the work of that other angel who comes down from heaven with great power and who lightens the earth with his glory.—[Testimonies for the Church 7:139, 140](#).

Light Flashing to Every City and Town—The prophecies in the eighteenth of Revelation will soon be fulfilled. During the proclamation of the third angel’s message, “another angel” is to “come down from heaven, having great power,” and the earth is to be “lighted with his glory.” The Spirit of the Lord will so graciously bless consecrated human instrumentalities that men, women, and children will open their lips in praise and thanksgiving, filling the earth with the knowledge of God, and with His unsurpassed glory, as the waters cover the sea.

Those who have held the beginning of their confidence firm unto the end will be wide-awake during the time that the third angel’s message is proclaimed with great power. During the loud cry, the church, aided by the providential interpositions of her exalted Lord, will diffuse the knowledge of salvation so abundantly that light will be communicated to every city and town. The earth will be filled with the knowledge of salvation. So abundantly will the renewing Spirit of God have crowned with success the intensely active agencies, that the light of present truth will be seen flashing everywhere.—[The Review and Herald, October 13, 1904.](#) (See [Evangelism, 694.](#))

Third Angel’s Message Infallible—Ministers who have preached the truth with all zeal and earnestness may apostatize and join the ranks of our enemies, but does this turn the truth of God into a lie? “Nevertheless,” says the apostle, “the foundation of God standeth sure.” The faith and feelings of men may change; but the truth of God, never. The third angel’s message is sounding; it is infallible. [389]

No man can serve God without uniting against himself evil men and evil angels. Evil spirits will be put upon the track of every soul that seeks to join the ranks of Christ, for Satan wishes to recover the prey taken from his grasp. Evil men will give themselves over to believe strong delusions, that they may be damned. These men will put on the garments of sincerity and deceive, if possible, the very elect.

It is as certain that we have the truth as that God lives; and Satan, with all his arts and hellish power, cannot change the truth of God into a lie. While the great adversary will try his utmost to make of none effect the word of God, truth must go forth as a lamp that burneth.

The Lord has singled us out and made us subjects of His marvelous mercy. Shall we be charmed with the pratings of the apostate? Shall we choose to take our stand with Satan and his host? Shall we join with the transgressors of God's law? Rather let it be our prayer: "Lord, put enmity between me and the serpent." If we are not at enmity with his works of darkness, his powerful folds encircle us, and his sting is ready at any moment to be driven to our hearts. We should count him a deadly foe. We should oppose him in the name of Christ. Our work is still onward. We must battle for every inch of ground. Let all who name the name of Christ clothe themselves with the armor of righteousness.—[Testimonies for the Church 4:595, 596](#).

[390] **The Lord Has a Time Appointed**—The natural heart is not to bring its own tainted, corrupting principles into the work of God. There must be no concealing of the principles of our faith. The third angel's message is to be sounded by God's people. It is to swell off the work; but when is that time? When the truth proclaimed for these last days shall go forth as a witness to all nations, then shall the end come. If the power of Satan can come into the very temple of God and manipulate things as he pleases, the time of preparation will be prolonged.—[Letter 83, 1896](#).

Mighty Harvest From Literature—Servants of God, with their faces lighted up and shining with holy consecration, will hasten from place to place to proclaim the message from heaven. By thousands of voices, all over the earth, the warning will be given. Miracles will be wrought, the sick will be healed, and signs and wonders will follow the believers. Satan also works with lying wonders, even bringing down fire from heaven in the sight of men. [Revelation 13:13](#). Thus the inhabitants of the earth will be brought to take their stand.

The message will be carried not so much by argument as by the deep conviction of the Spirit of God. The arguments have been presented. The seed has been sown, and now it will spring up and bear fruit. The publications distributed by missionary workers have exerted their influence, yet many whose minds were impressed have been prevented from fully comprehending the truth or from yielding obedience. Now the rays of light penetrate everywhere, the truth

is seen in its clearness, and the honest children of God sever the bands which have held them. Family connections, church relations, are powerless to stay them now. Truth is more precious than all besides. Notwithstanding the agencies combined against the truth, a large number take their stand upon the Lord's side.—[The Great Controversy, 612.](#)

Chapter 39—A Witness Unto All Nations

You Know Not Which Shall Prosper—There has been a slothful neglect and a criminal unbelief among us as a people, which has kept us back from doing the work God has left us to do in letting our light shine forth to those of other nations. There is a fearfulness to venture out and to run risks in this great work, fearing that the expenditure of means would not bring returns. What if means are used and yet we cannot see that souls have been saved by it? What if there is a dead loss of a portion of our means? Better work and keep at work than to do nothing. You know not which shall prosper, this or that.

God will have men who will venture anything and everything to save souls. Those who will not move until they can see every step of the way clearly before them, will not be of advantage at this time to forward the truth of God. There must be workers now who will push ahead in the dark as well as in the light, and who will hold up bravely under discouragements and disappointed hopes, and yet work on with faith, with tears and patient hope, sowing beside all waters, trusting the Lord to bring the increase. God calls for men of nerve, of hope, faith, and endurance, to work to the point.—[Life Sketches of Ellen G. White, 213, 214.](#)

Experience With an Australian Citrus Grower—There was one man whom, with his whole family, we highly prized. He is a reading man, and has a large farm, on which grow the choicest of oranges and lemons, with other fruit. But he did not in the beginning fully take his position for the truth, and went back. They told me about this. In the night season the angel of the Lord seemed to stand by me, saying, “Go to Brother H, place your books before him, and this will save his soul.” I visited with him, taking with me a few of my large books. I talked with him just as though he were with us. I talked of his responsibilities. I said, “You have great responsibilities, my brother. Here are your neighbors all around you. You are accountable for every one of them. You have a knowledge

of the truth, and if you love the truth, and stand in your integrity, you will win souls for Christ.

He looked at me in a queer way, as much as to say, "I do not think you know that I have given up the truth, that I have allowed my girls to go to dances, and to the Sunday school, that we do not keep the Sabbath." But I did know it. However, I talked to him just as though he were with us. "Now," I said, "we are going to help you to begin to work for your neighbors. I want to make you a present of some books." He said, "We have a library, from which we draw books." I said, "I do not see any books here. Perhaps you feel delicate about drawing from the library. I have come to give you these books, so that your children can read them, and this will be a strength to you." I knelt down and prayed with him, and when we rose, the tears were rolling down his face, as he said, "I am glad that you came to see me. I thank you for the books."

The next time I visited him, he told me that he had read part of *Patriarchs and Prophets*. He said, "There is not one syllable I could change. Every paragraph speaks right to the soul."

I asked Brother H which of my large books he considered the most important. He said, "I lend them all to my neighbors, and the hotelkeeper thinks that *Great Controversy* is the best. But," he said, while his lips quivered, "I think that *Patriarchs and Prophets* is the best. It is that which pulled me out of the mire."

But suffice it to say, he took his position firmly for the truth. [393] His whole family united with him, and they have been the means of saving other families.—[Evangelism, 451, 452.](#)

Twenty-two Years After Seed Sowing—After the meeting closed [a service at the Michigan camp meeting], a sister took me heartily by the hand, expressing great joy at meeting Sister White again. She inquired if I remembered calling at a log house in the woods twenty-two years before. She gave us refreshments, and I left with them a little book, *Experience and Views*.

She stated that she had lent that little book to her neighbors, as new families had settled around her, until there was very little left of it; and she expressed a great desire to obtain another copy of the work. Her neighbors were deeply interested in it, and were desirous of seeing the writer. She said that when I called upon her I talked to her of Jesus and the beauties of heaven, and that the words

were spoken with such fervor that she was charmed, and had never forgotten them. Since that time the Lord had sent ministers to preach the truth to them, and now there was quite a company observing the Sabbath. The influence of that little book, now worn out with perusing, had extended from one to another, performing its silent work, until the soil was ready for the seeds of truth.

I well remember the long journey we took twenty-two years ago, in Michigan. We were on our way to hold a meeting in Vergennes. We were fifteen miles from our destination. Our driver had passed over the road repeatedly and was well acquainted with it, but was compelled to acknowledge that he had lost the way. We traveled forty miles that day, through the woods, over logs and fallen trees, where there was scarcely a trace of road....

[394] We could not understand why we should be left to this singular wandering in the wilderness. We were never more pleased than when we came in sight of a little clearing on which was a log cabin, where we found the sister I have mentioned. She kindly welcomed us to her home, and provided us with refreshments which were gratefully received. As we rested, I talked with the family and left them the little book. She gladly accepted it, and has preserved it until the present time.

For twenty-two years our wanderings on this journey have seemed indeed mysterious to us, but here we met quite a company who are now believers in the truth, and who date their first experience from the influence of that little book. The sister who so kindly administered to our wants is now, with many of her neighbors, rejoicing in the light of present truth.—[Evangelism](#), 448, 449.

Personal Witness With Literature—I have given my largest works to families out of the truth, and I hear the testimonies of some that it was these books, silently reflecting the light upon the Word of God, that converted them to the truth. I have given away to families no less than five hundred dollars' worth of books, and by this means the work is constantly going forward.—[Letter 48](#), 1899.

Literature Distribution on the Trains—There was a larger number of passengers on the car than when we came east last year, but during the whole trip nothing occurred to mar the harmony.

During the trip I gave away several of my books, and those to whom I gave them were very much pleased. I gave a copy of

Christ's Object Lessons to Mr. Phillips [conductor], and he seemed to appreciate the gift very highly.—[Letter 135, 1905](#).

Giving Away Large and Small Books—We gave away many of our large and small books to families [attending camp meeting] who were unable to buy them, asking them to read them and to lend them to their neighbors. In this way we set one family to work for neighboring families. They would come together and read the books aloud. As a result, conviction was brought to the hearts of some, and souls were converted.—[Letter 102, 1908](#).

An Experience in Samoa—A couple leave the boat at Samoa. The lady, Mrs. Goward, caught sight of *Desire of Ages* and she expressed her admiration of the book. I made her a present of it, and gave her the little book *Christian Education*. She said when she took it up she could not lay it down. She said she never saw things in print so enlightening and so beneficial. Her husband has been reading *Desire of Ages*. He says it is a wonderful book. Both seem very thankful for these books. Now they leave Samoa for another island.... [395]

Well, we mean to sow beside all waters. Some fruit may come of the seed sown. I prayed the Lord to open the way that I might find someone interested in the *Desire of Ages*, and then came this chance.—[Letter 190, 1900](#).

Publishing to Greatly Increase—The publications and periodicals that come from our presses have a definite and far-reaching work to do. These papers are not to repeat and discuss the errors that are all the time coming in to divert the mind from what is truth. Let the articles deal with the truths of the word of God, giving clear instruction regarding the saving truths for this time....

As the work advances, our publications in all languages should increase in circulation. Our presses are now at work in many lands, sending forth the truth in French, Danish, German, and many foreign languages. Let a spirit of harmony and unity prevail as the work is carried forward; we have no time for contention and strife. In every clime the truth is to go forth as a lamp that burneth. Let every reasoning mind have the privilege of hearing the truth for this time.—[Manuscript 61, 1909](#).

Chapter 40—An Unprecedented Harvest

A Harvest of Precious Souls—I have been shown that the publications already have been doing a work upon some minds in other countries, in breaking down the walls of prejudice and superstition. [Our earliest missionaries were sent abroad to indoctrinate and further instruct honest seekers for truth who first learned about the Sabbath, the second advent, et cetera, by reading Seventh-day Adventist tracts and books. Thus our literature work was in many places the opening wedge to prepare the way for the establishment of local churches and mission stations.] I was shown men and women studying with intense interest papers and a few pages of tracts upon present truth. They would read the evidences so wonderful and new to them, and would open their Bibles with a deep and new interest, as subjects of truth that had been dark to them were made plain, especially the light in regard to the Sabbath of the fourth commandment. As they searched the Scriptures to see if these things were so, a new light shone upon their understanding, for angels were hovering over them, and impressing their minds with the truths contained in the publications they had been reading.

I saw them holding papers or tracts in one hand, and the Bible in the other, while their cheeks were wet with tears; and bowing before God in earnest, humble prayer, to be guided into all truth—the very thing He was doing for them before they called upon Him. And when the truth was received in their hearts, and they saw the harmonious chain of truth, the Bible was to them a new book; they hugged it to their hearts with grateful joy, while their countenances were all aglow with happiness and holy joy.

These were not satisfied with merely enjoying the light themselves, and they began to work for others. Some made great sacrifices for the truth's sake and to help those of the brethren who were in darkness. The way is thus preparing to do a great work in the distribution of tracts and papers in other languages.—[Life Sketches of Ellen G. White, 214, 215.](#)

Literature Reaches Prejudiced Hearts—We have no time to lose. Important work is before us, and if we are slothful servants we shall certainly lose the heavenly reward. But few have broad and extensive views of what can be done in reaching the people by personal, interested efforts in a wise distribution of our publications. Many who will not be induced to listen to the truth presented by the living preacher will take up a tract or a paper and peruse it; many things they read meet their ideas exactly, and they become interested to read all it contains. Impressions are thus made upon their minds which they cannot readily forget. The seed of truth has in some cases been buried for years beneath the rubbish of the world, and the pleasing fables that deceived ones have enjoyed. After a time some earthly sorrow or affliction softens their hearts, and the seed springs up and bears fruit to the glory of God.

Again, many read these papers and tracts and their combativeness is aroused, and they throw the silent messengers from them in a passion. But ideas all new to them have, although unwelcome, made their impression, and as the silent messenger bears the abuse without retaliation there is nothing to feed the anger which has been excited. Again the hand takes up the neglected paper or tract, and the eye is tracing the truthful lines, and again in passion it is thrown from them as their path is crossed. But the mind is not at rest; the abused paper is at last perused, and thus point after point of truth commences its convicting work; step by step the reformation is wrought, self dies, and the warfare and antagonism to the truth is ended. The despised paper or tract is henceforth honored as the means of converting the stubborn heart and subduing the perverse will, bringing it in subjection to Christ. Had the living preacher spoken as pointedly, these persons would have turned from him, and would not have entertained the new and strange ideas brought before them. The papers and tracts can go where the living preacher cannot go, and where if he could go he would have no access to the people, because of their prejudice against the truth.

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I have been shown that but few have any correct idea of what the distribution of papers and tracts is doing. The missionary work, in circulating the publications upon present truth, is opening doors everywhere, and preparing minds to receive the truth, when the living preacher shall come among them. The success which attends

the efforts of ministers in the field is not due alone to their efforts, but in a great degree to the influence of the reading matter which has enlightened the minds of the people and removed prejudice. Thus many are made susceptible to the influence of the truth when it is presented before them.—[The Review and Herald, December 19, 1878](#). (See [Colporteur Ministry, 8, 9](#).)

Men of Influence to Accept Light—There needs to be a waking up among God’s people, that His work may be carried forward with power. We need the baptism of the Holy Spirit. We need to understand that God will add to the ranks of His people men of ability and influence, who are to act their part in warning the world. Not all in the world are lawless and sinful. God has many thousands who have not bowed the knee to Baal. There are God-fearing men in the fallen churches. If this were not so, we should not be given the message to bear, “Babylon the great is fallen, is fallen.... Come out of her, my people.”

The gospel is to be proclaimed in our cities. Men of learning and influence are to be hear the message. Not only white men but colored men of ability are to accept the faith. These are to work for their own people, and they are to be supported in doing the work the Lord desires to have done.

[399] Much more prayer, much more Christlikeness, much more conformity to God’s will, is to be brought into God’s work. Outward show, an extravagant outlay of means, will not accomplish the work to be done. Many are gasping for a breath of life from heaven. They will recognize the gospel when it is brought to them in the way that God designs it to be brought.—[Evangelism, 558, 559](#).

Precious Jewels in His Crown—Christ delights to take apparently hopeless material, those whom Satan has debased and through whom he has worked, and make them the subjects of His grace. He rejoices to deliver them from suffering and from the wrath that is to fall upon the disobedient. He makes His children His agents in the accomplishment of this work, and in its success, even in this life, they find a precious reward.

But what is this compared with the joy that will be theirs in the great day of final revealing? “Now we see through a glass, darkly; but then face to face;” now we know in part, but then we shall know even as also we are known. [1 Corinthians 13:12](#)....

Christ's redeemed ones are His jewels, His precious and peculiar treasure. "They shall be as the stones of a crown"—"the riches of the glory of His inheritance in the saints." [Zechariah 9:16](#); [Ephesians 1:18](#). In them "He shall see of the travail of his soul, and shall be satisfied." [Isaiah 53:11](#).—[Testimonies for the Church 6:308, 309](#).

Eyes on the Ultimate Harvest—In this life our work for God often seems to be almost fruitless. Our efforts to do good may be earnest and persevering, yet we may not be permitted to witness their results. To us the effort may seem to be lost. But the Saviour assures us that our work is noted in heaven, and that the recompense cannot fail. The apostle Paul, writing by the Holy Spirit, says: "Let us not be weary in well-doing: for in due season we shall reap, if we faint not." And in the words of the psalmist we read: "He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him." [Galatians 6:9](#); [Psalm 126:6](#).

And while the great final reward is given at Christ's coming, truehearted service for God brings a reward, even in this life. Obstacles, opposition, and bitter heartbreaking discouragements the worker will have to meet. He may not see the fruit of his toil. But in face of all this he finds in his labor a blessed recompense. All who surrender themselves to God in unselfish service for humanity are in cooperation with the Lord of glory. This thought sweetens all toil, it braces the will, it nerves the spirit for whatever may befall. Working with unselfish heart, ennobled by being partakers of Christ's sufferings, sharing His sympathies, they help to swell the tide of His joy, and bring honor and praise to His exalted name....

And while much of the fruit of their labor is not apparent in this life, God's workers have His sure promise of ultimate success. As the world's Redeemer, Christ was constantly confronted with apparent failure. He seemed to do little of the work which He longed to do in uplifting and saving. Satanic agencies were constantly working to obstruct His way. But He would not be discouraged. Ever before Him He saw the result of His mission. He knew that truth would finally triumph in the contest with evil, and to His disciples He said: "These things I have spoken unto you, that in me ye might have peace. In the world ye shall have tribulation: but be of good cheer; I have overcome the world." [John 16:33](#). The life of Christ's

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disciples is to be like His, a series of uninterrupted victories, not seen to be such here, but recognized as such in the great hereafter.—[Testimonies for the Church 6:305-307](#).

Seeing the Results of a Lifework—Moses renounced a prospective kingdom, Paul the advantages of wealth and honor among his people, for a life of burden bearing in God's service. To many the life of these men appears one of renunciation and sacrifice. Was it really so? Moses counted the reproach of Christ greater riches than the treasures in Egypt. He counted it so because it was so. Paul declared: "What things were gain to me, these have I counted loss for Christ. Yea, verily, and I count all things to be loss for the excellency of the knowledge of Christ Jesus my Lord: for whom I suffered the loss of all things, and do count them but refuse, that I may gain Christ." [Philippians 3:7, 8](#), R.V., margin. He was satisfied with his choice.

Moses was offered the palace of the Pharaohs and the monarch's throne; but the sinful pleasures that make men forget God were in those lordly courts, and he chose instead the "durable riches and righteousness." [Proverbs 8:18](#). Instead of linking himself with the greatness of Egypt, he chose to bind up his life with God's purpose. Instead of giving laws to Egypt, he by divine direction enacted laws for the world. He became God's instrument in giving to men those principles that are the safeguard alike of the home and of society, that are the cornerstone of the prosperity of nations—principles recognized today by the world's greatest men as the foundation of all that is best in human governments.

The greatness of Egypt is in the dust. Its power and civilization have passed away. But the work of Moses can never perish. The great principles of righteousness which he lived to establish are eternal....

Who can measure the results to the world of Paul's lifework? Of all those beneficent influences that alleviate suffering, that comfort sorrow, that restrain evil, that uplift life from the selfish and the sensual, and glorify it with the hope of immortality, how much is due to the labors of Paul and his fellow workers, as with the gospel of the Son of God they made their unnoticed journey from Asia to the shores of Europe?

What is it worth to any life to have been God's instrument in setting in motion such influences of blessing? What will it be worth in eternity to witness the results of such a lifework?—[Education, 68-70](#).

Truth Soon to Triumph—The end is near, stealing upon us stealthily, imperceptibly, like the noiseless approach of a thief in the night. May the Lord grant that we shall no longer sleep as do others, but that we shall watch and be sober. The truth is soon to triumph gloriously, and all who now choose to be laborers together with God will triumph with it. The time is short; the night soon cometh when no man can work.—[Testimonies for the Church 9:135](#).

Conversions as at Pentecost—The time is coming when there will be as many converted in a day as there were on the day of Pentecost, after the disciples had received the Holy Spirit.—[Evangelism, 692](#).

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From Obscurity to Strength—The work begun in feebleness and obscurity has continued to increase and strengthen. Publishing houses and missions in many lands attest its growth. In place of the edition of our first paper carried to the post office in a carpetbag, many hundreds of thousands of copies of our various periodicals are now sent out monthly from the offices of publication. The hand of God has been with His work to prosper and build it up.—[Life Sketches of Ellen G. White, 195](#).

The Church Triumphant—The work is soon to close. The members of the church militant who have proved faithful will become the church triumphant....

And still our General, who never makes a mistake, says to us, "Advance; enter new territory; lift the standard in every land. 'Arise, shine: for thy light is come, and the glory of the Lord is risen upon thee.'"

The time has come when through God's messengers the scroll is being unrolled to the world. The truth contained in the first, second, and third angels' messages must go to every nation, kindred, tongue, and people; it must lighten the darkness of every continent, and extend to the islands of the sea. There must be no delay in this work.

Our watchword is to be, Onward, ever onward! Angels of heaven will go before us to prepare the way. Our burden for the regions

beyond can never be laid down till the whole earth is lightened with the glory of the Lord.—[Evangelism, 707](#).

Gratitude of the Redeemed—All praise, honor, and glory will be given to God and to the Lamb for our redemption; but it will not detract from the glory of God to express gratitude to the instrumentality He has employed in the salvation of souls ready to perish.

[403] The redeemed will meet and recognize those whose attention they have directed to the uplifted Saviour. What blessed converse they have with these souls! “I was a sinner,” it will be said, “without God and without hope in the world, and you came to me, and drew my attention to the precious Saviour as my only hope. And I believed in Him. I repented of my sins, and was made to sit together with His saints in heavenly places in Christ Jesus.” Others will say: “I was a heathen in heathen lands. You left your friends and comfortable home, and came to teach me how to find Jesus and believe in Him as the only true God. I demolished my idols and worshiped God, and now I see Him face to face. I am saved, eternally saved, ever to behold Him whom I love. I then saw Him only with the eye of faith, but now I see Him as He is. I can now express my gratitude for His redeeming mercy to Him who loved me and washed me from my sins in His own blood.”

Others will express their gratitude to those who fed the hungry and clothed the naked. “When despair bound my soul in unbelief, the Lord sent you to me,” they say, “to speak words of hope and comfort. You brought me food for my physical necessities, and you opened to me the word of God, awakening me to my spiritual needs. You treated me as a brother. You sympathized with me in my sorrows and restored my bruised and wounded soul so that I could grasp the hand of Christ that was reached out to save me. In my ignorance you taught me patiently that I had a Father in heaven who cared for me. You read to me the precious promises of God’s word. You inspired in me faith that He would save me. My heart was softened, subdued, broken, as I contemplated the sacrifice which Christ had made for me. I became hungry for the bread of life, and the truth was precious to my soul. I am here, saved, eternally saved, ever to live in His presence, and to praise Him who gave His life for me.”

What rejoicing there will be as these redeemed ones meet and greet those who have had a burden in their behalf! And those who have lived, not to please themselves, but to be a blessing to the unfortunate who have so few blessings—how their hearts will thrill with satisfaction! They will realize the promise: “Thou shalt be blessed; for they cannot recompense thee: for thou shalt be recompensed at the resurrection of the just.”

“Thou shalt delight thyself in the Lord; and I will cause thee to ride upon the high places of the earth, and feed thee with the heritage of Jacob thy father: for the mouth of the Lord hath spoken it.” [Isaiah 58:14](#).—[Testimonies for the Church 6:311, 312](#).

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