

The Literature EVANGELIST

October-December 2006

*New
Quinquennium
New Challenge
New
Commitment*

Keeping the Vision Alive

*“We are fast approaching the end.
The printing and circulation
of the books and papers that contain the truth for this
time are to be our work.”* —Testimonies, vol. 8, p. 89 (1901)

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Also available in French, Portuguese,
and Spanish

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One Small Book Produced **BIG RESULTS**



“Behold, a sower went out to sow. And as he sowed, some seed fell by the wayside. . . . But others fell on good ground and yielded a crop: some a hundredfold, some sixty, some thirty. He who has ears to hear, let him hear!” (Matt. 13:3-9, NKJV).

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. . . .

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. (Quoted from “Incidents of the Michigan Camp Meeting,” *Signs of the Times*, Oct. 19, 1876.)

What is your relationship with money? According to specialists in financial management, there are four stages in an individual's relationship with money. Here they are: 1. earn, 2. save, 3. invest, 4. enjoy. Let's consider them in order.

1. Earn: Since the beginning of the publishing work in the Seventh-day Adventist Church, the pioneers concerned themselves with offering literature evangelists a fair percentage of discount/commissions on books so that a dignified life would be possible for them. Inspired guidance states: "Matters should be so arranged that canvassers shall have enough to live on without overdrawn" (Ellen White, *Colporteur Ministry*, p. 92).

The church defines the work of the LE as a self-sustaining evangelistic work. Logically then, LEs must withdraw from their sales enough resources for their survival.

In literature evangelism, earning is the result of effort, intelligence, planning, the use of successful methods, and the personal development of the LE. The more that LEs apply themselves to this process, the more they will sell. And the more that is sold, the greater the earnings.

Even though the sales results may be very satisfactory, however, there are LEs who are not able to

attain personal financial balance. Conversely, there are LEs who are not great sales champions, but they have notable ability in managing their financial resources. What happens? What is their secret?

The answer could lie within the second stage of our relationship with money, which is saving.

2. Save: For many people, saving is not an easy task. Appeals of the popular media in our consumer society exert nearly irresistible pressure. To sell more, business facilitates credit and encourages people to spend more as a result of promotions such as "Enjoy now and pay later!"

This philosophy of paying later was established in the Garden of Eden when the tempter said to Eve, "Eat now; leave the consequences for later!" In the divine plan, however, effort and work always come before pleasure. When Adam and Eve left Paradise, the Lord said, "By the sweat of your brow you will eat your food" (Gen. 3:19, NIV), thus demonstrating the order of cause and effect within the moral philosophy of "Work first and then get results." Therefore, when we invert this order, we find ourselves in serious difficulties. We centralize our life only upon immediate satisfaction. As a con-



The Literature Evangelist and MONEY

sequence work becomes a type of slavery and sacrifice that does not seem to offer pleasure. It is like a “punishment” to compensate for the pleasure enjoyed beforehand.

The philosophy of enjoying now and paying later is the greatest enemy of saving, and without saving, financial stability remains beyond reach.

Saving requires discipline applied within the following attitudes:

- Living within the limits of one’s income.
- Saving at least 10 percent of one’s income.
- Building up a personal stock of books that sell.

LEs who build up a personal stock choose a simple but effective system. It is in fact a very efficient system for success in savings. A stock of inventory is an investment. It may be accumulated little by little; it does not devalue; and it is quite safe, because thieves are not very likely to steal books.

Stock impels and motivates LEs to visit more, and that favorable consequence results in a higher volume of sales. Stock helps make LEs independent so that they do not need to experience the uncomfortable situation of ordering books on credit.

3. Invest: Investing is an art that everyone should learn. In the Bible the principle of investment is widely taught. In the parable of the talents there is a clear example of the importance of investing well. Pay attention to the following suggestions about investment:

Put God first. This is the secret of success in any type of investment. Therefore, investing in the kingdom of God should be a priority. Those who desire a shower of blessings coming from the windows of heaven prove their faithfulness to God in

tithes and voluntary offerings.

Invest in owning your home. If there is a material asset that every LE family should have as an ambition, it is owning their own home. In some countries it may be a great challenge to be able to free oneself from paying rent and to become a home owner. However, many LEs accomplish this dream in stages. With discipline and sacrifice they may first acquire a piece of land, and then gradually they build a home.

Ellen White affirms that establishing the goal of owning one’s home is a powerful motivating factor. “The sense of being owners of their own homes would inspire them with a strong desire for improvement. They would soon acquire skill in planning and devising for themselves; their children would be educated to habits of industry and economy, and the intellect would be greatly strengthened” (*The Adventist Home*, p. 373).

Continue your education. The third suggestion of investment is education or continuous learning. Knowledge is the most valuable endowment that someone can build. Formal education may not always be possible, but personal development through constant learning and reading is an investment within the reach of everyone.

Many give up on continuing their education, but learning is an activity in which there will never be a graduation ceremony. Time goes by, and new, improved perspectives of knowledge come upon the scene and replace outdated information and methods. We must keep up in order to be successful.

Begin today the search for continuous learning. Read more—invest in yourself!

4. Enjoy: The last stage of our relationship with money

should be *enjoyment*. That’s right! Without guilt, take advantage of the benefits of financial stability. God, in His goodness, wants His children to have enough to live in a dignified and comfortable manner. Plan vacation time; buy that car you dream about so that you can travel with the family; spend happy moments with your loved ones on a beach; celebrate birthdays at a good restaurant.

How many good things can you do if you plan? It seems that we all were born programmed for enjoyment. We do not need to take a special course to learn how to take advantage of the good things in life. We do need, however, to recognize the correct order of things.



First, it is necessary to earn; second, to save; third, to invest; and finally, to enjoy. Inverting this order is what the whole world is preaching. But do not be deceived. Those who bend to the current consumer influence become hostages of debt, worry, and frustration.

This is *not* what God wants for LEs. He wants you to be free, happy, and financially secure.



Almir Marroni,
Director
Publishing
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A Master Pilot Meets *the* Master Pilot



in the southern part of the island of Mindanao. Nena was pleased to make contact that day with a businessman who turned out to be the president of a large tobacco firm. She gave her canvass for the Alpha and Omega set (which is also known as the Conflict of the Ages Series) in her very best form.

This obviously well-to-do gentleman, Nena sensed, could easily afford the complete series all at once if only he wanted to own the books. Nena's canvass was enthusiastic, and her prayers were answered when he nodded approvingly and agreed to purchase the entire series from her. Her vibrant presentation had turned the key to his interest. Nena went her way hoping and praying that this gentleman would read the truth and find the Lord in those books.

The arrangements were made, payment was taken, and the books were delivered. A few weeks went by, and the new, attractive set of books was still sitting neatly on a shelf in the personal library of the tobacco dealer when he suddenly died! Those still-wrapped, unopened,



Chillet Tumala is a Philippine Airlines pilot and a part-time literature evangelist.

One of the great wonders of literature evangelism is its often surprising and far-reaching effects upon those whose lives are touched by it. Literature evangelists themselves do not know what events will unfold as a result of their selling a book. Even if the person who buys the book is never affected by its content, or does not even read it, one must never count the printed page out. The work of the book may have just begun.

A few years ago Nena Valencia, of the Philippine Islands, was faithfully carrying out her work as an LE. On this particular day she was working in Davao City, which is located

unread books just sat there on the shelf.

The family gathered from near and far to attend Mr. Tumala's funeral. His many children came to mourn his passing. One might think his purchase of the books was for naught, but no, God had a plan. Just as God places life and power in the seed that grows the corn, the seed that grows the mighty oak tree, and the seed that provides the luscious mangoes of the islands, His power is also wrapped up in the seed of His Word—seed that is abundantly found in the

Conflict of the Ages Series.

The purchase that Mr. Tumala made for himself was really not for him at all, although he may have thought so at the time. Rather, it was one of his sons, Chillet Tumala, who started browsing through his father's library before departing after the funeral. His eyes fell



upon the new books. He opened one of them and found himself immediately drawn to the simple beauty of what he read. He decided to take that book home with him and see what it was all about.

At home he read with an ever-deepening interest. Nothing he had read before compared with the drawing power of these inspired words. He sent a message to his mother: "Mom, please send me all the other books in that set so I can read them. They are very inter-

esting."

Over the course of a year Chillet kept reading—sometimes rereading—the various chapters in the books. He came to the realization that there was something very important about that subject of the Sabbath.

He had been born into a Catholic home and reared accordingly, but after studying, he had started attending a Baptist church. Now the Holy Spirit was impressing him with the Sabbath truth, and one day he decided to visit a Seventh-day Adventist church. He found a small congregation that was indeed worshipping on the Sabbath day. It was not an impressive church building, but the people were so friendly and happy. The sermon was Christ-centered and completely Bible-based. He was cordially invited to stay for their fellowship lunch, which he accepted.

The next Sabbath came, and he found himself drawn to the idea of going back. He did, and there he met a friendly lady who inquired about him, asking where he was from and how he happened to be visiting their church. He proceeded to tell all about where he was from, and related his story about those books that he had gotten from the home of his late father.

The little lady listened with widening eyes and then inquired eagerly, "What was your father's name?" When he told her his father's name, she smiled through her tears and announced with complete certainty, "I was the literature evangelist who sold that set of books to your father!"

What a surprise. What joy! And what a great providence! The seed had sprung up in a most unexpected manner. Bible studies were arranged with the pastor, and two months later Brother Chillet Tumala was buried in baptism, signaling his new walk with Christ Jesus.

A year later his wife and son were baptized also.

Brother Tumala is by profession a commercial pilot for Philippine Airlines, but his love for the Lord and his desire to serve has led him to take the training and become a part-time LE.

Now he gladly shares his faith and his literature with fellow airline employees at Manila's international airport and various domestic airports as well. He also calls on the public.

This is a case in which a master pilot of the skies met the Master Pilot of his soul. They met through the reading of *Patriarchs and Prophets*, *Prophets and Kings*, *The Desire of Ages*, *The Acts of the Apostles*, and *The Great Controversy*. Happenstance? Not at all. The Master Pilot is the master planner. He knows the heart, and He knows the needed circumstances. Praise His name!



Vivencio R. Bermudez,
Director
Publishing Ministries Department
Southern Asia-Pacific Division

The Role of the Literature Ministry in

Global

By Mike Ryan

I would say that the literature ministry is as important to Global Mission as any other aspect of the work. Global Mission is basically an initiative that is sponsored by the General Conference to establish Adventism in unentered areas around the world—and to utilize the resources of congregations that are already worshipping each Sabbath. This is Global Mission.

To achieve its purpose, we need a number of resources. Of the 11,000 congregations established over the past six years that Global Mission has had some part in, I can tell you that in the vast majority, the literature ministry definitely played a part.

Ellen White was so relevant when she said that our truth-filled literature needs to be scattered abroad like “leaves of autumn.” Literature, when it comes into the hands of people, has an enduring value. It can be read again and again and again. It is not like a television program or radio signal that is here now and then gone. When people buy this literature, it becomes the spiritual tools of their homes.

We live today in a world in which people are looking for answers, and as our literature workers arrive at their doors, they bring books containing the right answers. They are effective even in Muslim, Buddhist, and Hindu areas, because the issues our books bring before them are issues that are important to them.

More than 600 Global Mission pioneers have been sent out to India alone. A Global Mission pioneer is someone who makes a commitment to serve the church for at least a year. There is also a commitment to plant a church or to strengthen a very weak little church that needs to have its membership increase. The pioneers make these two commitments.

As mentioned, in India alone there are more than 600 Global Mission pioneers who have been sent out—every one of them a colporteur. Part of the money they live on is made by selling books in the community. That is how they get started. It is their entering wedge. There are so many fascinating stories. Let me share just one here.

Two young men who had enlisted as Global Mission pioneers were assigned to a target area in northern India where we have never had a Seventh-day Adventist congregation. Attempts to establish the work there had been undertaken two times in the past—once with a minister and once with a med-

ical team—with the result that they had been forced to leave town.

So they sent these two young men in. They possessed no degrees or other credentials to commend themselves. Seemingly, they were ill-prepared for the job, as they had no special skills. But when they arrived at the target area, they had some books with them that they were going to sell. They rented a little room and went out to work. When they returned to their room, they found that all their belongings had been removed and placed out on the sidewalk.

The owner of the home said: “I went looking in your stuff and found that you are Christians. Christians aren’t welcome in my house, nor are they welcome in this city. Get out!” So that night they had to go find another room.

The next day they were kicked out of that room. Disappointed but not discouraged, those two young men finally moved out to the edge of the city and literally lived in a culvert for the next three months. Day by day they struggled to make some kind of start in this city.

About two and a half months passed, and they had not sold even one book. Nor had they been able to make even one friendly contact. They had been arrested by the police; they had been beaten; they had been told to leave the town. But they were still there. Then one of

Mission

the young men went to a store in the city one day. He approached the owner and presented our health books.

The owner said, “This is Christian material. Get out of the store! Get out of the city!”

As the pioneer turned to leave, another man in the store said, “I’d like to see that material.” So he showed the man the book. The man looked through it carefully, then agreed to buy the book. It was the first book they had sold there.

Shortly thereafter, that same pioneer was arrested by the police again while walking down the street. They beat him with their sticks and said, “We told you to get out of this city. We don’t want you here. You’re bringing Christianity!”

They took him down to the police station to book him and to place him in prison. As he was standing there, a strong voice suddenly said, “What are you doing with that young man?”

Everybody in the entire police station turned around and looked, because they all recognized the voice of this man who had asked the question. As the young pioneer turned around, he too recognized the man, for it was the same man he had sold his first book to back in the store. This man was the chief magistrate of the city!

As he turned to address all



© R&H Files/Harry Anderson

present, he declared, “I have bought his literature. I have read it. And I don’t want you ever to bother him and his work again. Let all the police know that he and his partner are free to go about their work.”

When I visited that village and saw these two young men, I found that they had established a church of 54 baptized members. They were so excited about what the Spirit of God was doing through them. Day by day they continue to sell literature and scatter the seeds of His message. As interests develop, they hold Bible studies.

A word of encouragement to literature evangelists? I certainly endorse them. We have been told through the inspiration of the Holy Spirit that the literature ministry will be one of the last ministries to disappear from our church at the end of time. This indicates that it’s going to continue functioning right to the end. There is a reason for that. The literature ministry is one of the few opportunities we in the church

have for full-message presentation, and it is so exciting to be part of that.

I’m not downplaying the importance of other outreach programs, except to point out that they are usually targeted more narrowly to a certain element of ministry. It is vital that we educate our youth and essential that we implement programs to feed the poor and follow through with other missions of the church. But it is the literature evangelist who is involved in delivering a full message to the people.

I encourage our literature evangelists to sense that they are a part of a last-day church with a last-day message, and that they are providing the public with that message in a great way.

Be of good courage, literature evangelists! You have a full and lasting message to bear—and you are vital to Global Mission.

Note: This article was originally published in the devotional book Miracles of Grace, compiled by Abraham J. Oberholster.



Mike Ryan,
Vice President
General Conference



Literature evangelist Lalitha B.

A Literature Evangelist Wins Souls at Hyderabad

tion. She always has Voice of Prophecy enrollment cards ready for those wishing to learn the Scriptures.

Lalitha's original home was the small village of Vanakuru, where the Adventist Church greatly influenced her childhood. She relocated to Hyderabad some years ago with her husband.

Upon arrival she searched and inquired until she found the Seventh-day Adventist church, where she discovered that it was possible for women to work as LEs.

She convinced her husband (by her fasting, prayers, and tears) that it would be all right for her to work as an LE. She took the responsibility as a personal challenge, and as she became acquainted with more and more people, her dedication and determination increased.

Lalitha spends long hours working the homes, and has found many opportunities to pray with the people, sing with them, and present Bible studies. She regularly invites people to church and often has someone with her when she attends Sabbath school. She is always happy and eager to be helpful to persons in need. She works as unto the Lord, and she has led 130 souls to the foot of the cross.

When asked how literature evangelism has changed her life, she explains that she was once a very shy and timid person, but literature evangelism has changed her life completely. She makes herself busy throughout the entire week, and especially on weekends. While attending church on Sabbaths, she brings her Bible study group along with her.

The local Hyderabad metro section president involves her in assisting in the evangelistic crusades. I have personally witnessed her bringing scores of people to the outreach meetings and helping to prepare them for baptism.

The reason for her abundant zeal, enthusiasm, and dedication, she says, is the literature ministry. May such be the experience of all LEs! When asked what would be her message to LEs around the world, she simply states, "Let us sell first to save—and then to survive."

May the Lord continue to bless her endeavors and her family. We shall look forward to seeing many Lalithas in heaven with the souls won through their ministry.



Robert T. Robinson,
Director
Publishing Ministries
Department
East-Central
India Union

Hyderabad is a historical city, the capital of Andhra Pradesh, India, where the East-Central India Union headquarters are located. It is the largest union of the Southern Asia Division by membership, and its territory consists of the Andhra Pradesh and Orissa states, with a membership of 700,000.

The people here speak Telugu and Oriya. Selling religious literature books in this great Hindu country is a special challenge. Our LEs canvass for health literature, which Ellen White refers to as the "entering wedge" for the gospel.

One of our literature evangelists is Lalitha B. A middle-aged woman, she visits homes to obtain subscription orders for our health magazines and our religious magazine called *Our Times*. She goes out to work with a full bag of literature. She carries many tracts and pieces of small literature for free distribu-

Mother and Son Literature Evangelists:

Youngest LE in Division Sells to City Mayor



Mrs. Milika Isaiah, a champion literature evangelist in Malawi, Africa. **Daniel Isaiah**, youngest student LE in the Southern Africa-Indian Ocean Division.

By Super Moesi

Milika Isaiah married a literature evangelist, and five years later, in 1985, she resolved to become a canvasser herself. During her 21 years of service, she has not only risen to the top among our sales producers, but in rearing two sons and a daughter, she has set a beautiful example of service before them.

Sister Isaiah is thoroughly dedicated to her work. Her vision is exemplary. When personal achievement goals are suggested by the organization, she simply doubles them. Then she sets up ways to systematically reach those goals. She is an early riser, and she takes care of family chores first in order to strike a balance between home duties and work requirements.

Although her formal education consists of but a few grades of primary school, and although she is not fluent in English to the point of making her spoken

presentations in that language, she is very successful in selling books produced in the English language.

Despite her level of formal education, she plans her work like a real professional. She has every day's activities well planned in advance. Her presentations are intelligently expressed and enthusiastically given. She sells gospel literature to people from all walks of life.

Mrs. Isaiah has maintained her position as champion LE for three consecutive years now. She has never engaged in any other form of employment outside of the home since she took up this ministry. Through carefulness and diligent planning, she now owns her own vehicle—a rare achievement for many gospel workers. She attributes her success to personal prayer and periodic fasting.

Sister Isaiah describes canvassing a man who obviously had some interest but was reluctant to buy. She continued speaking with him from her heart while also praying to God from her heart, a dual process she continually uses in her work.

The Spirit of God moved upon the man's heart, and he bought two books: *Daniel Reveals the Future* and *Revelation of Things to Come*. He read and studied. To her joy, he accepted the message, and she witnessed his baptism. He died not long thereafter, and she is so thankful that she reached him before his eternal destiny was sealed.

She firmly believes that prayer changes things.

She also tells of visiting a woman who harshly told her, "Booksellers are thieves!" and ordered her to leave. She departed with a heavy heart but left her card of contact information. She went home and knelt before the Lord in prayer and supplication for this woman. She entered into a fast and continued praying for her.

A day passed, and then the telephone rang. It was that very woman calling to apologize for her rude behavior, and requesting that Milika return so that she could purchase some books.

Not only is Milika Isaiah a shining model of a successful LE, but her disposition for serving the Lord has influenced her 10-year-old son, Daniel, to join the literature ministry.

"It's my mom's example," he explains when asked why he sells books now. He has seen his mother canvass many times, and today he is the youngest student LE in the division (SID). In fact, Daniel approached the mayor of Blantyre City in Malawi, and as a result, delivered books to him.



Super Moesi,
Director
Publishing
Ministries
Department
Southern Africa-
Indian Ocean
Division

500 Years of Service . . . And Counting!

In this issue of *The Literature Evangelist* we extend respect and honor to 10 of Japan's long-term senior literature evangelists. Their combined years of service extend beyond 500 years, each having served more than 50 years! All of these workers heard their own personal call to God's service, and when they surrendered their lives to the work of the Lord in literature ministry, they stayed by their calling. Remarkably, they are still circulating literature today! To them we extend Japan's own triple salute by saying, "Banzai! Banzai! and Banzai!" Just think of the souls who will be in the kingdom of heaven as a result of their combined ministry. On behalf of the world church, we thank them! We wish God's continued blessings upon them. They are:

KAZUO HIGASHIDE (78 years of age and 55 years of literature ministry)



I devoted my life to the literature ministry in 1951. Since I was handicapped by a paralysis of the right leg, I was not fully confident that I would be able to do the work. But God is good, and He blessed

me physically, spiritually, and economically well beyond my expectations over these past 55 years in the canvassing work. I am especially grateful that my mother, two sisters, and three of her children have been baptized. I believe in the promise of Acts 16:31: "Believe in the Lord Jesus, and you will be saved—you and your household" (NIV). This Bible verse has become a reality for my family!

MASARU KON (76 years of age and 51 years of literature ministry)



I dedicated myself to the literature ministry in 1955. God spoke to me through 1 John 5:12: "He that hath the Son hath life; and he that hath not the Son of God hath not life" (KJV). Jesus blessed me in the literature work even when I was a very inexperienced person. He gave me His strength to overcome the fear of meeting people. He granted me the power, the wisdom, and the skill to serve Him and to train others. I give God all the glory for His goodness.

SATOSHI TAKAYA (76 years of age and 56 years of literature ministry)

In that very confusing period of time just after the close of World War II, I had opportunity to read a paper called *Signs of the Times*. What I read reached my heart. I was just a young student at the time, but I felt I should reach out to share the good news with others. I began my literature ministry by



selling *Signs of the Times* from door to door. I carried them in a bag and sold them after school

hours. God blessed, and I sold a lot of them. I took the motto "Scatter them like the leaves of autumn," and it encouraged me to serve the Lord as a literature evangelist.

TOMOZO KOBAYASHI (82 years of age and 53 years of literature ministry)



It was 1952 when a literature evangelist visited me and introduced me to some good books such as the

Bible and various titles by Ellen G. White. I read these volumes carefully and studied them seriously. As I think of it now, I was actually evangelizing myself with that reading. I became a baptized member of the SDA Church in 1952, and in 1953 I enrolled as a literature evangelist—a ministry that continues even until this present time. For me, literature evangelism has been a double blessing. It has enabled me to help many people, and it has in turn added years to my life.

KIFUKU NAKAMA (82 years of age and 51 years of literature ministry)

I found the Light of Truth in Okinawa during the chaotic days following World War II. It came as comfort to my soul. I



was suffering from a bad case of tuberculosis, but by God's grace I was healed and began doing missionary work

throughout the 27 islands of the Ryukyu chain. I have seen miracle healing and evil spirits cast out by God's power. I thank God that He used me in the literature ministry and enabled me to train others in this great work.

MICHIYA YUDA

(84 years of age and 56 years of literature ministry)



In my earlier days I became an agent for Jiji Press Company. Then I found the Adventist message

and was baptized in 1949. Right after joining the church, I wanted to serve God, so I signed up to become a literature evangelist. I am so thankful for this work and that I could be a part of it. Even now I continue to do literature work, and I hope to continue right up until Jesus returns. I thank the Lord for His goodness in allowing me to serve.

MASAJI ICHIKAWA

(83 years of age and 51 years of literature ministry)

I enjoyed handling our missionary journal, the *Signs of the Times* magazine, and as a literature evangelist, I sold many subscriptions for it throughout the Chiba and Ibaragi prefectures. The magazine kept coming to



those people for many years because of my work as a literature evangelist. I felt the

guiding hand of God in my work many times. Although we cannot see Him visibly, His guidance is always there as we go from place to place encountering the people. Our work is people-to-people and God-to-people in nature.

SHIRO WATANABE

(75 years of age and 53 years of literature ministry)



I devoted my life to the canvassing work in 1952. It was just after I was baptized and joined the

Adventist Church. My mission continued for 53 years, and I still remember those wonderful feelings of achievement after a good day's work in the field.

TERUKAZU KAWABE

(74 years of age and 50 years of literature ministry)



A pastor said this to me about the work of a literature evangelist: "It is not a work with a fixed salary, but God chooses to

reward His canvassers by direct payment." I liked what he said,

and I immediately signed up to canvass. Sometimes I found the day's work to be a struggle, but God was there. One lady encouraged me with her words: "When you do your best for God, He will never let you go begging." I found that to be true, and He always guided me and never failed to keep His end of the agreement. I am thankful that I serve a God who is faithful and always walks with me.

TAMAKO MATOI

(85 years of age and 55 years of literature ministry)



When I was led to the Sabbath message, I transferred to the Seventh-day Adventist faith from

a Sunday church. That was in 1952. Pastor Kuniya baptized me. After my baptism the pastor smiled and said to me, "Go now, and spread the gospel message." I took his bidding seriously, and I chose to do so by becoming a literature evangelist. I devoted my life and energies to this work, and even to this day I continue to serve in literature evangelism. My motto continues to be the words found in 1 Timothy 6:12: "Fight the good fight of faith, lay hold on eternal life, whereunto thou art also called, and hast professed a good profession before many witnesses" (KJV).

An Unusual but Blessed Birthday Present



For 45 years faithful Maria thought she was the only person keeping the biblical Sabbath.

By Wilmar Hirle

Early in August 2004 we were holding a literature evangelism training rally in the Russian city of Gornaya Shoria, Altai. In this city there lives a 79-year-old woman named Maria. For many years she attended one of the Protestant churches.

Forty-five years ago, while reading the Bible, she had a revelation about the Sabbath. She decided to share it with her church members. But in church she was asked not to trouble the congregation with such controversial subjects.

Since she could not keep silent, she was asked to leave her home church. For the next 45 years Maria kept the Sabbath, and she thought she

was the only human on this earth who did that.

On her recent birthday she made an unusual request to God in prayer. "God, please give me a most special birthday present."

She made this strange request on the very day when we had our usual practice time in selling after lunch at the LE school. We were out visiting all the homes and offering books for sale. When our LEs came to Maria's house, she thought it was a good opportunity for her to tell them about the Sabbath. To

her great amazement, they told her that they were Sabbath-keepers as well! Oh, how happy she was!

She bought several books and kept on repeating, "You are my birthday present! I asked God for you this morning!" The next day Pastor Urii Unak and I visited this woman. She was thrilled to find out that there are millions of people out there that keep the Sabbath holy. Sometimes God has people already prepared for the LE's visit.



Wilmar Hirle,
Associate
Director
*Publishing
Ministries
Department
General
Conference*

A Book Converted a Family

By Roma Paley

Because one elderly woman, Gladys Brailsford, responded to God's call to the colporteur ministry, my late husband and I became Christians. If this had not happened, life would have been very different for us. Several years earlier she had sold *Uncle Arthur's Bedtime Stories* to me and *Your Bible and You* to a woman in my area whom I did not know. Later we both moved and became neighbors.

As a result of a crisis, I began to think about God, and asked my neighbor if she had a Bible. She did not, but lent me the book *Your Bible and You*. After reading it, I contacted the colporteur who had sold the book to my neighbor seven years previously. I bought more books, which led to Bible studies. A year later, in 1976, my husband and I were baptized; God had directed every step of the way.

Here are some prayer requests:

1. Pray that God will encourage and bless the colporteurs as they go door-to-door, and also those upon whom they call.

2. Pray that the hearts of the general public will be softened to receive the literature, and that the people will come to know God and His love for them.

Roma Paley

Trans-European Division

Interview With a Church Pastor



Recently I took the opportunity to visit Pastor Nikolay Patsukevich, who is the head pastor for the Mogilev region of Belarus. He is also the Family Ministries and Ministerial Association director for the Belarus Conference. Knowing that Pastor Patsukevich has a distinct vision of what can be accomplished in the local church through literature ministry, I asked him the following questions.

Gunko: What induced you to take a special interest in the literature ministry?

Patsukevich: *The most important element is my great desire to help everyone know of the gospel of Jesus Christ. The literature ministry can involve the maximum number of church members on the individual basis. And what is more, it is a work that allows unlimited contact with those who have not been introduced to the truth.*

Gunko: How do the literature evangelists help in pastoral ministry?

Patsukevich: *They help in many ways. The gospel can be brought to many people through this personal ministry. Our books help people to become informed about God's Word. They teach many things. Because of LEs, many people learn how to have a healthy lifestyle, how to keep their family life wholesome and strong, and what principles to build upon for healthy relations in the family and in society. Our books teach people*

how to educate their children during home life. They make the families happier. We pastors should be good examples in showing how to follow the Bible.

Gunko: What can you say about a pastor's influence on the LEs' activity?

Patsukevich: *In our congregation we have eight LEs who are bringing the gospel of salvation to this dying world. It's very important that the pastor be a helpful example in this matter. Many pastors are drawing close to their LEs to support and encourage them. LEs work on the front line in the battle for the Lord. They are often abused by sinful, unkind persons who say harsh things to them. After such incidents LEs do need encouragement. A sensitive pastor can support them by listening to their problems, praying with them, and inspiring them to further ministry.*

Gunko: How do LEs help to fulfill the mission of your congregation?

Patsukevich: *LEs inspire our church members to be united in doing missionary work. Even the different age groups become united. This is vital. Together we have distributed invitations for the Amazing Bible Mysteries program, booklets for the Bible correspondence course, and Hidden Treasury, the missionary newspaper. I can say with all confidence that this unity that our LEs help promote is an important contributing factor for the success in our church, and the benefits are huge. I praise God for this ministry!*

We express our thanks to Elder Patsukevich for sharing his thoughts that give a pastor's view of the importance of this ministry. Indeed, Ellen G. White wrote: "The work of cooperating with the gospel minister in carrying the present truth to all nations, tongues, and peoples, is indeed a most essential one" (*Colporteur Ministry*, p. 101).



Nikolay Gunko, Director
Publishing Ministries Department
Belarus Conference

**ANNUAL LITERATURE EVANGELIST SUMMARY REPORT
GENERAL CONFERENCE PUBLISHING DEPARTMENT
As of March 2006**

Reporting Organization	No. of PD LDRS	No. of Literature Evangelists				Total Sales in US \$	No. of Books & Magazines Sold	Free Literat. Given	Prayers Offered	No. of Homes Visited	Interests Contacted for Bible Studies	LE Contacts Baptized
		FT	PT	Total FT & PT	STU*							
East-Central Africa	130	2,066	902	2,968	252	\$530,983.50	61,877	74,651	112,432	NR	45,214	2,612
Euro-Africa	28	231	259	490	105	\$3,514,522.00	734,696	65,250	5,286	30	22,620	10
Euro-Asia	111	382	1,693	2,075	341	\$449,595.00	322,584	1,090,139	4,793	NR	1,277	46
Inter-American	215	1,869	1,464	3,333	1,580	\$3,892,046.11	498,576	69,030	32,152	179	14,482	1,236
North American	94	131	400	531	851	\$661,973.00	9,006	18,750	1,893	789	507	13
Northern Asia-Pacific	18	242	219	461	63	\$1,491,680.00	111,643	409,582	8,435	225	857	101
South American	204	2,069	460	2,529	8,765	\$16,721,758.65	1,486,662	132,419	105,260	NR	6,716	491
South Pacific	35	285	NR	285	NR	\$511,842.00	NR	19,088	7,052	NR	401	117
Southern Africa-Indian	49	1,270	408	1,678	94	\$1,086,409.77	37,192	24,095	39,641	NR	8,072	473
Southern Asia	20	267	53	320	176	\$24,007.00	1,620	5,088	3,100	NR	117	51
Southern Asia-Pacific	310	3,225	1,105	4,330	1,789	\$995,058.23	160,988	330,875	304,644	318,870	113,297	2,529
Trans-European	9	55	35	90	41	\$29,592.00	10,714	12,076	937	581	669	NR
West-Central Africa	27	743	390	1,133	512	\$223,013.08	11,918	24,738	21,552	NR	5,451	274
GRAND TOTAL	1,250	12,835	7,388	20,223	14,569	\$ 30,132,480.34	3,447,476	2,275,781	647,177	320,674	219,680	7,953

* The Student LE figure is based on Student - 2005 Annual Report. The number of LE students are reported only once a year in December.