

THE LITERATURE EVANGELIST

january-december 2017

BORN FOR
MISSION

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Success Tips for
Student LEs

LIVING FAITH



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WRITE TO US

We welcome your literature evangelism testimonies as well as your opinion about the magazine and response to articles. If you'd like to contribute in another way, contact us for more information.

WHY ARE YOU A LITERATURE EVANGELIST?

Ellen G. White outlines several reasons students and young people should be literature evangelists (LEs). Read some of them below:

1. To fulfill God's plan.
2. To learn practical lessons needed for future success.
3. To develop politeness and tactfulness in conversations.
4. To acquire skills that will help manage one's financial resources.
5. To leave precious literature in homes.
6. To prepare oneself for ministry.
7. To put into practice the teachings learned in school.
8. To combine the service of selling books with serving the people.
9. To learn how to pray while canvassing.
10. To develop patience and kindness.
11. To develop and improve the gift of speech.
12. To have a broad missionary experience.
13. To prepare oneself for other fields of work.
14. To learn how to be disciplined amid trials.
15. To have Christ as a companion amid hardships.
16. To learn how to depend on God.

{ What's your reason? Let us know on Facebook or Twitter, or submit your opinion to: react@theliteratureevangelist.org }

STUDENT: CANVASSING: A Higher Education

This issue of *The Literature Evangelist* magazine focuses on the student literature evangelist (LE) program, which enrolls about 20,000 youth across all 13 world divisions and the Middle East and North Africa Union. In part, it is through these thousands of trained and motivated young people that the dissemination of the printed page reaches a countless number of individuals, especially in highly populated areas.

Ellen G. White was still living when the first student LEs appeared, and she left many guidelines for those who accepted the challenge of working as literature evangelists, as well as for those who chose to be leaders in this area of work.

The Seventh-day Adventist Church is comprised by a great number of youth between the ages of 14 and 30. One trait of Adventist youth is their excitement and enthusiasm for Missionary Volunteer work. Projects organized by the church offer opportunities for service and experiences in distant and needed regions. Volunteering is a trait of the youth.

In addition to a love for mission and volunteer work, young Adventists have a vision for service. They dream of preparing themselves not only to have a professional career, but to exercise their profession within the ministry framework that is made up of all believers.

Literature evangelism gives teenagers and young adults the opportunity to serve and feel useful. Canvassing provides youth a sense of purpose in life, in addition to developing their social skills.

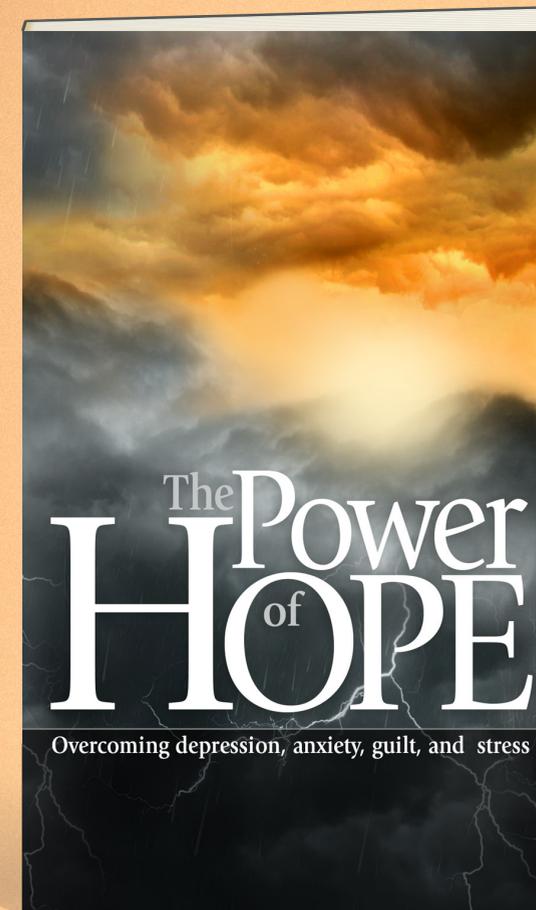
We congratulate every young person around the world who has engaged in literature evangelism. We praise the Lord for your work and pray that many others will accept the call to join this powerful army.



Almir Marroni is the General Conference Publishing Ministries director.



2018 WORLD MISSIONARY BOOK



“Carry with you, wherever you go, . . .
hand out as you have opportunity.”

Ellen G. White



1. **A group of LEs** from the Chiapas Mexican Union showcase their culture as they present a report of their work during an LE congress held in Mexico, March 2017.



2. **Adventist students** from Babcock University, Nigeria, excitedly canvassing in the streets of Accra, Ghana.



3. **The Brazil Publishing House** celebrated the tenth anniversary of the production of missionary books. A special ceremony focused on testimonies from people whose lives were changed through the initiative. Afterward, more than 600 employees, along with guests, went to the streets to distribute almost 80,000 copies of the book *Story of Hope*. During the past 10 years, the publishing house has published more than 123 million copies of missionary books.

5. **Church members in Ecuador** shared copies of *Story of Hope* with police officers during Impact Day. On May 27 more than 2.5 million church members in the South American Division took to the streets to distribute the book. More than 22 million copies were distributed worldwide.

6. **The Source of Life Publishing House (SOLPH)** celebrated its twenty-fifth anniversary in May at the Zaosky Adventist University in Russia. Three men received special recognition for their dedicated service to the SOLPH: Rostislav Volkoslavskiy, editor; Vasilij Novosad, vice president; and Alexandr Rebin, production manager. General Conference, division, and union leaders attended. Government officials who played key roles in establishing the SOLPH were also honored.

7. **Student LE leaders** at the Adventist University of Cosendai in Cameroon, preparing to lead in the summer LE program.

4. **A few student LEs** who went through orientation and training at Spicer Adventist University in Pune, India. The May 2017 training was organized by the division. Participants included university professors, union Publishing Ministries directors, a GC Publishing associate director, and the Spanish Union Publishing director. More than 150 students participated.



8. **Students from Zaosky Adventist University** canvassing in the city of Kursk. Students went to several cities in Russia during their vacation, working as LEs and distributing literature for two weeks.

9. **About 1,300 credentialed and licensed LEs** gathered in Davao, Philippines, for one of the largest LE congresses in the world. The attendees came from the three unions in the Philippines. The event, titled "Reach the World With Christ Our Righteousness," was held September 19-23. Guest speakers included Samuel Saw, Southern Asia-Pacific Division president; Almir Marroni, General Conference Publishing Ministries director; and others.



10. **A little girl shares a book *Story of Hope*** with an elderly man in the streets of Brazil during Impact Day.

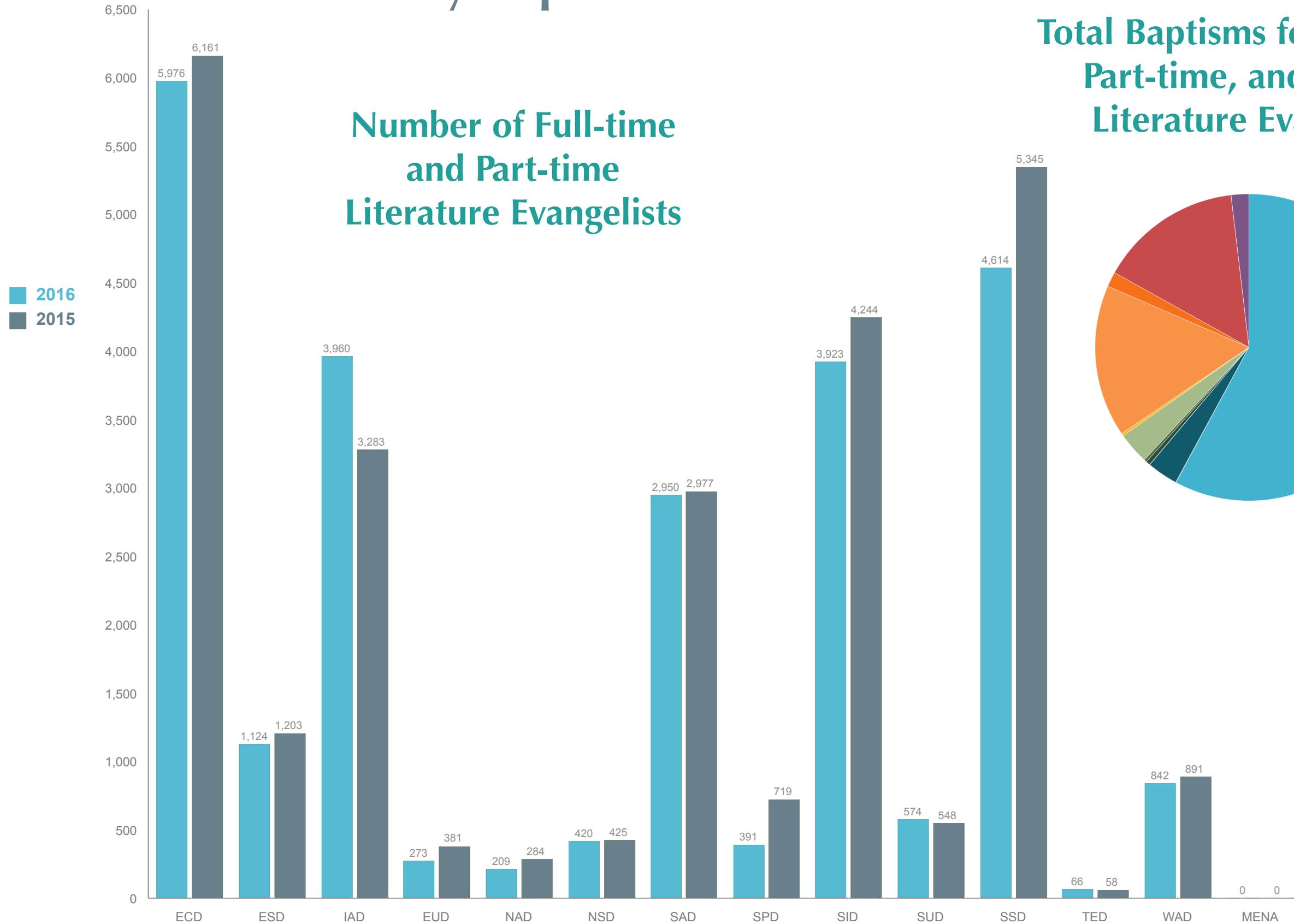
11. **A group of students in China** went out to the streets to share and sell Adventist publications. More than 15 students in the eastern part of China participated in a weeklong student LE program, which had just recently been launched in 2016.

12. **University students** from Ghana and Nigeria prepare to go out after training in Kumasi, Ghana.

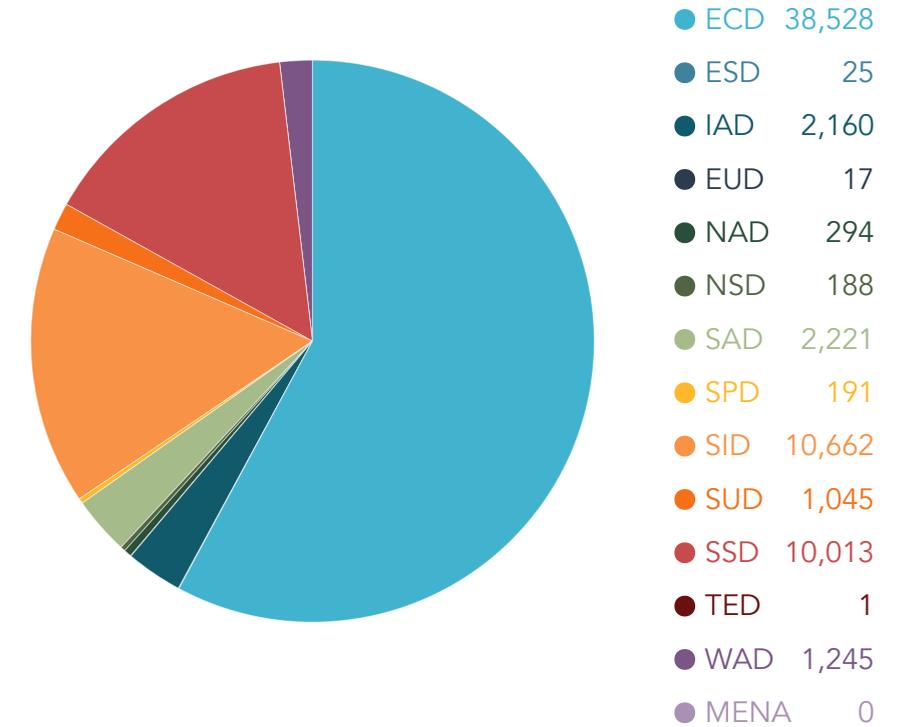


2016 Summary Report

Number of Full-time and Part-time Literature Evangelists

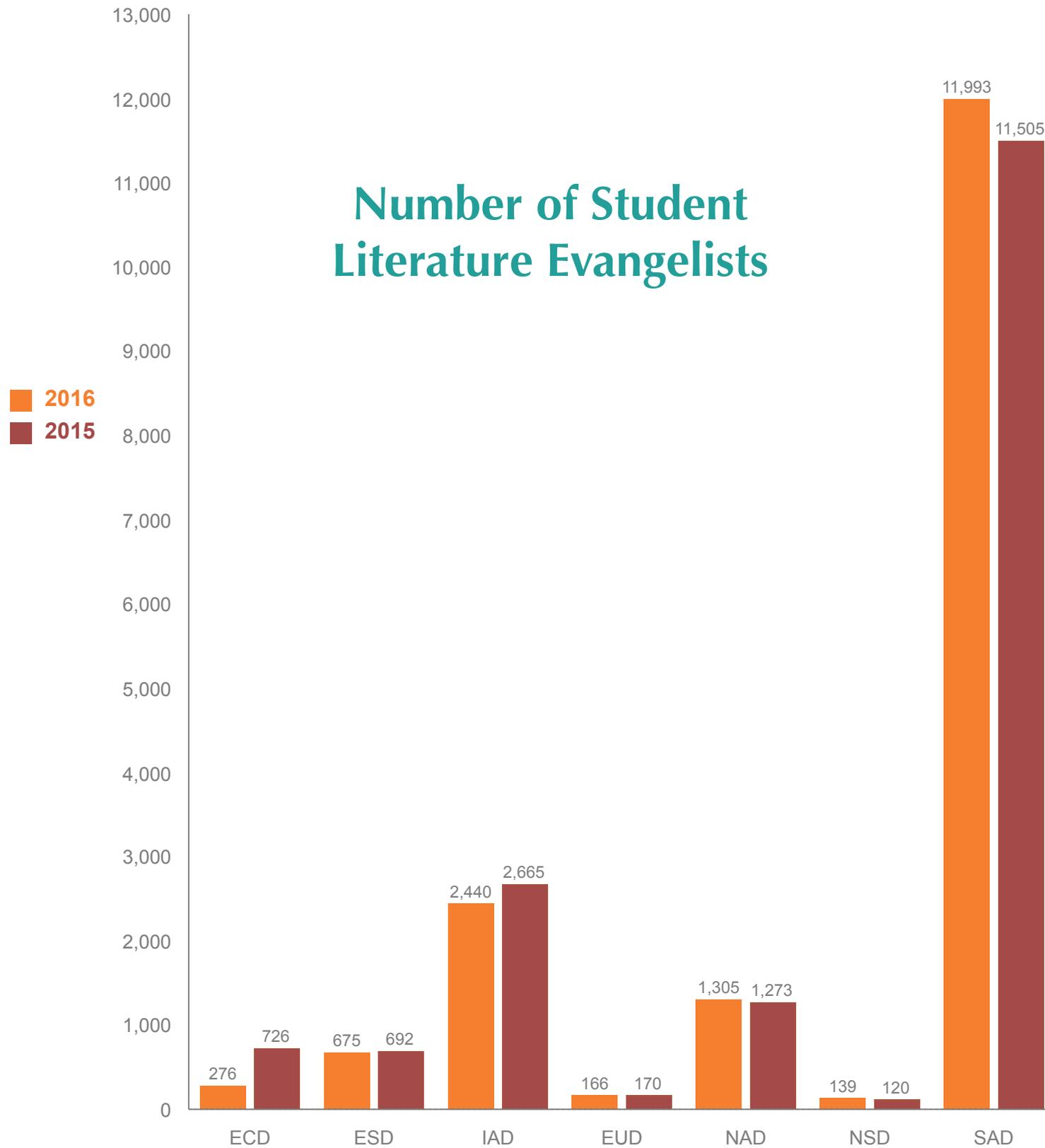


Total Baptisms for Full-time, Part-time, and Student Literature Evangelists

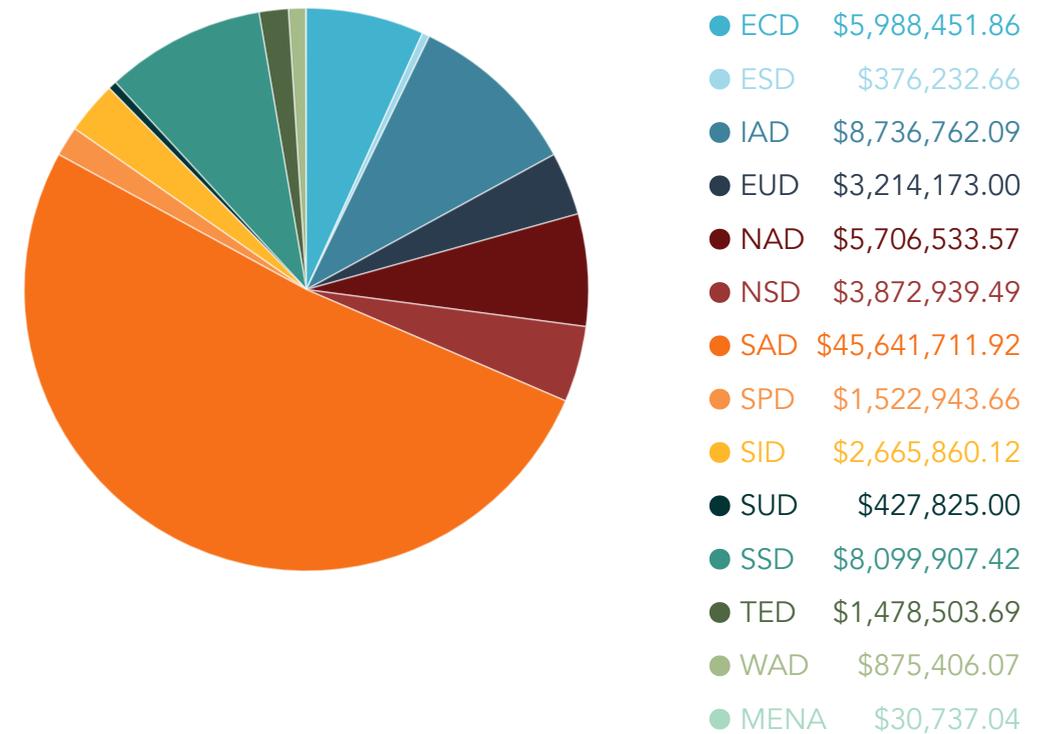


2016 Summary Report

Number of Student Literature Evangelists



Total Sales for Full-time, Part-time, and Student Literature Evangelists



MIRACLES
STILL
HAPPEN

THINK **BIG**

Ibrahimo Nasser Aly

You can imagine my excitement when, out of almost 3,000 candidates, I was selected to study medicine at Eduardo Mondlane University, the best public medical school in my home country of Mozambique.

During the first week of classes, all the students were informed that some exams would take place on Saturdays. This came as no surprise to me, since I had been told about it prior to registering for classes. I was determined to remain faithful in my Sabbathkeeping practice. When some students who were more advanced in their studies discovered that I desired to take exams on a different day, they warned me about serious consequences in attempting to be different—after all, since exams had been conducted

on Saturdays during the school's 50 years of existence, who was I to change history? Indeed, I was no one, but this didn't discourage me.

Other people in whom I trusted even advised me to abandon the course completely, since all the Adventists who had studied there either had not been able to resist taking exams on Sabbath or had left the university after not being able to pass the classes.

Amid all this turmoil, I decided to start an evangelism ministry through the distribution of books. I offered the book *The Great Hope* to my anatomy professor, Dr. Emelita Tembe, under the pretext of gratitude for her teaching efforts. Two days later I appeared before the Anatomy Department with a letter that presented legal and biblical reasons not to take exams on Saturdays. The de-

partment head called me and told me that under no circumstances would my request ever be approved. I then decided to ask for a meeting with the school administrators, which was granted. On the day of the meeting I took four books with me, and when asked to explain why I couldn't take exams on Saturdays, I took advantage of the opportunity to give a book to each administrator who was present. Even still, my request was denied, and unfortunately that year I failed the two courses that had exams on Saturdays.

Every faculty member and student knew of my case, and were aware that I'd rather jeopardize my studies than break the Sabbath. I could sense the contempt and disapproval in some colleagues, but at the same time admiration and curiosity from others. I purchased books whenever I could and offered them to all my classmates who asked me about my faith. That year ended, and everything seemed to have gone wrong.

The following year I went back to the university firm in my decision not to give up. The temptation to abandon my faith and take exams on Sabbath so I could graduate was immense, almost irresistible. On more than four occasions I thought about secretly going to take exams on Saturdays, thus renouncing everything I had done and said up to that moment. But by reading the history of some Reformers in the book *The Great Controversy*, I understood that my decision was a matter of life or death, and I decided to battle on. I went to the Anatomy Department once again to ask for an opportunity to take Saturday exams on a different day, but the same teacher who had denied my request during the previous year denied it again. I thanked him for the opportunity to be heard and gave him the book *Signs of Hope*.

The Impossible Becomes Possible

By this point a new dean had been nominated in the university, and by coincidence he happened to be my physiology professor also. I gained his admiration through my contributions in class, and he considered me to be a good student. I promptly decided to give him my letter explaining my beliefs, along with a book, *The Great Hope*. He authorized my request not to take exams on Saturdays as long as I would coordinate with all department heads, and even helped me by sending a copy of my letter to each one.

However, when I returned to the Anatomy Department to discuss taking exams on a different day, I was given harsh and hurtful words. I could see the

anger in the eyes of the professor as he insistently told me I would not be allowed to take exams on any other day.

At that moment I thought about abandoning the medicine course. I was sad and hurt as I walked down the stairs thinking about what to do next. It was then that I ran into Dr. Tembe, my old anatomy professor to whom I had given a book the year before. She urged me to remain calm and said she would try to help me. I had already missed one anatomy exam, and all my classmates were starting to think I would fail the class once again. But the following week I was given the news that for the first time in the history of the university, the second anatomy exam would be conducted during the middle of the week. The impossible became possible because at the end of the year I ended up passing the anatomy class.

Dr. Tembe is now a member of the Seventh-day Adventist Church and has constantly helped me overcome challenges at the university. The battle is still not over, as I will face other complicated departments that conduct exams on Saturdays, but I believe the impossible will become possible again and again. I have distributed more than 100 books in the university, and many classmates have shown interest in learning about the Sabbath; I pray for the Holy Spirit to work in their hearts.



Left: Ibrahimo Nasser Aly; Right: Ibrahimo at church with Dr. Emelita Tembe, Anatomy Department professor.

It has been a very difficult journey, but I am certain that when I reach the end I will be able to look back and say: It was worth it to look up to heaven and praise God amid all my trial and pain.

Ibrahimo Nasser Aly is a medicine student at the Eduardo Mondlane University in Mozambique.

GC LEADERSHIP PERSPECTIVE

To be a student literature evangelist (LE) is one of the most “growing” opportunities a young person can have. As an LE or canvasser, you have the promise of angels walking by your side, giving you words to say at every door.

We are told that “much responsibility rests upon the canvasser. He should go to his work prepared to explain the Scriptures. If he puts his trust in the Lord as he travels from place to place, angels of God will be round about him, giving him words to speak that will bring light and hope and courage to many souls (*The Colporteur Evangelist*, p. 6).



**Ted Wilson,
President**

As a young person, I had the privilege of assisting literature evangelists while working at an Adventist Book Center, fulfilling the orders that the LEs placed. It is exciting to know that the books provided contained God’s special messages for those who would receive them. Many years later I had the privilege of working at an Adventist publishing house, helping to provide quality literature for LEs.

I have greatly appreciated the dedication and fine work of literature evangelists and the important evangelistic outreach that they do. It is so important that you, as a student LE, know how important you are to God’s Advent movement and the sharing of the three angels’ messages to the world. As you may know, the publishing work helped to start the Advent movement, and it will help to finish it through the power of the Holy Spirit.

As frontline workers going door to door, you often see a very real great controversy in the situations you encounter. Remember that a strong dependence on the Lord is needed for successful work, “For we do not wrestle against flesh and blood, but against principalities, against powers, against the rulers of the darkness of this age, against spiritual hosts of wickedness in the heavenly places” (Eph. 6:12, NKJV).

Nevertheless, you are going on God’s errand, so go in His strength, depending upon Him! Be assured that “As the will of man co-operates with the will of God, it becomes omnipotent. Whatever is to be done at His command may be accomplished in His strength. All His biddings are enablings” (*Christ’s Object Lessons*, p. 333).

I will pray for you, our student LEs—mighty proclaimers of God’s Word—as you go forward boldly selling Adventist literature in the strength of the Lord in anticipation of Christ’s soon return! Move forward in faith! Maranatha!!



**Gary Blanchard,
Youth Ministries Director**

On behalf of the General Conference Youth Ministries and 13 world divisions, I want to say thank you for your frontline ministry. Your work of going to people door to door is an important duty full of challenges, rewards, and opportunities! May God’s angels guide your every step, giving you words of encouragement to share with each other and with the “future Adventists” you will meet along the way (I prefer to see non-Adventists as future members of God’s remnant church).

Always remember, Jesus promises to be with you until the very end of the age! There will never be a door you knock on or a soul you witness to that Christ, through His Spirit, will not see you through. I know some

I canvassed in the beautiful vineyard-laced Finger Lakes region of upstate New York one summer to earn fees to continue studying at Newbold College. I would start the day by following up on interest cards and then canvass nearby houses. One such “cold call” was to a house by Keuka Lake where a middle-aged man warily cracked open the front door after I knocked. I introduced myself as being from the Home Health Education Service and explained that I had books on health and religion that might interest him. I asked whether I might show them to him.

This introduction often resulted in an invitation to come in, but not from him. He blocked me from entering the darkened house with one shoulder on the partially opened door and the other touching the door frame. “If God is so loving,” he asked accusingly, “why did He let Jesus die on a cross?” I was prepared to explain because Emilio Knechtle had just been our college Week of Prayer speaker on the panoramic story of salvation “From Eden to Eden.” Besides that, I had read *The Great Controversy*, by Ellen G. White, and had studied the book of Revelation in the Bible. I started by telling him about the war in heaven and Satan’s challenge to God. He listened for a surprisingly long time, and by the time I got to how God suffered with Christ, and how on the cross all the onlooking angels saw the true nature of Satan’s challenge, the man had tears in his eyes. For a fleeting moment he saw the love of God, and it moved him deeply. Then the cloud of God’s Spirit moved on. He wistfully shook his head to say he still didn’t want to buy a book, and closed the door.

From time to time I still pray for the man by the lake who, with tears welling up in his eyes, listened to why a God of love let Jesus die on a cross. I didn’t sell a book, but the ready answer to the question that bothered him left its mark. Ellen White writes that before the end of time, “every truly honest soul will come to the light of truth” (*The Great Controversy*, p. 522). “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” (*ibid.*, p. 612).

There are many germinating seeds that literature evangelists have sown by word and print. God’s Spirit is at work and will achieve more than we see now or ever thought possible.



**Lisa Beardsley-Hardy,
Education Director**

people have a negative perception of the harvest. They say certain types of people and geographic locations are impossible to reach. But Jesus, the ultimate literature evangelist, says something entirely different. He said: “The harvest truly is great, but the laborers are few” (Luke 10:2, NKJV). I hope each of you will trust the words of Jesus and expect Him to give you a wonderful harvest of souls!

We admire you for accepting this tremendous challenge and look forward to hearing about all the wonderful things God will do through you. GC Youth Ministries will pray for four things: first, that you will put the printed truth in many hands; second, that you will lead at least one person to Jesus and His church during your next canvassing break; third, that God will help you meet your financial obligations; and fourth, that God will bring you into a very close relationship with Him, walking along His side as did Enoch, Moses, and Abraham!

BORN FOR MISSION



Every year, students from all 13 world divisions and the Middle East and North Africa Union use their summer vacations as an opportunity to go canvassing. In this vacation ministry students are able to meet people wherever they are, face to face, just as Jesus did.

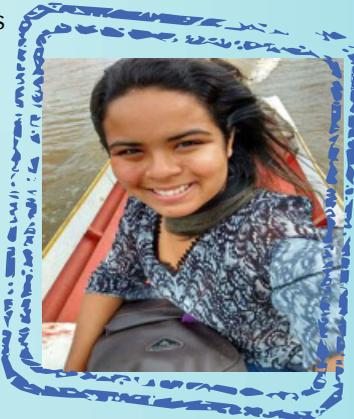
Read on to discover the amazing experiences had by some student literature evangelists (LEs) around the world.

BRAZIL

Julia Feitosa, an education major at Northeast Brazil College in Bahia, Brazil, dedicates her va-

cation to make a difference in people's lives. Last summer she accepted the extreme challenge of canvassing to evangelize in a region made up of more than 100 islands in the Amazon River. For this, she had to overcome many fears, one of them being the fact that she didn't know how to swim. Another big fear she had was to travel by boat, but boats are the only means of transportation in this region.

The trips are slow, and the traveler faces many challenges, sometimes even shipwrecks. You



can get to hard-to-reach places only by using "rabetas," small boats for three or four people. Even though her fear was great, she accepted the challenge and ventured alone into the rivers of the Amazon basin during her summer vacation. There were days when she sold books to all the homes she visited. On two separate occasions the boat broke down in the middle of her journey, when it was already dark and while it rained heavily. Julia feared for her own life. However, she experienced the power and the guidance of the Holy Spirit.

Today hundreds of people are studying the Bible and being cared for by local church members in the region where Julia canvassed. The churches were revived through her ministry, and people are already being prepared for baptism.

CHILE

It was no different for Rodrigo Muñoz Cea, a native from Chile.

Rodrigo had led a very different life. He wasn't an Adventist and didn't love the things of God. On the contrary, Rodrigo was the leader of an anarchist movement. He led hundreds of young people to have riots and violent protests in order to achieve their goals. Rodrigo avidly distributed publications that promoted anarchy among the youth and encouraged them to go against the church.

From a very young age he went to parties, had a lifestyle full of addictions, and a life without control.

However, God had a plan for his life. God brought him out of darkness and into His marvelous light. Thanks to the help of a friend from Chile Adventist University, in 2015 Rodrigo accepted the message of salvation, and the Lord transformed him from a leader of the forces of evil to a champion of Christ's team.

In 2016 he entered a non-Adventist university to study construction engineering. He was a very distinguished student, so much so that he won a scholarship with all expenses paid to study in Spain. But God's plans were yet greater! Rodrigo decided not to accept the full scholarship, but instead to canvass during the winter of 2016 in Santiago, Chile. He said: "I want to serve the Lord and give Him everything."

Through literature evangelism Rodrigo was able

to learn to depend on God, and discovered what it means to be truly consecrated to Him. Now he uses all his talents, which in the past had been used to guide other young people to evil, to save people through the printed page.

Because of his experiences, he made the decision to continue this battle, leave his family, and join the Think Big campaign of Santiago, Chile, to continue canvassing.

Rodrigo saw the glory of God throughout the campaign. He canvassed homes from door to door as well as big businesses, and encountered the enemy face to face, but God granted him the victory. Rodrigo reached his goal of earning his annual scholarship through literature evangelism for the first time, and decided to change his major to become a minister of the gospel, a pastor! Rodrigo is currently a freshman theology student at Chile Adventist University.

Adilson Rodrigues de Morais is the associate Publishing Ministries director for the South American Division.

INDIA

The canvassing work has given me a lot of experiences, and I always thank God for leading me.

It was a very hot summer. One of my shoes broke and opened, and I didn't have much money in hand. I prayed and went out strongly determined to sell books. But I didn't sell anything on the first day. On the second day I also made no sales. In fact, I made no sales on the third, fourth, and fifth days; the entire week went by, and I didn't sell one book. I was discouraged, disheartened, and disappointed, and had completely spent all my money. I didn't even have money to buy food. I spent that Sunday on an



empty stomach. I drank water and spent the entire day asking the Lord for His help and guidance in leading me to someone who would buy my books. The next morning I knelt down and prayed sincerely from all of my heart, saying: "Lord, I didn't eat yesterday, but God, please help me to sell at least one book today so that perhaps I can have one meal. Lord, please help me."

With my heavy bag I went out, walking in the city. I noticed a Christian school. The Holy Spirit inspired me to go there, and once I arrived, the headmaster led me to the principal's office. I talked a little about a particular book, and asked her if she would be kind enough to buy it. She asked me, "How many books do you have?"

I told her that I had many. She said, "Give me one set of each book for myself, and I'll take all the other books for the school library." For a little while I couldn't believe what was truly happening there. I was amazed that I was able to sell books worth 72,000 rupees (about

US\$1,133).

This experience taught me that we have no reason to give up on doing God's work. We may have some trying moments, but God will always take care of us.

Asish Kumar Mali is a theology student at Spicer Adventist University in Pune, India.

NIGERIA

In 2015, just as I was growing in my faith, I attended a Seventh-day Adventist youth camp at Babcock University in Ogun State, Nigeria. The union Publishing Ministries director at the time introduced us to literature ministry. I felt impressed to join and talked to one of my friends, but he wasn't interested in joining.

After my vacation I went back to school, but I had lost my desire to canvass. During my exams that semester, a friend who canvasses visited and shared some of his experiences with me. Once more, my desire to become a literature evangelist was kindled. So, during the summer break, I went to meet my local conference Publishing Ministries director. He was very happy to see a young man interested in canvassing. My parents were also supportive and gave me some money to start the ministry. In the end, however, I was unable to canvass that summer, and once again I went back to school with less desire to engage in this ministry. I didn't know, however, that God was preparing me spiritually for this work. I was at a crossroad in my life. I continued to study the Bible and pray for God to make my life meaningful. One day, while I was praying, I saw a little light and great darkness; the light was extremely dim because the darkness was great.

The following semester, school was closed down for more than eight months because of financial difficulties. I was home, preparing myself for an industrial training, when the Publishing Ministries director called, inviting me to attend a training program for student LEs. Although by then I had lost interest, I still decided to participate in the training.

During worship one day, the director said, "The world is in darkness, but missionaries are the little light sent to brighten the world." I was extremely impressed because this exactly described the vision I had experienced earlier, but hadn't shared or mentioned it to anyone. It was at that moment that I became certain that God was calling me into this work. After the training ended, I purchased a few books to begin canvassing.

I had always wanted to be a great scientist or philosopher whose work would be studied and remembered like those of the great scholars in the past, but that dream died once I realized that, through literature evangelism, I could do something that would be 10 times greater.

First Experience

My first canvass was to the Technology Department, where I was doing my industrial training. The first appointment didn't go so well. One lecturer, a medical doctor, asked me a lot of medical questions about the *Family Medical Encyclopedia* that I was selling. From his expression, I understood that I needed to study and know more about the books that I was sell-



ing. I went home with a sad heart, remembering the Publishing Ministries director's counsel that it is important to have knowledge of the books we sell. I decided to take the time to study the books I had before selling them.

So I began to make sure I read every single book before I sold it.

Sometimes I stayed late into the night, busy reading books. My reading skills improved, and I became quite fast, often reading two to three books a week.

As I read the canvassing books, my perception of life changed, and my communication skills improved. I became more eloquent and less shy. I talked to all kinds of professionals without any fear. Most times they were impressed by my canvass and knowledgeable responses to their questions on marriage, spirituality, and health, even though I'm neither married, nor a pastor, nor a physician. My enthusiasm and clear articulation on certain topics and issues motivated my clients. Friends from church appreciated the change they saw in me.

I have always been taught that in order to be successful in any field, a person has to study a lot. So I went online and watched many lectures and videos on YouTube, and I also downloaded some canvassing books on PDF.

Literature evangelism became an adventure to me, and I love it. Every day in canvassing is truly remarkable.

Yes, there are days that are very challenging and annoying. But there are plenty of wonderful days as well. The amazing part is that whenever wonderful days occur, they make up for the bad days, making them seem meaningless and less memorable. The old me would have quit canvassing a long time ago, but literature evangelism has taught me to be patient. Even though at times people can be very frustrating and tough to deal with, God has taught me how to better handle disappointments and be slow to anger.

I am not completely financially independent yet, but I do depend less on my parents. I spend every last penny I have on purchasing more books so that I can canvass more. I am not able to save much money because Nigeria is in a bad economic crisis, and some of my clients find it difficult to pay their debts. This doesn't trouble me, however, because as a literature evangelist I have learned to rely completely on God. I praise Him for calling me into this work, because I believe being a literature evangelist really is the best training for young people.

Kolawole Oluwaseyi Emmanuel is a student at the Ladoke Akintola University of Technology in Oyo State, Nigeria.



7 Success Tips for Student LEs

Mario Martinelli



your books can bring benefits, the more you will succeed. You need to differentiate between characteristics and benefits. Characteristics are the features of the book, such as number of pages, name of the author, quantity of illustrations, etc. Benefits are the aspects that contribute something positive to the reader, such as better quality of life, better health, better educational resources for children, savings in time and money, etc. Focus your presentation on the benefits people will receive after reading your books, and you will increase your success.

7. Rely on God

The canvassing work is a spiritual endeavor of the highest order. It was originated in God's mind, and He is the one who calls and sends you. Move forward in His name and by His power and grace. Seek Him in prayer, and He will lead you to customers who need to hear about His love and plan of salvation.

After canvassing as a student literature evangelist (LE) for many summers, and serving as a Publishing Ministries director and interacting with student LEs, I learned everyone can be successful when it comes to canvassing. While some students may have certain natural abilities that help them to achieve success, others can develop them over time. Regardless of your background and reality, and whether you already have such aptitudes or not, here are seven success tips I would like to share with you:

1. Be prepared

You will have a higher change to succeed when you prepare yourself for it. Since you will face challenges, it is essential that you prepare your mind with positive thoughts and develop an attitude of resilience. In addition, it is indispensable to study the books you are going to sell to present them in a powerful way. Successful canvassers also learn sales techniques, get to know about the territory and the customers they will visit, and invest time to prepare themselves not

only mentally and technically but also physically and spiritually.

2. Be enthusiastic

People in general are impressed when they see young people involved in doing something good. They are inclined to like you and support you even more when you approach them with enthusiasm. When they notice that you are passionate about what you are presenting and believe in what you are offering, they will be more willing to listen and to buy your books. Add a smile and good humor to your enthusiasm, and positive results will come.

3. Be perseverant

All of us have almost the same resources and amount of time to work. So why are some people more successful than others? The answer is simple. Success has a price, and perseverance is part of that. When things seem difficult, do not give up. When someone does not treat you well, just move on to the next customer. Be perseverant, and you will triumph.

4. Be creative

Another quality of successful student LEs is that they exercise their creativity. At times, developing a different greeting, probably one that better suits your personality or the territory you are canvassing, makes a big difference. Occasionally, try entering a place that is very constrained, and where LEs normally cannot canvass. Be willing to try new things, especially when the traditional methods are not working.

5. Set goals

The popular saying "If you don't know where you're going, you'll arrive nowhere" is true. Successful student LEs dream big and set monthly, weekly, and daily goals. I have known many successful LEs who would not stop working and calling it a day until they would reach their daily goal. It's important to set not only goals for quantity of hours at work, presentations, and sales, but also missionary/spiritual goals, such as quantity of missionary literature distributed and prayers offered.

6. Offer benefits

You probably have heard that "people don't buy books; they buy benefits and what the books can do for them." This is correct. The more you show how

A student faced challenges when attempting to enter a 17-story building of an energy company to canvass. Security was very tight. After several failed attempts to get in, the student prayed about it, and an idea came to his mind: that he should try to call the company. He managed to make an appointment over the phone with the secretary of the company's president.

She was very impressed with the student, his enthusiasm, and his books. She not only purchased the books but also let him canvass the president, who ended up authorizing the student to canvass the entire company. Because of his perseverance, creativity, and intrepid action, the student surpassed his goal for the entire summer!

Ellen G. White says that "the secret of success is the union of divine power with human effort" (*Colporteur Ministry*, p.106). Since God never fails and He is always ready to bless and give us His power, you can rest assured that if you faithfully do your part and put all the effort into the work, you will experience nothing less than success!

Mario Martinelli is the president of Safeliz, the Adventist publishing house in Spain.

LIVING FAITH

Kamil Metz

Karen* paused for a moment, knelt down, and whispered a prayer to God. "Lord, please take control of my life, take control of my feelings of bitterness. I don't want to do this on my own anymore."

Karen had been serving as a student literature evangelist that summer, but found herself growing bitter with the rejection she was experiencing at doors. "Why would He allow these experiences when I am working for Him?" she questioned. It was after this question surfaced that she recognized the need to whisper her prayer, asking God to take control of her life and negative feelings.

After praying, she gathered her books and knocked on the next door. To her surprise, the family who lived there accepted several of her books! Something similar happened at the next house, and then at the house after that. She saw that God was doing something special for her and was humbled.

The work of a literature evangelist is challenging and oftentimes unappreciated, undervalued, and misunderstood, even by our own church members. It is also a work that requires faith. Regularly a perceived reality directly contradicts God's promises, which are true regardless of circumstances. God never promised that the work would be easy, but that He would be with us.

In *Colporteur Ministry* Ellen G. White echoes God's sentiment for his dear literature missionaries, "Be strong, and talk hope. Press your way

through obstacles. You are in spiritual wedlock with Jesus Christ. The word is your assurance. Approach your Savior with the full confidence of living faith, joining your hands with His. Go where He leads the way. Whatever he says to you, do. He will teach you just as willingly as He will teach someone else" (p. 117).

Elijah trusted God when, at His command, during a famine, he left the city and traveled to the brook Cherith, a place with little water and no food. It was there that he was fed by ravens, unclean, selfish birds. He further exercised faith when he was asked to take refuge in Zarephath, the hometown of Jezebel, his arch-enemy. That act of faith resulted in his being fed by a widow, who needed to practice faith herself in feeding him her last meal before starvation would set in for both her and her son. Elijah's faith was clearly not linked to circumstances.

Every spiritual giant has faced trials that required a living faith. These men and women of faith were

not defined by the trials with which they were confronted, but by their response to those trials.

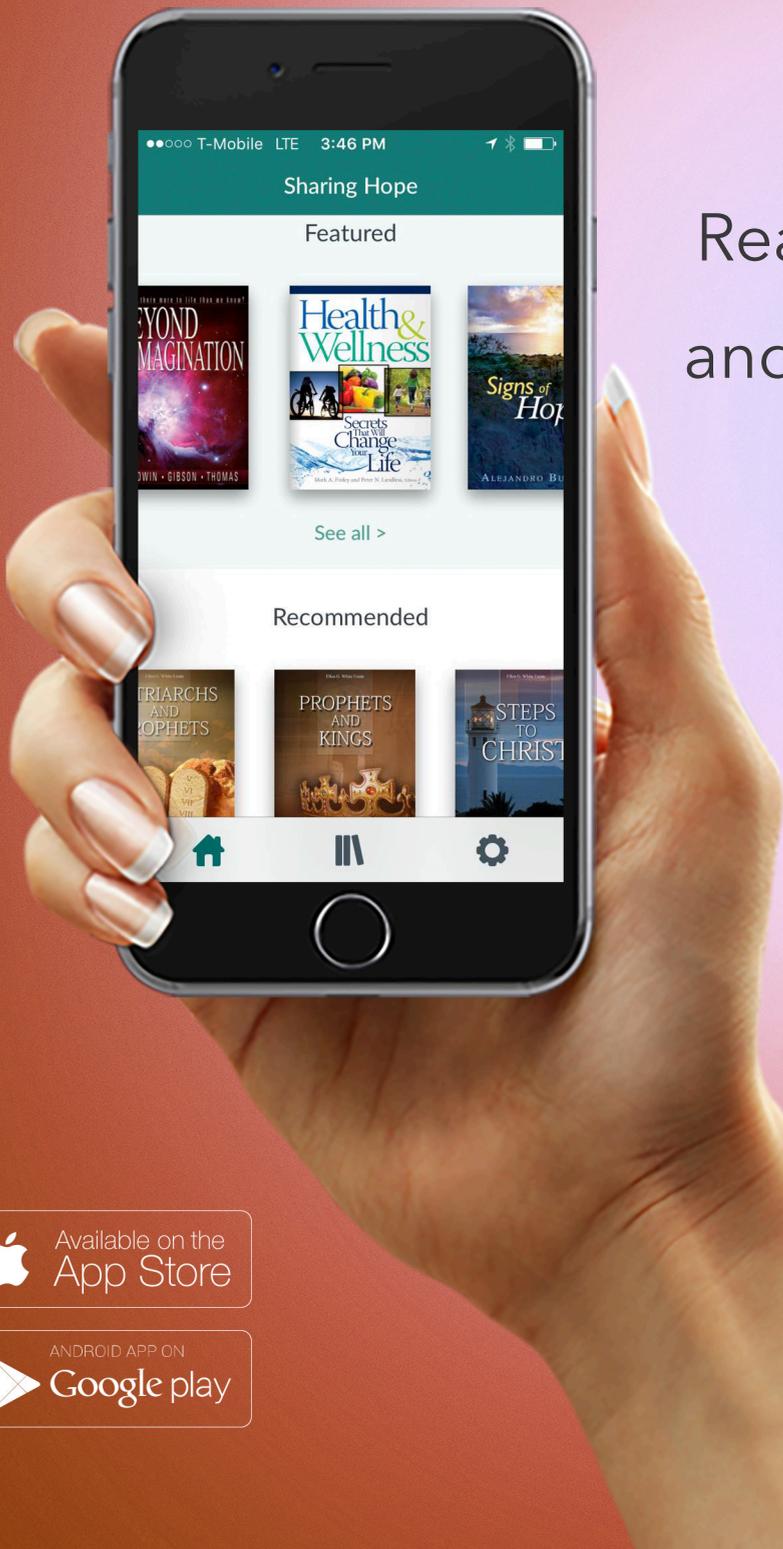
Let us face trials with faith—living faith—for He is able!

* Karen is a pseudonym.

Kamil Metz is the GLOW international coordinator and Literature Ministries director for the Michigan Conference in California, United States.

“Every spiritual giant has faced trials that required a living faith. These men and women of faith were not defined by the trials with which they were confronted, but by their response to those trials.”

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