

State Fair Presentation

(Make eye contact with person before he gets to the booth. You are standing in front of the booth, handing out tracts. When he gets close enough, hold out a tract and speak to him.)

Are you a Christian? (If he stops, ask him to come closer up to the booth so that both of you can hear better and so that you are not standing out in the aisle.) What's your name? Nice to meet you, Bill. My name is _____.

Bill, first of all, a lot of people ask us who we are and what we're doing here. As you can see (point), the name of our group is Chicago Bible Students. We're a non-denominational, non-profit religious organization. We don't make any money on any of the literature that is sold here at the booth, and all of the people who work here volunteer their time. Our only purpose in being here at the Fair is to promote deeper Bible study.

We are promoting this book (pick up a Volume, let the person see the title) called THE DIVINE PLAN OF THE AGES. As the title suggests, Bill, we believe that God has a plan for man's salvation. Or in other words, God is not working haphazardly or on the spur of the moment—"I'll do this, and if that doesn't work, I'll try something else"—but His plan was designed before the world was even created, and has never changed.

This book, THE DIVINE PLAN OF THE AGES, is one of the best books that has ever been written as an aid to Bible study. It was written over a hundred years ago, and since that time, it has sold over ten million copies.

Now in the back of the book (open the chart out for the person), there's a chart. This chart, Bill, is the Bible in picture form. It takes you step by step through the Bible, from Genesis, where it talks about the creation of Adam (point to the little pyramid), all the way through the Bible (trace on the chart with your finger) to the last book of the Bible, the Book of Revelation, where it talks about the Millennium, or the thousand year Kingdom of Christ (point to the big pyramid).

Now on page 219 of this book there's a chapter entitled, "Explanation of Chart Representing the Plan of the Ages" (open up to the chapter) where it gives you a complete explanation of the chart. You'll notice that on the chart there are little letters (point). You'll see that these same letters are referred to in the chapter (point). As you read through the chapter, corresponding the letters in the paragraph to the letters on the chart, it will give you a complete explanation of the chart.

Now, Bill, how does this help you in your Bible study? Well, for the first time, you'll see the Bible as a whole instead of in little bits and pieces. As you read through the chapter, comparing it to the chart, the Scriptures will begin to fall into place—like putting the pieces of a puzzle together. When you work on a puzzle, at first all you see is a bunch of pieces—you don't see the picture until you put the pieces in their proper places. The Bible is like that, too. You have to put the Scriptures together, or harmonize them with one another, and when you do that, you then see the whole picture.

This book goes into lots of other interesting Bible subjects (turn to Table of Contents and point). For instance, Chapter 7, on "The Permission of Evil." Bill, do you believe that God is all loving? ("Yes.") Do you believe that He is all powerful? ("Yes.") Well, then, if God is all loving and all powerful, and we know that He is, why does He permit all this evil that we see in the world? What do you say to a parent whose child has died of leukemia? Or a person who asks why his wife was killed in an automobile accident? Our hospitals are filled with people who are suffering and dying. Millions of people today are starving, and being killed in wars. This chapter explains why God is allowing mankind to have all these experiences with evil, and how He is using these experiences to teach certain lessons. It also shows that in the end all evil will be destroyed, and there will be no more pain, suffering or death in the world.

Here's a chapter on "The Day of Judgment" (point). Is the Day of Judgment a 24-hour day where Jesus calls all the good people back from heaven and all the bad people back from hell, and then tells them to go back to where they were in the first place, or is it something else?

Here's another good chapter on "The Kingdom of God." We pray, "Thy kingdom come." What is that kingdom? This chapter goes into all the Scriptures on that.

(If the person is still hesitating, you can also point out all the Scriptures that are listed in the back of the book and explain that the Volume will go into them in detail.)

Now, Bill, as I mentioned, we are a non-profit organization, and our only purpose in being here is to promote Bible study. We publish this book for 75c, and that's exactly what we sell it for. Our purpose is not to make money, but to aid you in your Bible study. Would you like to have it? (Hold the book out to him.)

A Couple of Helpful Hints...

If the person reaches in his pocket, or you can otherwise tell that he is going to buy the Volume, stop talking at that point. Wait for him to give you the money. As you are making change, you can ask him to fill out the card for the mailing list. The reason for this is that if you keep talking past this point, the person will often reconsider, withdraw his hand from his pocket, and just move on without taking the book.

As he is taking the Volume, emphasize to him that it is meant to be read along with his Bible, and that it is very important for him to look up all the Scriptures.

Physical Details of the Phone Follow-Up System

When placing literature at a flea market, audio-visual presentation, fair booth, etc., you can get people to leave their names, addresses and phone numbers by filling out one of these cards:

I WOULD LIKE THE FOLLOWING:	
_____	Include my name on your mailing list.
_____	A complete set of "Studies in the Scriptures" at \$6.00 per set.
_____	More information on the subject of _____.
_____	I would like to attend Bible studies.
NAME	_____
ADDRESS	_____
CITY/STATE	_____ ZIP _____
PHONE	_____

This is usually done after they have purchased the Volume or whatever, by asking them if they would like to be on our monthly mailing list, which is free of charge. Most people comply without hesitation.

Master mailing labels are then typed up from these cards. Our mailing list is on a computer system. Each label has an identifying code that tells us when and how the name was received. For example, SF82 means the name was received at the 1982 State Fair.

Next, the information is typed on cards for the Master Follow-up File:

Sam Smith	559-8201
28017 Hickory Leaf	
Southfield, MI 48076	
State Fair 82. Bought Vol. I.	

Preaching the Truth

(Quotations from Reprints, Scriptures and Volumes)

Truth should lead to humble service of Truth, not to idle curiosity to know the present and future which does not lead to service—or should we become listless and indifferent in the service of the Truth and have consecrated time on our hands, our adversary will find some convenient method of occupying the time and some plausible excuse for so doing, wherewith to silence the conscience—and to such a covenant-breaker will soon be sent a strong delusion because he is not a lover (server) of the truth.—R1356, 1 Cor. 4:1,2

“Preach the Word”—all of the Lord’s people are teachers as it is written, *“The Spirit of the Lord God is upon me, because he has anointed me to preach the good tidings”*.... The Christian washerwoman is to preach this message, so is the Christian businessman, and laborer and housewife, each according to his opportunities—and there are surely some opportunities for all.... *“Be instant in and out of season”* ... It is the chief business of our lives, to which life itself even is subservient, and hence, no opportunity for service must be laid aside.—R3210, 2 Tim. 4:2; Luke 4:18,19; Isa. 62:1,2

His one message was the good tidings of the Kingdom of God. This is still the good tidings...Jesus shows us the importance he attaches to every service we can render to the heavenly Father’s cause. He said to him, *“Let the dead bury their dead, but go thou and preach the Kingdom of God”* ... There are plenty in the world who can attend to the earthly things, few who can attend to the greater and more important work of proclaiming the kingdom and gathering the kingdom class—this is the most important work in the world, because it is God’s work. And those who engage in it are co-laborers with God...Is it not time for all Bible Students to awaken to the great privilege of preaching the same message that the Master and his appointed ones at the first advent preached?—R5370, Mark 1:38; Luke 9:59-62; Matt. 11:1

“And it came to pass afterward, that he went throughout every city and village, preaching and showing the glad tidings of the kingdom of God: and the twelve were with him.”—Luke 8:1

And so it is today, those who most cheerfully, most zealously forget self and earthly ambitions, aims and projects, and who most fully give themselves to the Lord and to his service, these may walk nearest to the Lord at all times.—R3334, Matt. 4:23; Acts 20:24

A mere intellectual assent to the truth of God, which does not lead to activity in His service, is not faith and can never overcome the world, nor secure the prize of our high calling.—R1720

To be really in His service involves:

1. The careful and continued study of God's Plan.
2. The imbibing of its spirit, leading;
3. To an enthusiastic zeal for its accomplishment and to activity to the extent of our ability in its service, at whatever the cost or sacrifice it may require.—R5970

Diligently and patiently we must submit ourselves to all the transforming influence of Divine grace and truth; and then, loyally and faithfully, we must devote our consecrated talents, however few or many, to the great work of preaching this Gospel of the Kingdom to all who will hear.—R3149

... *“Whosoever shall confess me before man, him shall the Son of man also confess before the angels of God; But he that denieth me before man shall be denied before the angels of God.”—Luke 12:8,9*

If the Household of Faith demands all of our time when we have opportunity, we may be doing nothing for the lost sheep, but only helping to perfect those the Lord already has found.—R5428, Gal. 6:10

Every true disciple has often found that the work he took up painfully from a sense of duty, became to him a source of special joy. On this path are the shining footprints of the Master.—R997

As all of the disciples then prayed this prayer, and got opportunity to engage in some part of the harvest work, so now all true disciples should be praying this prayer, and should be expecting and utilizing opportunities for service.—R2635,6; Matt. 9:36-38

Not only have thousands been permitted to hear the Good Tidings, but the brethren who have given the exhibitions and have conducted the follow-up work, have received great blessings in their own hearts as a part of their reward for faithfulness to their opportunities.—R5787

When the privilege reaches us it becomes an opportunity for demonstrating to the Lord our zeal for him, for his truth and for the household of faith.—R5471, Psa. 40:9

“And he that repeat receiveth wages, and gathereth fruit unto life eternal; that both he that soweth and he that reapeth may rejoice together. And herein is that saying true, One soweth, and another reapeth. I sent you to reap that whereon ye bestowed no labour; other men labored, and ye are entered into their labours.”—Jn. 4:36-38

Any carelessness on our part, or any cessation of activity in the service of the truth while opportunity yet remains, would in our estimation be a great mistake. If we are loyal, the Lord will give us far great opportunities in the future—the blessing of all the nations, all the kindreds, all the families of the earth.—R5761, I Thess. 2:2-4

If all the consecrated were busily engaged in putting on the armor of God, and in proving it by actual use in zealous endeavor to herald the truth and to help others to stand, there'd be no time left for even good reform work.—R5045

God has full power to open ways and means before us whereby we may engage in His service, if He be willing to accept of our service, if we find favor in His sight, if our prayers of lips and of heart go up before him as a memorial.—R3664

All who have received the truth in the love of it will be glad to let their light shine to the glory of God and the blessing of others. If the glorious message of the Lord has filled our own hearts and blessed our lives, we shall rejoice to carry the living waters to other thirsty souls.—R5497

So we are to tell forth this glorious message. We are to tell it in our actions, in our words, by the printed page, by pictorial presentations to the eye, and in every way that the Lord shall give us the opportunity. If through fear of persecution, of losing prestige in the eyes of men, for love of ease, or for any reason whatever, we should fail to give forth the Message of God, it will be taken from us and given to one who is worthy. The Lord is seeking those who are valiant for Him, for righteousness, for truth. If we prove ourselves weak, we are not fit for the kingdom.... If we refrain from telling the glad tidings, the results will be that the fire of God's Holy Spirit will become extinguished within us.... The possession of the truth—God's message—brings with it great responsibility.—R5489, Acts 4:29

Tests of our loyalty will continually come. The flesh will be inclined to rebel strongly at times. The questions will present themselves: Are you willing to confess Christ? Are you ashamed to own his name before the world, or do you esteem this your chiefest honor? There will be temptations to be discouraged. Our weaknesses will rise up before us, and the adversary will take advantage of these circumstances to further dishearten us.—R5497

"Then said I, ah, Lord God! Behold, I cannot speak; for I am a child. But the Lord said unto me, Say not, I am a child, for thou shalt go to all that I shall send thee, and whatsoever I command thee thou shalt speak. Be not afraid of their faces; for I am with thee to deliver thee, saith the Lord. Then the Lord put forth his hand and touched my mouth. And the Lord said unto me, Behold, I have put my words in thy mouth."—Jer. 1:6-9

All of the Lord's people filled with His spirit must be engaged in this work in some manner; ...Therefore, let each one who has tasted of this grace of God be forward to avail himself to his utmost in using his privilege of being a co-laborer with his Lord.—R2490

But by God's grace we will continue to bear witness to the truth until the dark night comes "*wherein no man can work*" should our lives be spared till then.—R5898, *John 9:4*

To make our studies of the Divine Plan as profitable as possible, we should spend as much time daily in dispensing the truth to others as we spend in seeking to feed ourselves and Christian experience proves the truth of the words of scripture, "*He that watereth shall be watered also himself,*" so that gradually the servant of the Lord will become more and more interested in handing forth the truth to others and finding that his own growth in knowledge and in grace came either in preparing to dispense the truth to others or while dispensing it to them. A state of lethargy, indolence, etc., respecting opportunities for presenting the truth to others, is a sure indication of spiritual poverty. "*Not slothful in business, fervent (warm, zealous) in spirit, serving the Lord.*"—R2488, *Prov. 11:25; Rom. 12:11*

Those who love the present life close their lips and refrain from speaking his loving kindness, but those faithful to their covenant, and appreciate the Lord's favor, as "*better than life,*" will show forth His praise at any and every cost of an earthly kind.—R2853, *Psa. 63:3*

What was this (St. Paul's) dying charge? It was that Timothy should be diligent, zealous in preaching the Word of God, that considerations for his own convenience should be entirely set aside and every opportunity for declaring the message of God's love in Christ availed. What an encouragement is here for the very humblest of God's people, not by intellectual or physical strength, not by wonderful works, not by anything that we can do or have done for the Lord, His cause, and His people, are we to hope for eternal glory, but simply with the Apostle we are to seek to use what talents we do possess and what opportunities the Lord provides for us, faithfully.—R2229,10; *2 Tim. 4:5,17*

To what extent are we each and all zealously using the opportunities which the Lord has put in our power to glorify His name and bless our sin-sick neighbors, not only by telling them about Jesus and His wonderful words of life, but to what extent are we additionally helping them to come to Him? These are various ways in which we may assist, by word, by letter, by invitation to meetings, etc....—R3315

God blesses the messengers of his glorious truth as they dispense it to others. He that watereth others is more abundantly watered himself than if he attempted to merely sponge, or absorb the truth.—B90, *Prov. 11:25*

In whatever department of the Lord's service he is pleased to open the door of opportunity to us, we should enter it promptly and with energy—with zeal for Him and for the Cause to which He has called us. This is the one condition of our acceptableness with Him...Let us more and more appreciate what a privilege we enjoy in being co-laborers together with God.—R2888

Our faithfulness in witnessing to the Lord shall be the test of our worthiness to be members of His glorified body.—R3478

Let us prove ourselves jewels of rarest value, diamonds indeed, heartily receiving and beautifully transmitting to others the light of truth.—R3104

Eventually victory shall be ours, for *“Truth is mighty and shall prevail.”* It is ours to use the opportunities granted us as wisely and efficiently as possible. It is God’s part to overrule the work and bring ultimate victory and blessing to the worthy.—R1750, *1 Cor. 3:5-9*

Whether it was at the beginning, or now at the close of the age—the time of the reaping—it is all one work, and there is the one purpose being served, the gathering of the elect...we are laborers together with God.—R5302

All the Lord’s people are ministers, servants of the truth, and each should seek to use every opportunity presenting itself, knowing not which may be specially prospered of the Lord...these must not, cannot, keep silence nor put their light under a bushel. If they do, it means the extinguishment of their light, the stoppage of their growth, and preserved in this would ultimately mean to them destruction in the second death.—R2965,6; *Luke 9:26; Rom. 10:9,10*

Whoever therefore understands this real Gospel, and appreciates his own ordination to preach it, must necessarily feel unhappy if he should be hindered from preaching it. Some can preach in several ways, others can preach in very few ways, but all can preach it some way. The more we do—the more happy we should be.—R5893

“For though I preach the gospel, I have nothing to glory of for necessity is laid upon me; yea, woe is unto me, if I preach not the gospel!”—1 Cor. 9:16

Let us more and more use our time, strength, talents, joys, etc., in relieving the poor world of its mental distress.... As it will be God’s great work in the future, through Christ and the Church, to wipe away earth’s tears, let us chase away some of those fears at the present time.—R5214

True sanctification of the heart to the Lord means diligence in His service, a declaration of the good tidings to others, the building up of one another in the most holy faith.... If you have been seeking opportunities of service and have found none, there must be something wrong; you may have been seeking some special service of your own preference (your old will meddling with your newly adopted will—the Lord’s).—R5127

“Then I said, I will not make mention of him, nor speak any more in his name, but his word was in mine heart as a burning fire shut up in my bones, and I was weary with forbearing and I could not stay.”—Jer. 20:9

The Gospel in print is doing many times more good than the Gospel by voice in the present harvest, but the latter introduces and supplements well the former and the two together are preferable to either alone.—*R1650*

Then let all who know the truth be active in its spread; if you cannot preach orally perhaps you can preach privately, to your friends or neighbors—by printed page or pen or word, as well as by your consistent daily conduct. Those about you need whatever help you can give, and if they do not get it, many of them surely will drift into these latter-day delusions of Satan.—*R1644, Acts 5:42*

Similarly, all of the Lord's followers are to bear witness to the truth—the truth in respect to God's character and plan.... It is such witness to the truth that is to cost all the true followers of Jesus their lives in presenting themselves living sacrifices.... Let each one who hopes to be a joint-heir with the Prince of Life in the Kingdom witness to the truth.—*R2472, John 18:37*

"He that hath an ear to hear, let him hear." Tell him the good tidings no matter in what form they must be presented, no matter how intolerable the conditions. The important thing is that if we will, the Lord will bless us in ministering it to them.... Let us be on the alert to give to all who are hungering and thirsting the blessed food which has so greatly refreshed and strengthened us. If they do not get it, they will faint by the way as they go looking for other provisions. We have the very thing which all of the household of faith need, without it they cannot maintain their standing.—*R3334, Matt. 10:8*

Let us remember, too, while using all the wisdom we can in this service, that the Lord's object in giving us a share in his work is not so much what we can accomplish as in the blessing that the labor will bring upon us.... The Master knoweth them that are his, and that he appreciates every sincere effort made to serve his cause and to lay our lives down on behalf of the brethren, will give courage and strength to those who otherwise might faint by the way.—*R2811*

Each one blessed by the truth should feel it is his privilege as well as his duty to serve it and his fellow pilgrims to the heavenly kingdom. He whose heart does not burn with a desire to tell the good tidings either has not learned it or else has received only its letter and not its spirit. But all should remember the Lord's caution, *"Be ye wise as serpents and harmless as doves," Matt. 10:16* and the Apostle's admonition to speak the truth in Love. Such efforts for those who are yet in darkness are well supplemented by weekly gatherings for prayer, praise and interchange of testimony by those who have emerged into the marvelous light of Present Truth.—*R1709*

Are the saints inclined to boast of their self-denials or service? Let them reckon the matter carefully and see how little the most energetic is able to accomplish, and then doubtless with shame many will confess how little of all they desired to accomplish they have been able to render unto the Lord.—*R3842*

As iron sharpeneth iron, so our energies on behalf of others bring blessings to ourselves.—*“The New Creation” p. 137*

Activity in the Lord’s service to the full extent of our ability or talents is what the Lord has a right to expect of all who profess to be his servants, and it is what he does expect. Therefore, if you have but one talent, do not bury it, but cultivate and use it, do what you can, and all you can, in the great work to which we have already consecrated our lives.... Let all who would run the race successfully look well to their zeal and activity in the Lord’s work.... Faithfulness implies activity.—R3696

“I am the vine, ye are the branches, he that abideth in me, and I in him, the same bringeth forth much fruit, for without me ye can do nothing.”—John 15:5

But think not that the giving will end with the giving of the needful time and energy to this study; it will not. The sincerity of your sacrifice of self will be tested in full, and will prove you either worthy or unworthy of membership in that *“little flock”* the overcome Church, which will receive the honors of the kingdom. If you give diligence to the Word of God and receive its truths into a good, honest, consecrated heart, it will beget in you such a love for God and his plan, and such a desire to tell the good tidings, to preach the gospel, that it will become the all-absorbing theme of life thereafter.—*“The Divine Plan of the Ages,” p. 347.*

He who serves from love, and according to his opportunities for sacrifice, will have his opportunities enlarged and his talents increased.—R1714

All can suffer who will, and all will suffer who have been begotten of the truth and are not ashamed of the Lord, the brethren, and the truth.—R1783, 2 Tim. 2:12; 2 Cor. 4:17; Rom. 8:17.

A call to the Lord’s service comes through the truth and our acceptance of it. Whoever has the Lord’s spirit must feel interested in all of the Lord’s work, and feel called upon to do anything and everything in his power to forward the same.—R4001, Matt. 28:18-20

Not that the truth will fail without our effort, but that we need to make the effort on behalf of truth for our own development in grace.... Some can labor in a special manner but one hour a day, some more, all can let a general halo of light shine from the daily walk before their fellow Christians and the world, but not without overcoming the obstacles and besetments with which the adversary is sure to attempt to hinder you.—R758

Those whose hearts are really and fully consecrated, if they find a wincing of the flesh when an opportunity for sacrifice offers, will be put on guard thereby to see that their human will, pride, love of self, and ease, etc....are more fully crucified to the death.—R1334

If you are doing all that you can do, be glad and rejoice, even though that all be miserably small, even in your own estimation. It is the will and effort to DO and to BE that our Redeemer regards with loving favor.... Our Lord does not despise our feeblest efforts when prompted by warm, overflowing hearts...as a sound faith is for the purpose of leading to good works, so the activity of service is necessary to continued purity of faith.—R1440

“We having the same spirit of faith, according as it is written, I believed, and therefore have I spoken; we also believe, and therefore speak.”—2 Cor. 4:13

Some words of direction:

Many of the workers tell us that they are encouraged and indeed surprised to find some fruit of their labors where they had not expected it.... Some have had the “Tower” in their hands repeatedly without having their attention riveted and their interest fully awakened, who, by and by, were wonderfully aroused and blessed.... “Be wise”—you must be neat and respectable in appearance, kind, interesting and dignified in your language and manner, leaving no doubt in the minds of those you meet that your service is from your heart, and rendered to the Lord.... Do not be discouraged. You will daily learn better how to awaken and interest the sheep. At first you may frighten the sheep only and have little success, but *“Study to show thyself approved unto God,”* pray for help and let the Master’s voice speak more and more in all your words and looks and deeds, and soon you will be used to bless and feed some.... But not in too great haste; wherever you find a hearing ear, give it plenty of time and call back repeatedly to assist.—R824

“Be ye wise as serpents and harmless as doves.” The Apostle Paul speaking along this same line of the wisdom he used in presenting the Gospel tactfully, says, *“Being crafty [wise] I took you with guile”*—with bait.... Their mission was to catch men with the glorious hopes and prospects of the Gospel, to bring them into such relationship with the Lord that they would fully and gladly surrender their all to Him. And this is the same course that is properly before the Lord’s representatives today.—R3307,8; *Matt. 10:16; 2 Cor. 12:16; Matt. 4:19.*

The more genteel your appearance and graceful and loving your manner, the more will your printed testimony count with your auditors.—R2457

Those who have purchased often need merely a wise call and an invitation to attend the class of Bible Students, thus their interest in Present Truth is fanned into a flame—a zeal for God and for the Truth concerning His Plan.... Classes willing to undertake this campaign of visiting will be supplied with cards showing the addresses of fellow-citizens who have written or who have purchased books within a year or two...giving us the names of those who will participate with assurances that they will be discreet and not seek to bore the people to buy the books if they do not wish them when brought to their attention.—R5819

And so we find it with ourselves and others today; whoever is truly thankful to the Lord and offers Him praise, remembering His benefits, will seek to render substantial thanks also in deeds that will be acceptable and Pleasing to the Lord.—R2551

We all see the issue squarely. Let us each resolve that by the Lord's grace we will yet hear His voice declare of us, as members of his bride—“*she hath done what she could.*” This will mean more energetic and more persistent service.—R3296, Mark 14:8

If you at one time tried the work and failed of success, put yourself under our present instructions and you will surely succeed.—R3741

There are other classes which need to wake up, to take note of Brethren having some ability, and to encourage them to use their time and strength in the class extension work.—R5131

We are to exercise our function of ambassadorship—we are to show forth the praises of him who hath called us out of darkness into his marvelous light. And, in telling the message of his grace, we shall grow spiritually. “He that watereth shall himself also be watered.” As we proclaim the truth from an honest, earnest, loving heart, we shall become more and more filled with it ourselves. “There is that which scattereth and yet increaseth; and there is that which withholdeth and it tendeth to poverty”—to leanness of soul. As we give out to others, our own store of blessing is increased. We are to develop day by day this quality of love.”—R5720, *Prov. 11:24*

And our Lord warns us of the necessity of letting our light shine continually, saying, “*If the light that is in thee be (become) darkness, how great is that darkness!*” both to the individual soul in whom the light has gone out, and to the world, from whom the light is thus obscured. Satan achieves no greater triumph than when he seduces a soul which was once enlightened and sanctified by the truth. The influence of such an one for evil is more than doubled. “*Let him that thinketh he standeth take heed lest he fall,*” and remember that to put his “*light under a bushel*” is a sure step toward darkness.—“*The Atonement Between God and Man,*” p. 294.

Please consider the following references in the “*Convention Report Sermons,*” pp. 22, 30, 308.

And this is all we can say; the only hope we can hold out is that no man ever labored for our Master who will not receive abundantly more than he could ask or expect. And then we know that some of the places in the work will be vacated by reason of some not continuing faithful, and that the crowns of reward set apart for such will be given to others who, by faithfulness and self-sacrifice, prove themselves worthy of the work and the reward.—“*Thy Kingdom Come,*” p. 224.

Telephone Follow-Up

In the past, our ecclesia did not give a great deal of thought to how the many aspects of witness activity should relate to and complement each other. We simply went to work without questioning whether the particular aspect of the work we were engaged in was as productive as it could and should have been.

We are reminded of something Br. Russell said in this regard, though this is not an exact quotation: “The approach to the Lord’s work changes. The Apostles went from village to village seeking the wheat, but we would not think of using that method today. We can accomplish much more through the printed word.”

We understand what Br. Russell’s point was. As times and circumstances change, we can change with them, or continue using outdated and unproductive approaches to the Lord’s work. The questions are, have the times and circumstances changed and, equally important, if they have changed, how does this affect our approach to the Harvest work?

Let’s take the first question. We believe times have changed since Br. Russell’s day. In his day, this country had a great deal more spirituality and reverence for God than today. This being true, we can understand why colporteur and tracting, two very important aspects of the work in his day, were engaged in to the extent that they were.

In his day, one out of every three or four homes may have been Christian. We can see that under such conditions, tracting or colporturing would have been very effective. However, contrasting that with our day, when perhaps one out of every fifteen or twenty homes would show any degree of interest in the Lord’s Word, where spirituality is close to non-existent, we can begin to appreciate why a day spent in such activities would not be as spiritually profitable as we would hope.

Now we know that we are not at this late date going to have the results that were obtained in the earlier days of the Harvest, but we believe there is still plenty of work to be done, with very rewarding results—to the laborers, to the ecclesia, and to those we find—the one here and the one there.

Addressing the second question, “How does this affect our approach to the Harvest work?” we see that time is a very limited resource that should be used as efficiently as possible in the Lord’s work. When we find some witness methods that are more effective than others, we should utilize them. We will then be working productively and not merely spinning our wheels.

With the foregoing in mind, we would like to suggest some thoughts along a line of activity in the Lord’s service that has, by the Lord’s grace, seemed to bring our class good results in the Harvest work.

The Bible Students of Southeast Michigan have been engaged in this work testify that it has added a whole new dimension to their spiritual lives, deepening their consecrations, and making the Truth more meaningful and precious. We thank the Lord for the opportunities that have opened up through this activity and for the blessed results of class growth, individual growth, and the new brethren found.

Telephone follow-up fits into an overall system of witness work. Experience has shown that there must be an orderly, planned approach to the activities of the class for the best possible results.

First of all, what is it that we want to accomplish? That's easy. We want to find the last members of the body of Christ. That's the end result. But now the difficult matter is, how do we find them? When we think about it, that's why we have "For This Cause" showings, or other public meetings, class mailings, etc. All of these activities are carried out with the hope that someone will respond and come into Present Truth.

Some indeed have come into the Truth from these activities and endeavors. But think about it for a moment...those who have come into the Truth in this way have done so because they have been strong enough spiritually to take the initiative; their spiritual senses have been keen enough to perceive the Truth and to respond. However, there is another class, in and out of Babylon, who are not so strong, with spiritual senses not so keen, who will not be able to make the journey without our help.

The Lord has shown us that public meetings and witness activities are not the end of our responsibility, but only the beginning.

We have come to realize that having fair booths, public meetings, etc., serve one purpose, and that is to enable us to come in contact with those who claim to be Christians. These are the ones we are looking for. Those who come to public meetings, respond to tracts, etc., have identified themselves as being Christians or being interested. This is the first sifting work—separating Christians from non-Christians—and these become prospects for the Truth.

The next step is to obtain the names, addresses, and phone numbers of these interested people and put them on a monthly mailing list to receive letters on different Scriptural subjects. The monthly letter serves the purpose of allowing us to give the truth to them on a frequent, regular basis, and it also gives them the opportunity of sending in for additional literature. Some respond to this positively, thus indicating greater interest in the Truth. Some don't like the message and ask to be removed from the mailing list. This is a further sifting work.

After we put the names on the mailing list, we are ready for phone follow-up. Up to this point our privileges of service have been of a more physical nature—preparing the monthly letter for mailing, arranging for public meetings, etc., but with the phone follow-up comes the real blessing of personally witnessing to the Truth.

In talking hours each week to those who question us on so many aspects of the Truth, we must be able to give Scriptural answers. This activity presses us to pick up on personal study so that we can be prepared to give a “thus saith the Lord” for our doctrinal positions. As can be imagined, the effect on the class, with the brethren studying and discussing witness opportunities, questions that have arisen, etc., is a very sanctifying one. The brethren feel closer to the Lord and to one another.

We have noticed that if we start with twenty names, after about a month perhaps ten people will not want further contact. Of the remaining ten people, perhaps we will have further conversations with seven, but those will also drop off one by one. However, a few of those original twenty names (maybe three) will rise to the top like cream.

The next step is to set up a personal meeting with them. We suggest a restaurant, which is neutral ground, so that we can get acquainted personally. At this meeting the person can get a look at us and reassure himself that we seem to be normal. This usually makes people more relaxed and receptive. We do not try to bring more than one prospect at a time to these meetings. When we have tried to bring several interested people together at one meeting to economize on our own time, there have usually been various negative results. (1) Someone feels neglected—most people need a lot of individual attention at first. (2) People outside the Truth movement generally do not mix very well with strangers. (3) If one of the prospects turns out to be opposed, he can put stumbling-blocks in the way of others.

If this personal get-together goes well, we might ask the person if he would like to have a personal study at his home or ours. We don't try to bring people out to regular class studies immediately. There is no control over what is said in the study, and if controversial subjects such as the Lord's presence, the Trinity, etc., come up, the new interest may be scared away. Having personal studies with people makes it possible to prepare them to understand more of the Truth in a way that won't choke or stumble them. It is time-consuming, especially when the Lord so arranges that we have several of these studies a week, but this is where we grow and develop. We have learned to be patient and to resist the urge to push people out to meeting too fast. When we start to feel tied down, we know it's just the flesh hurting, and it gives us an opportunity of killing it, and showing the Lord our love.

Some will take you up on the offer of a personal study, but then drop off after a while. Others will continue to have studies with you, and after four or five months you can invite them out to the class studies. Even if they begin attending class regularly, it is very beneficial to continue to have personal studies with them for quite a while until they become grounded.

To give some indication of how this has worked here, it is not uncommon for the ecclesia to have visitors regularly. There have been meetings where there have been as many as three visitors present at one time. Some merely pass through, but when one shows that he is good ground and begins to bring forth fruit, what a blessing!

In conclusion, we would say that for every person who comes into the Truth mainly on his own, with little effort being put forth by us, three more might find and appreciate the Truth if we would put forth the extra effort required to find and nurture them. At least we have found that to be true here, and if it is true here, it seems reasonable to suppose that it would be equally true elsewhere.

Tips on Phone Follow-Up

Following are some suggestions on how to approach phone follow-up:

1. Before calling, sit down and review the information you have on the person to be contacted. Plan beforehand what it is you want to accomplish. For instance, if the person has received a First Volume, your object would be to inquire if he had read it. One of two answers will be forthcoming: "Yes, I have," or "No, I haven't." In planning the call, anticipate both answers and how you will respond to either one. Additionally, try to anticipate the direction the conversation will take thereafter.

If the person has read the book, the logical question to ask would be, "What did you think of the book?" From that point on, you want to probe with well-selected questions to determine whether he briefly skimmed, or read in detail. Did he understand what he read? Does he have any questions? Etc. If the reply is that he has read the book, but disagreed or didn't like it for one reason or another, again, probe. Don't just give up. Sometimes you can redeem the situation by clarifying some point he may have misunderstood.

What we are emphasizing is to pre-plan the call. Don't just call without thinking and then become disoriented on the phone. As you become more familiar with this approach, you will become more confident and this pre-planning will become second nature. Don't get discouraged.

2. Remember that you will be talking to all kinds of people. Some of them will want you to do all the talking, and you will have to use questions to bring them out. Your questions should be of the kind that won't bring a "yes" or "no" answer. An example of a dead-end question would be, "Did you like the book?" They can merely answer "yes" or "no," and that tells you very little. You can receive much more information and generate more discussion by asking the question like this: "What did you think of the book?" Now they can't give you a "yes" or "no" answer. However, occasionally some people will simply say that they thought the book was "nice." In that case, you can press a little harder and ask, "What was it about the book that you liked?" "What did you think of the concept of the earthly kingdom?" "What did you think about the two salvations?" etc.

You want to get them to elaborate so that you can pick up on some of the things they communicate to you. In this way they have to think more deeply, and you accomplish two things: (1) You begin to understand them and how best to present the Truth to them, (2) They begin to communicate with you more freely.

Sometimes when the person hasn't read the book, it is a little hard to get a conversation going. What you can do in that case is to ask the person if he knows where the book is and suggest that he gets it while you wait.

When he comes back with the book, you can then go over some of the highlights, just as though you were placing it with him all over again. Then you can conclude by saying "Bob, why don't you start reading the book. Write down any questions that come up, and if it's OK with you, I'll call back in two or three weeks and we can talk about them."

Most people will agree. If the person doesn't have the Volume, tell him about it, how helpful it is, etc. Tell him you will send him one and get back to him after he has had a chance to read some of it.

Some people will volunteer readily, and you will have nice discussions with them. In any case, listen to what people tell you. If you are alert, you can pick up on things they say, allowing you to witness to them more effectively.

3. After the phone call, take a few minutes to reflect on it. Ask yourself, "How did I come across? Was I responsive to him? How well did I present the Truth? Did I answer his questions, or did I stumble around for answers? Was it apparent that he was talking to someone who knew the Bible?" Put yourself in his place and suppose you had just received your own call. Ask yourself what you could have done to make the call a better witness. You'll be surprised at how beneficial this will be on subsequent calls.
4. Remember that what you are trying to accomplish in phone follow-up is the identification of Christian people who are serious about their faith. When you identify one of these, your next step is to lay the groundwork for future telephone conversations. In doing this, don't tell them everything you know all at once—far better to give the person a little at a time. He will be more receptive to your next call, and you won't choke him with more spiritual food than he is capable of digesting. The idea of a steady, regular diet of spiritual food over the phone should be understood as the procedure. We have to be patient with people and realize that we are developing them and weaning them away from many errors they have been familiar with for a long time.
5. Both in your telephone conversations and if personal studies eventuate, be regular—regular—regular. If you say you will call back in a week, do so. If the studies are on Saturday, conventions, etc., will often conflict with them. Don't cancel the study for everything that comes up. They may cancel the study from

time to time, and you don't need to double the cancellations. If you do, the study will never take on any continuity and will be almost sure to die. Deny yourself; put yourself out for them. If you miss part of a convention you will be compensated for it by the spiritual reward of sharing the Truth with others not so blessed.

6. In phoning especially, and in study, be enthusiastic. We are presenting the greatest message in the world. If your enthusiasm doesn't come through, you are not giving people any reason to read your literature or to study with you.

Example

HELLO. MAY I PLEASE SPEAK TO _____. (PERSON COMES ON THE LINE.) HELLO, MY NAME IS _____, AND I REPRESENT THE BIBLE STUDENTS OF SOUTHEAST MICHIGAN. YOU RECENTLY REQUESTED A COPY OF _____, AND I'M CALLING TO SEE IF YOU'VE RECEIVED IT. (WAIT FOR ANSWER.)

HAVE YOU STARTED READING IT YET? (HIS ANSWER.) IF HE SAYS HE'S READ IT, ASK WHETHER HE'S READ IT IN DEPTH OR JUST SKIMMED OVER IT. THIS IS A DIRECT QUESTION TO DETERMINE FOR YOURSELF WHETHER HE UNDERSTOOD WHAT HE READ AND WHETHER HE GOT THE GENERAL MESSAGE OF THE BOOK.

TELL HIM WHAT APPROACH TO STUDY THE VOLUME TAKES (TOPICAL). EXPLAIN WHAT TOPICAL STUDY IS. USE THE EXAMPLE OF JESUS TALKING TO HIS DISCIPLES ON THE ROAD TO EMMAUS AFTER HIS RESURRECTION—"AND BEGINNING AT MOSES AND ALL THE PROPHETS, HE EXPOUNDED UNTO THEM IN ALL THE SCRIPTURES THE THINGS CONCERNING HIMSELF."—LUKE 24:27

TELL HIM HOW MUCH THIS KIND OF STUDY HAS HELPED YOU. BE ENTHUSIASTIC. LET HIM KNOW HOW MUCH YOU VALUE THE VOLUME[S] AND HOW NO CHRISTIAN LIBRARY SHOULD BE WITHOUT IT [THEM]. INFORM HIM OF THE CIRCULATION OF VOLUME I (OVER 8,000,000 IN 1916).

KEEP THE CONVERSATION GOING. REMEMBER, BE ENTHUSIASTIC AND FRIENDLY. GIVE HIM TIME AND PLACE OF MEETINGS. REMEMBER THE OBJECTIVES OF THE CALL:

1. GET HIM READING THE VOLUME.
2. OPEN THE WAY FOR A FRIENDSHIP WITH REGULAR TELEPHONE CONVERSATIONS WHERE PROGRESS IN HIS READING OF THE VOLUME CAN BE ENCOURAGED AND ASCERTAINED. LET HIM KNOW WHEN YOU ARE GOING TO CALL BACK (COUPLE OF WEEKS OR A MONTH).
3. WE SHOULD ENDEAVOR TO SET UP STUDIES AFTER A WHILE WITH THE ULTIMATE PURPOSE OF GETTING HIM TO THE MEETINGS.

BE REGULAR AND DEPENDABLE.....DON'T LET DOWN!!!!

Nature of Personal (Extension) Studies

It is very important that we don't have long, drawn-out random discussions that might seem to be profitable, but are not nearly as beneficial as a *First Volume* or *Tabernacle Shadows* study. Usually people are not familiar with Scriptures and Bible Student terminology, so discussions nearly always confuse them or than help them. This is why a structured *Volume* or *Tabernacle Shadows* study is so beneficial. We are giving them private tutoring along lines that beautifully harmonize the Scriptures, showing an overall plan in a way they can understand. In no other way can these personal meetings be so profitable.

The *Tabernacle* study has proven to be a very stimulating study for newly-interested people, though at first we might think it would be too deep. The benefit seems to be that it immediately gets into the meat of God's Word and shows the plan of salvation.

If the *First Volume* is used, the first three chapters can be read by the person privately, and we begin the extension study with Chapter 4.

Bringing in extra Scriptures that directly relate to the study is a good idea. It makes the study more interesting and gives the person confidence that we are familiar with the Bible.

Individual Experiences in Receiving Phone Follow-Up Calls

1. How You Were Found

A. WHAT WAS YOUR INITIAL CONTACT WITH THE TRUTH?

I started receiving the monthly letters from the class.

2. Background

A. WHAT WAS YOUR RELIGIOUS BACKGROUND (DENOMINATION, ETC.)?

Lutheran

B. WHAT DEGREE OF INTEREST DID YOU HAVE IN YOUR FAITH?

A lot of interest. I joined the church when I was a child.

C. WERE YOU SATISFIED WITH YOUR CHURCH?

Somewhat.

D. WERE YOU SATISFIED WITH THE DOCTRINAL BELIEFS OF YOUR DENOMINATION?

I was not familiar with them. When I learned of them I did not believe that that was what we were supposed to believe, because I didn't.

E. WERE YOU A REGULAR ATTENDANT OF YOUR CHURCH?

Yes.

3. Personal Experience between Initial Contact with the Truth and Regular Class Attendance

A. WHAT WAS YOUR INITIAL REACTION TO BEING CONTACTED BY PHONE?

Skeptical, cautious, leery, mistrusting. Enjoyed the conversation, though, and found it very enlightening and informative. I was very impressed with the Scriptural knowledge.

B. HOW MANY TIMES WERE YOU CONTACTED BY PHONE?

Numerous times.

C. DID THESE CALLS INSPIRE YOU TO READ THE TRUTH MATERIAL YOU HAD RECEIVED?

I read the monthly letters before being contacted by phone. I didn't read the First Volume until after personal meetings were started.

1. WOULD YOU HAVE READ THIS MATERIAL ON YOUR OWN WITHOUT THIS PERSONAL ENCOURAGEMENT?

No.

D. DID THE PERSON WHO CALLED YOU SAY ANYTHING THAT GOT YOU THINKING ABOUT THE SCRIPTURES OR YOUR RELATIONSHIP TO THE LORD?

What really inspired me was the film, "For This Cause."

E. WHAT HAPPENED AFTER THE PHONE CONTACT? WERE PERSONAL MEETINGS STARTED WITH YOU?

Yes.

4. Progression of Personal Development to Further Responsibility

A. HOW LONG A PERIOD ELAPSED BETWEEN THE TIME YOU WERE FIRST CONTACTED AND WHEN YOU STARTED TO COME OUT TO THE REGULAR MEETINGS?

Seven months.

B. WHAT WAS YOUR INITIAL IMPRESSION OF YOUR FIRST CLASS MEETING?

That these were just ordinary people who could have been sitting next to me in my own church. Overwhelmed.

C. DID THE CLASS MEETINGS OVERWHELM YOU, OR DID YOU UNDERSTAND THE SUBJECT MATTER BEING PRESENTED?

I understood some of it because of our personal studies.

D. DID YOU FEEL THAT HAVING PERSONAL STUDIES BEFORE ATTENDING CLASS MEETINGS WAS BENEFICIAL AS A PREPARATORY STEP TO CLASS STUDIES?

Yes—could have had more, though.

E. DID THESE PERSONAL STUDIES MOTIVATE YOU TO COME OUT TO THE REGULAR CLASS MEETINGS?

Yes.

F. WERE PERSONAL MEETINGS CONTINUED WITH YOU AFTER YOU BEGAN COMING OUT TO CLASS?

Yes.

1. IF SO, WHAT VALUE WOULD YOU PLACE ON THEM?

Highly valuable, because I like receiving individual attention in a non-threatening environment.

2. WOULD YOU HAVE CONTINUED TO COME OUT TO CLASS WITHOUT THESE PERSONAL STUDIES?

No.

5. Current Status

A. HAVE YOU MADE A CONSECRATION?

Yes.

1. IF SO, HOW LONG HAVE YOU BEEN CONSECRATED?

A month.

B. HAVE YOU BEEN ACTIVE IN WITNESSING?

Yes.

C. HAVE YOU BEEN USED OF THE LORD IN BRINGING ANYONE INTO THE TRUTH?

No.

6. Individual and Ecclesia Responsibilities in Follow-Up

A. IN RETROSPECT, WHAT COULD THE PERSON WHO CONTACTED YOU HAVE DONE DIFFERENTLY TO HAVE BEEN MORE HELPFUL TO YOU?

Everything was fine, but more of the Brethren in my initial meetings would have helped.

B. HOW ABOUT THE CLASS? (SAME QUESTION AS ABOVE.)

Could have had more books available at the meeting instead of one person having to bring them all.

7. Additional Remarks

1. How You Were Found

A. WHAT WAS YOUR INITIAL CONTACT WITH THE TRUTH?

The State Fair in Michigan.

2. Background

A. WHAT WAS YOUR RELIGIOUS BACKGROUND (DENOMINATION, ETC.)?

I was a Presbyterian, a Lutheran, and a semi-Catholic.

B. WHAT DEGREE OF INTEREST DID YOU HAVE IN YOUR FAITH?

Obviously not to a great degree.

C. WERE YOU SATISFIED WITH YOUR CHURCH?

No way.

D. WERE YOU SATISFIED WITH THE DOCTRINAL BELIEFS OF YOUR DENOMINATION?

Not at all.

E. WERE YOU A REGULAR ATTENDANT OF YOUR CHURCH?

Sort of.

3. Personal Experience between Initial Contact with the Truth and Regular Class Attendance

A. WHAT WAS YOUR INITIAL REACTION TO BEING CONTACTED BY PHONE?

I was eager and a bit dubious.

B. HOW MANY TIMES WERE YOU CONTACTED BY PHONE?

Once.

C. DID THESE CALLS INSPIRE YOU TO READ THE TRUTH MATERIAL YOU HAD RECEIVED?

Pretty much.

1. WOULD YOU HAVE READ THIS MATERIAL ON YOUR OWN WITHOUT THIS PERSONAL ENCOURAGEMENT?

Yes.

D. DID THE PERSON WHO CALLED YOU SAY ANYTHING THAT GOT YOU THINKING ABOUT THE SCRIPTURES OR YOUR RELATIONSHIP TO THE LORD?

Yes.

E. WHAT HAPPENED AFTER THE PHONE CONTACT? WERE PERSONAL MEETINGS STARTED WITH YOU?

I went to a meeting. Yes.

4. Progression of Personal Development to Further Responsibility

A. HOW LONG A PERIOD ELAPSED BETWEEN THE TIME YOU WERE FIRST CONTACTED AND WHEN YOU STARTED TO COME OUT TO THE REGULAR MEETINGS?

I came out to the regular meetings almost immediately.

B. WHAT WAS YOUR INITIAL IMPRESSION OF YOUR FIRST CLASS MEETING?

I was confused.

C. DID THE CLASS MEETINGS OVERWHELM YOU, OR DID YOU UNDERSTAND THE SUBJECT MATTER BEING PRESENTED?

They overwhelmed me.

D. DID YOU FEEL THAT HAVING PERSONAL STUDIES BEFORE ATTENDING CLASS MEETINGS WAS BENEFICIAL AS A PREPARATORY STEP TO CLASS STUDIES?

I had no personal studies before coming out.

E. DID THESE PERSONAL STUDIES MOTIVATE YOU TO COME OUT TO THE REGULAR CLASS MEETINGS?

I had no personal studies until after I began to come out to the regular class meetings..

F. WERE PERSONAL MEETINGS CONTINUED WITH YOU AFTER YOU BEGAN COMING OUT TO CLASS?

Yes.

1. IF SO, WHAT VALUE WOULD YOU PLACE ON THEM?

A great deal of value.

2. WOULD YOU HAVE CONTINUED TO COME OUT TO CLASS WITHOUT THESE PERSONAL STUDIES?

Yes, most definitely.

5. Current Status

A. HAVE YOU MADE A CONSECRATION?

Yes.

1. IF SO, HOW LONG HAVE YOU BEEN CONSECRATED?

One year.

B. HAVE YOU BEEN ACTIVE IN WITNESSING?

To an extent.

C. HAVE YOU BEEN USED OF THE LORD IN BRINGING ANYONE INTO THE TRUTH?

Not yet; hopefully soon.

6. Individual and Ecclesia Responsibilities in Follow-Up

A. IN RETROSPECT, WHAT COULD THE PERSON WHO CONTACTED YOU HAVE DONE DIFFERENTLY TO HAVE BEEN MORE HELPFUL TO YOU?

Nothing.

B. HOW ABOUT THE CLASS? (SAME QUESTION AS ABOVE.)

They could have explained a few things in more detail such as business, ecclesia doings, voting and consecration.

7. Additional Remarks

It's been great and I love every minute of it.

1- How You Were Found

A. WHAT WAS YOUR INITIAL CONTACT WITH THE TRUTH?

Through an ad in *The National Enquirer*.

2- Background

A. WHAT WAS YOUR RELIGIOUS BACKGROUND (DENOMINATION, ETC.)?

Protestant. Attended St. Andrews Methodist, United Brethren, Ford Road Community Church.

B. WHAT DEGREE OF INTEREST DID YOU HAVE IN YOUR FAITH?

Very little. They always wanted money.

C. WERE YOU SATISFIED WITH YOUR CHURCH?

No.

D. WERE YOU SATISFIED WITH THE DOCTRINAL BELIEFS OF YOUR DENOMINATION?

No. I didn't like the hellfire and brimstone.

E. WERE YOU A REGULAR ATTENDANT OF YOUR CHURCH?

No.

3-Personal Experience between Initial Contact with the Truth and Regular Class Attendance

A. WHAT WAS YOUR INITIAL REACTION TO BEING CONTACTED BY PHONE?

A little uncomfortable.

B. HOW MANY TIMES WERE YOU CONTACTED BY PHONE?

Three times.

C. DID THESE CALLS INSPIRE YOU TO READ THE TRUTH MATERIAL YOU HAD RECEIVED?

No, I had read it already, but read it a second time after being contacted.

1. WOULD YOU HAVE READ THIS MATERIAL ON YOUR OWN WITHOUT THIS PERSONAL ENCOURAGEMENT?

Yes.

D. DID THE PERSON WHO CALLED YOU SAY ANYTHING THAT GOT YOU THINKING ABOUT THE SCRIPTURES OR YOUR RELATIONSHIP TO THE LORD?

Yes, I began to read more in the Bible.

E. WHAT HAPPENED AFTER THE PHONE CONTACT? WERE PERSONAL MEETINGS STARTED WITH YOU?

Yes.

4-Progression of Personal Development to Further Responsibility

- A. HOW LONG A PERIOD ELAPSED BETWEEN THE TIME YOU WERE FIRST CONTACTED AND WHEN YOU STARTED TO COME OUT TO THE REGULAR MEETINGS?

About three or four weeks.

- B. WHAT WAS YOUR INITIAL IMPRESSION OF YOUR FIRST CLASS MEETING?

Impressed, I found them studying and showing what the Bible says.

- C. DID THE CLASS MEETINGS OVERWHELM YOU, OR DID YOU UNDERSTAND THE SUBJECT MATTER BEING PRESENTED?

I understood pretty much what I was studying.

- D. DID YOU FEEL THAT HAVING PERSONAL STUDIES BEFORE ATTENDING CLASS MEETINGS WAS BENEFICIAL AS A PREPARATORY STEP TO CLASS STUDIES?

I did not have any personal studies before attending class, but would have found it beneficial.

- E. DID THESE PERSONAL STUDIES MOTIVATE YOU TO COME OUT TO THE REGULAR CLASS MEETINGS?

Not applicable.

- F. WERE PERSONAL MEETINGS CONTINUED WITH YOU AFTER YOU BEGAN COMING OUT TO CLASS?

Yes.

1. IF SO, WHAT VALUE WOULD YOU PLACE ON THEM?

A great deal of value in understanding the wisdom of the Father.

2. WOULD YOU HAVE CONTINUED TO COME OUT TO CLASS WITHOUT THESE PERSONAL STUDIES?

Yes.

5-Current Status

- A. HAVE YOU MADE A CONSECRATION?

Yes.

1. IF SO, HOW LONG HAVE YOU BEEN CONSECRATED?

About seven months.

- B. HAVE YOU BEEN ACTIVE IN WITNESSING?

As much as possible.

- C. HAVE YOU BEEN USED OF THE LORD IN BRINGING ANYONE INTO THE TRUTH?

Not yet, but hope to do so soon.

6. Individual and Ecclesia Responsibilities in Follow-Up

A. IN RETROSPECT, WHAT COULD THE PERSON WHO CONTACTED YOU HAVE DONE DIFFERENTLY TO HAVE BEEN MORE HELPFUL TO YOU?

Nothing.

B. HOW ABOUT THE CLASS? (SAME QUESTION AS ABOVE.)

7. Additional Remarks

1. How You Were Found

A. WHAT WAS YOUR INITIAL CONTACT WITH THE TRUTH?

“For This Cause” presentation. Several follow-up attempts.

2. Background

A. WHAT WAS YOUR RELIGIOUS BACKGROUND (DENOMINATION, ETC.)?

Catholic.

B. WHAT DEGREE OF INTEREST DID YOU HAVE IN YOUR FAITH?

Very little.

C. WERE YOU SATISFIED WITH YOUR CHURCH?

Basically, yes.

D. WERE YOU SATISFIED WITH THE DOCTRINAL BELIEFS OF YOUR DENOMINATION?

I didn't really have any beliefs and I wasn't familiar with the Catholic beliefs.

E. WERE YOU A REGULAR ATTENDANT OF YOUR CHURCH?

Yes.

2. Personal Experience between Initial Contact with the Truth and Regular Class Attendance

A. WHAT WAS YOUR INITIAL REACTION TO BEING CONTACTED BY PHONE?

Not surprised, not really any reaction, although I was willing to listen. Also, I didn't have too much to say.

B. HOW MANY TIMES WERE YOU CONTACTED BY PHONE?

Six to eight times.

C. DID THESE CALLS INSPIRE YOU TO READ THE TRUTH MATERIAL YOU HAD RECEIVED?

No.

1. WOULD YOU HAVE READ THIS MATERIAL ON YOUR OWN WITHOUT THIS PERSONAL ENCOURAGEMENT?

No.

D. DID THE PERSON WHO CALLED YOU SAY ANYTHING THAT GOT YOU THINKING ABOUT THE SCRIPTURES OR YOUR RELATIONSHIP TO THE LORD?

Not about the Scriptures or a relationship, but maybe a slight bit about hell, because when I saw "For This Cause," this subject was talked about.

E. WHAT HAPPENED AFTER THE PHONE CONTACT? WERE PERSONAL MEETINGS STARTED WITH YOU?

Yes.

4 Progression of Personal Development to Further Responsibility

A. HOW LONG A PERIOD ELAPSED BETWEEN THE TIME YOU WERE FIRST CONTACTED AND WHEN YOU STARTED TO COME OUT TO THE REGULAR MEETINGS?

Six to eight months.

B. WHAT WAS YOUR INITIAL IMPRESSION OF YOUR FIRST CLASS MEETING?

I thought it was OK, but way over my head. The people were really nice.

C. DID THE CLASS MEETINGS OVERWHELM YOU, OR DID YOU UNDERSTAND THE SUBJECT MATTER BEING PRESENTED?

See above.

D. DID YOU FEEL THAT HAVING PERSONAL STUDIES BEFORE ATTENDING CLASS MEETINGS WAS BENEFICIAL AS A PREPARATORY STEP TO CLASS STUDIES?

Beneficial is not the word for it! Vital is more like it!!!

E. DID THESE PERSONAL STUDIES MOTIVATE YOU TO COME OUT TO THE REGULAR CLASS MEETINGS?

Yes, with encouragement also.

F. WERE PERSONAL MEETINGS CONTINUED WITH YOU AFTER YOU BEGAN COMING OUT TO CLASS?

Yes.

1. IF SO, WHAT VALUE WOULD YOU PLACE ON THEM?

This was vital, too, because most of the class material was too deep.

2. WOULD YOU HAVE CONTINUED TO COME OUT TO CLASS WITHOUT THESE PERSONAL STUDIES?

I'm not sure. My interest might have faded.

5. Current Status

A. HAVE YOU MADE A CONSECRATION?

Yes.

1. IF SO, HOW LONG HAVE YOU BEEN CONSECRATED?

Two years.

B. HAVE YOU BEEN ACTIVE IN WITNESSING?

Yes.

C. HAVE YOU BEEN USED OF THE LORD IN BRINGING ANYONE INTO THE TRUTH?

Yes:

When I began coming out to the personal meetings, my sister started to come also. She is now consecrated.

I witnessed to someone at work who knew nothing about the Truth, and he is now consecrated.

Met another couple who had studied the Bible extensively, were already consecrated and had some truths, but who knew nothing of Br. Russell and the Truth material he wrote. He now appreciates the Truth and the writings of Br. Russell fully.

6. Individual and Ecclesia Responsibilities in Follow-Up

A. IN RETROSPECT, WHAT COULD THE PERSON WHO CONTACTED YOU HAVE DONE DIFFERENTLY TO HAVE BEEN MORE HELPFUL TO YOU?

Nothing. This is a point that we should not be overly concerned about. We should do whatever we are capable of and let the Lord overrule in all other areas. I can see that the Lord overruled in many areas in bringing me into the Truth. Trust in the Lord!!!

B. HOW ABOUT THE CLASS? (SAME QUESTION AS ABOVE.)

I don't think the class should divert from the normally planned study or even avoid "touchy" subjects when newcomers are present. And the class (specifically the leader) shouldn't give newcomers "special attention" at class studies. Let the Lord overrule in these areas. The Lord would not bring someone into the class study if it would hurt his interest in the Truth.

7. Additional Remarks

1. How You Were Found

A. WHAT WAS YOUR INITIAL CONTACT WITH THE TRUTH?

State Fair—Bought Volume I. No conversation with brethren at that time.

2. Background

A. WHAT WAS YOUR RELIGIOUS BACKGROUND (DENOMINATION, ETC.)?

None until the summer of 1981, when I began taking Catholic instruction.

B. WHAT DEGREE OF INTEREST DID YOU HAVE IN YOUR FAITH?

Total.

C. WERE YOU SATISFIED WITH YOUR CHURCH?

Yes, until I found that I couldn't be baptized as a Christian until I was ready to be a confirmed Catholic.

D. WERE YOU SATISFIED WITH THE DOCTRINAL BELIEFS OF YOUR DENOMINATION?

They were a "mystery," but I thought it was due to my own ignorance, which study would cure.

E. WERE YOU A REGULAR ATTENDANT OF YOUR CHURCH?

Yes. Attended two or three times a week.

3. Personal Experience between Initial Contact with the Truth and Regular Class Attendance

A. WHAT WAS YOUR INITIAL REACTION TO BEING CONTACTED BY PHONE?

Nil to slightly uneasy (because I personally have difficulty talking on the phone).

B. HOW MANY TIMES WERE YOU CONTACTED BY PHONE?

About three (?), maybe more, before something was said which made me think I might be missing something.

C. DID THESE CALLS INSPIRE YOU TO READ THE TRUTH MATERIAL YOU HAD RECEIVED?

No, the personal study did.

1. WOULD YOU HAVE READ THIS MATERIAL ON YOUR OWN WITHOUT THIS PERSONAL ENCOURAGEMENT?

No, it looked too difficult, and I was receiving instruction at the church (which I thought would be the same thing).

D. DID THE PERSON WHO CALLED YOU SAY ANYTHING THAT GOT YOU THINKING ABOUT THE SCRIPTURES OR YOUR RELATIONSHIP TO THE LORD?

Definitely—the Kingdom of God being established on earth by churches.

E. WHAT HAPPENED AFTER THE PHONE CONTACT? WERE PERSONAL MEETINGS STARTED WITH YOU?

Yes.

4. Progression of Personal Development to Further Responsibility

A. HOW LONG A PERIOD ELAPSED BETWEEN THE TIME YOU WERE FIRST CONTACTED AND WHEN YOU STARTED TO COME OUT TO THE REGULAR MEETINGS?

Three months of personal meetings. Phone calls for a few months before.

B. WHAT WAS YOUR INITIAL IMPRESSION OF YOUR FIRST CLASS MEETING?

Very favorable. Everyone participated, seemed well-informed and intelligent.

C. DID THE CLASS MEETINGS OVERWHELM YOU, OR DID YOU UNDERSTAND THE SUBJECT MATTER BEING PRESENTED?

For the most part initially overwhelmed, but challenged and excited and impressed with the brethren.

D. DID YOU FEEL THAT HAVING PERSONAL STUDIES BEFORE ATTENDING CLASS MEETINGS WAS BENEFICIAL AS A PREPARATORY STEP TO CLASS STUDIES?

Very.

E. DID THESE PERSONAL STUDIES MOTIVATE YOU TO COME OUT TO THE REGULAR CLASS MEETINGS?

Yes.

F. WERE PERSONAL MEETINGS CONTINUED WITH YOU AFTER YOU BEGAN COMING OUT TO CLASS?

Yes.

1. IF SO, WHAT VALUE WOULD YOU PLACE ON THEM?

Invaluable.

2. WOULD YOU HAVE CONTINUED TO COME OUT TO CLASS WITHOUT THESE PERSONAL STUDIES?

No.

5. Current Status

A. HAVE YOU MADE A CONSECRATION?

Yes.

1. IF SO, HOW LONG HAVE YOU BEEN CONSECRATED?

One year. (Six months with Truth understanding of full consecration unto death.)

B. HAVE YOU BEEN ACTIVE IN WITNESSING?

Not very.

C. HAVE YOU BEEN USED OF THE LORD IN BRINGING ANYONE INTO THE TRUTH?

No—maybe one.

6. Individual and Ecclesia Responsibilities in Follow-Up

A. IN RETROSPECT, WHAT COULD THE PERSON WHO CONTACTED YOU HAVE DONE DIFFERENTLY TO HAVE BEEN MORE HELPFUL TO YOU?

In retrospect, it has often occurred to me that the people could not have been more helpful or skillful, adept, tactful, sensitive, or kind.

B. HOW ABOUT THE CLASS? (SAME QUESTION AS ABOVE.)

7. Additional Remarks

Individual Experience in Making Phone Follow-Up

Breakdown of Results—Individual Phone Follow-Up Activity

1. Number of people contacted one or two times by phone who showed no interest: (46)
2. Number of people contacted with some interest indicated: (7)
3. Number of people interested to the point where you have arranged to meet them in person: (2)
4. Number of people whose interest has been developed to the point where extension studies have been initiated: (1)
5. Number of people who have attended class studies on an irregular basis: (1)
6. Number of people who have attended class regularly, but have not consecrated: (0)
7. Number of people who have made consecrations and are attending class regularly: (0)

Individual Experience in Phone Follow-Up

1. How long have you been using phone follow-up?

Approximately one year.

2. About how much time do you spend in calling your people each week?

Has been very irregular; some weeks zero, some weeks five hours.

Starting to fall into regular pattern just recently.

- a. Has your time increased since you implemented this method?

Yes.

- b. How regular have you been? (Give details.)

Not regular in the past. I was having trouble calling people because I didn't feel comfortable doing it. Also, it seemed when I did get someone to talk, I would end up on the phone one or two hours, which may sound good, but I don't think it is profitable to make phone calls that long, especially at first.

3. What difficulties have you experienced?

I found some problems with discouragement and felt inadequate in my presentations. Also I felt like I was putting people out or on the spot sometimes. The Lord has recently revealed to me that much of this dilemma was brought on due to an improper attitude about exactly what I was doing. This is an attitude easily nurtured by the flesh. As for difficulties with those contacted, the biggest problem is apathy. They just are not interested at that time in their life; many say they don't have the time to devote.

4. Have you been able to find solutions to these difficulties? If so, explain.

I still have difficulty getting myself to do this. One thing I did feel was helpful though, was to let the people know in the early part of the conversation that we did not and would never solicit for money. That seemed to help them feel more comfortable. I still guess my biggest problem is the feeling that these people generally are apathetic to the idea of serious study.

5. Do you feel more capable of doing this kind of witnessing now than when you first started? Why?

Yes. I'm sure that anything one does regularly will lead to more efficiency. As you talk to people, you are going over Scriptures and keeping verses and ideas fresh.

6. How do people react to your phone calls initially?

I generally (not always) get a feeling that they feel put out and they have other things they would rather be doing. After all, it's not even Sunday and they feel that going to church an hour a week is adequate for their needs. The interested ones also just don't have enough interest to want to study, or don't have time.

7. What do you consider the advantages of this activity to be to you personally?

I think the greatest advantage to me is to reinforce what I already know. There are so few people who have any idea of what the Bible is saying, and when I hear other people's interpretations, I'm so glad to be blessed with this Truth. I only wish more of them had a true interest in God's Word, or that I could spark up that dormant interest in them. I feel this is an excellent tool to use in the harvest work. I would like to come up with a few more ways for those who find it too difficult to be constant at using the telephone.

8. Same question as above, but relating to the ecclesia.

I'm for any spiritual activity in the ecclesia. It can only serve to draw a class closer as a body. I do believe that there should be diversity in witness programs so that all in a class can participate in some way to let their light shine and glorify God. This would allow for none to feel left out of class activity even if they didn't partake of the prescribed method.

9. What advice would you give to someone who is just beginning to use phone follow-up?

Try to be relaxed in mind about the matter. Speak as though you are talking to someone you know. Converse, don't talk at them. This will make them more at ease. Let the Truth stand on its own. Don't try to build your ideas on the waste you could make of their doctrinal error. Most important I think is to let them speak also, and do not agree with their error of doctrine, but do not point out directly all the faults of what they say. If you tell someone they are wrong on a point, they may find your instructions hard to receive. These thoughts are in keeping that most believers are either Fundamentalist or Pentecostal.

We pray for all doing the Lord's work and request your prayers on our behalf for serving the Lord better day by day.

Breakdown of Results—Individual Phone Follow-Up Activity

1. Number of people contacted one or two times by phone who showed no interest: (29)
2. Number of people contacted with some interest indicated: (40)
3. Number of people interested to the point where you have arranged to meet them in person: (7)
4. Number of people whose interest has been developed to the point where extension studies have been initiated: (10)
5. Number of people who have attended class studies on an irregular basis: (3)
6. Number of people who have attended class regularly, but have not consecrated: (0)
7. Number of people who have made consecrations and are attending class regularly: (2)

Individual Experience in Phone Follow-Up

1. How long have you been using phone follow-up?

Two years.

2. About how much time to you spend in calling your people each week?

Non-working season, three to five yours; working season, one or two hours.

a. Has your time increased since you implemented this method?

Yes.

b. How regular have you been? (Give details.)

When working, I can't call during the daytime. When not working, I call during days. When my evenings are fully scheduled with extension studies, my calling drops off.

3. What difficulties have you experienced?

(1) Being comfortable with my dialogue.

(2) Being motivated to call.

(3) Getting people to read Truth literature.

4. Have you been able to find solutions to these difficulties? If so, explain.

(1) Carefully and thoughtfully approach the subject matter to be presented so that it is as simply explained to my listener as possible. This makes me much more comfortable in conversation.

(2) Prayer and realizing the profitability of calling, and practice.

(3) Try to relate my excitement over the Truth on a certain subject to them. Call every week or two, and suggest they read a little bit daily, and write down any notes or questions they may have.

5. Do you feel more capable of doing this kind of witnessing now than when you first started? Why?

Yes. Practice makes perfect. Successful phone calls continue to encourage one, so I continue to develop more confidence. I learn by thinking about how I sound on the phone to the listener.

6. How do people react to your phone calls initially?

Majority are polite to pleasant. Few can't be bothered. Very few are hostile.

7. What do you consider the advantages of this activity to be to you personally?

A very practical, profitable way to get engaged in spiritual conversations. A way of sacrificing in the Lord's service which puts me in direct contact with individuals immediately, and so I am relating or explaining the Truth for almost the full time I'm calling. And so in explaining the Truth to such a wide variety of personalities, I am quickened in my studies and fellowship to understand more clearly the Truth concepts, because I have to explain the Truth to so many different minds.

8. Same question as above, but relating to the ecclesia.

Has the effect that everyone engaged in calling can relate to the trials and successes in this activity—together. When so many newly interested people are coming out to meeting, all the brethren feel responsible to make the comments in meeting very clear, whereby all are engaged in the blessings and letdowns..

9. What advice would you give to someone who is just beginning to use phone follow-up?

- (1) Not to be discouraged until one has some practice under his belt.
- (2) Be consistent in calling. Be as regular as possible.
- (3) Be friendly!
- (4) Share the truth, don't hammer it.
- (5) Be persistent in well doing.
- (6) Don't ask questions of the people that will let them give a quick answer and hang up.
- (7) Ask them to get the book right then—while you're on the phone—and show them something interesting about it, again.

Breakdown of Results—Individual Phone Follow-Up Activity

1. Number of people contacted one or two times by phone who showed no interest: (45)
2. Number of people contacted with some interest indicated: (19)
3. Number of people interested to the point where you have arranged to meet them in person: (10)
4. Number of people whose interest has been developed to the point where extension studies have been initiated: (1)
5. Number of people who have attended class studies on an irregular basis: (1)
6. Number of people who have attended class regularly, but have not consecrated: (1)
7. Number of people who have made consecrations and are attending class regularly: (0)

Individual Experience in Phone Follow-Up

1. How long have you been using phone follow-up?

Two years in this area.

2. About how much time to you spend in calling your people each week?

When time allows, two to three hours.

a. Has your time increased since you implemented this method?

No, but it's because studies with people have filled the available time.

b. How regular have you been? (Give details.)

When time allows, several times a week.

3. What difficulties have you experienced?

Difficulty in keeping conversations going on the phone. Difficulty in bridging the gap from phone conversations to meeting together. It's hard to call more than two or three times and know what to say after that if they aren't reading and don't want to get together.

4. Have you been able to find solutions to these difficulties? If so, explain.

I still have them!

5. Do you feel more capable of doing this kind of witnessing now than when you first started? Why?

A little bit—more familiar with how people are thinking and what grabs their interest.

6. How do people react to your phone calls initially?

Usually quite nice, sometimes rude, always surprised!

7. What do you consider the advantages of this activity to be to you personally?

It's good discipline for my flesh. It keeps the basic doctrines much fresher in my mind. It's easier to defend the Truth when you are being challenged quite often. It's fulfilling our commission to work in the harvest.

8. Same question as above, but relating to the ecclesia.

It enriches our fellowship together. Enriches our testimony meetings. It makes the Truth more exciting and deepens our studies.

9. What advice would you give to someone who is just beginning to use phone follow-up?

Always be prepared to sacrifice your own convenience if you are really serious about pursuing a serious witness schedule. Always be available for them and once you start a study, make sure it's a commitment on your own part at least.

Be patient. Don't expect to find someone who's already in the Truth. Look for little clues and indications that someone isn't completely satisfied with his present understanding.

Try to make the Truth as interesting as possible.

Breakdown of Results—Individual Phone Follow-Up Activity

1. Number of people contacted one or two times by phone who showed no interest: (8)
2. Number of people contacted with some interest indicated: (45)
3. Number of people interested to the point where you have arranged to meet them in person: (11)
4. Number of people whose interest has been developed to the point where extension studies have been initiated: (5)
5. Number of people who have attended class studies on an irregular basis: (5)
6. Number of people who have attended class regularly, but have not consecrated: (0)
7. Number of people who have made consecrations and are attending class regularly: (2)

Individual Experience in Phone Follow-Up

1. How long have you been using phone follow-up?

Two years.

2. About how much time to you spend in calling your people each week?

When we first started, about four hours a week.

a. Has your time increased since you implemented this method?

No, because after about nine months we found ourselves in about four or five extension studies. These took up the greater portion of the time we have previously been giving to phone follow-up.

b. How regular have you been? (Give details.)

Very regular. Even after we were involved in extension studies we still tried to follow-up at least an hour a week. Our intention was to have another person who wanted study ready when one of our other studies stopped.

3. What difficulties have you experienced?

The main problem is trying to determine when you should give up on a person. A number of people show some progress and willingness to discuss the Scriptures, but what timetable you incorporate and what determines a cut-off is very perplexing to me, because I don't like to leave a stone unturned..

4. Have you been able to find solutions to these difficulties? If so, explain.

I have decided to be patient with anyone who is willing to discuss the Scriptures and who will read Truth material. I would rather give them too long than not give them enough time. Also, prayer is essential along this line, asking the Lord to direct you to those who are searching for the Truth and who he is calling.

5. Do you feel more capable of doing this kind of witnessing now than when you first started? Why?

Yes—feel more comfortable on the phone. Have also become more proficient at handling all the different questions that people bring up. Have built up a number of Scriptural presentations on such topics as the Abrahamic Promise, etc., which can make the Truth appealing. The reference material that we have at our disposal enables us to discuss every Bible topic intelligently, and people notice this.

6. How do people react to your phone calls initially?

They react differently, but there are really no problems in contacting people in this manner. The people we are calling on are Christians and enjoy discussing their Bibles.

7. What do you consider the advantages of this activity to be to you personally?

Every day we can be witnessing for the Lord, as we are commanded. In the Third Volume, Br. Russell says that if we are not reaping, we will not make our calling and election sure. Every way we had tried to be active in the past proved unproductive, but now we are seeing results, and we feel the Lord's hand and direction.

8. Same question as above, but relating to the ecclesia.

This work has drawn the ecclesia closer together. The excitement of the Truth and the opportunities for service have been stimulating and uplifting to all the brethren. The class has grown both spiritually and numerically stronger in a very short period of time.

9. What advice would you give to someone who is just beginning to use phone follow-up?

- (1) Don't be discouraged. Keep at it—you will learn through trial and error.
- (2) Be enthusiastic. This comes across and influences the person you are talking to.
- (3) Be regular. When you say you'll call, do so.
- (4) Be patient; give of yourself. It may hurt the flesh, but the spiritual rewards are tremendous. If you are honest, you'll know if you're giving every person your best effort. If you're not, then you are cheating the Lord and them.
- (5) Don't assume anything such as, "This person isn't interested," etc. You will be surprised more often than you might imagine at how your assumptions were totally incorrect.

Breakdown of Results—Individual Phone Follow-Up Activity

1. Number of people contacted one or two times by phone who showed no interest: (9)
2. Number of people contacted with some interest indicated: (37)
3. Number of people interested to the point where you have arranged to meet them in person: (9)
4. Number of people whose interest has been developed to the point where extension studies have been initiated: (6)
5. Number of people who have attended class studies on an irregular basis: (1)
6. Number of people who have attended class regularly, but have not consecrated: (0)
7. Number of people who have made consecrations and are attending class regularly: (2)

Individual Experience in Phone Follow-Up

1. How long have you been using phone follow-up?

Since 1980.

2. About how much time to you spend in calling your people each week?

Some weeks I don't call at all; other weeks I might spend one or two hours in calling.

a. Has your time increased since you implemented this method?

No, because extension studies and regular meetings take up most of the time that might otherwise be spent in calling.

b. How regular have you been? (Give details.)

Very irregular. Some of this has been due to being occupied in extension and class studies and therefore not being home to call, but some of it has been due to inefficient scheduling of my personal time. When I am talking to people who seem especially interested, however, I made it a point to call them once a week, and I have been very regular in those instances.

3. What difficulties have you experienced?

At first I was very nervous and didn't know how to draw people out in conversation. The main problem seems to be that there are more people to contact than we have time for, as it takes a considerable amount of time to properly follow-up on each person who seems to be interested.

4. Have you been able to find solutions to these difficulties? If so, explain.

Regarding being nervous, etc., that pretty much disappears with practice. I have also tried to utilize the suggestions given in the front of this presentation, and they have been very helpful. Regarding the matter of time, I am trying to be more efficient and less easy on the flesh in the management of my time. I feel that if I use all the time I now have faithfully, the Lord may open up more time for service.

5. Do you feel more capable of doing this kind of witnessing now than when you first started? Why?

Yes. After a while, you develop a "feel" for it, and as you become more experienced, your confidence increases, enabling you to give a more relaxed presentation. By experience, you learn how to handle all the different kinds of responses you receive.

6. How do people react to your phone calls initially?

Most people are polite, but cautious. It usually takes more than one call to draw them out and get them to talk.

7. What do you consider the advantages of this activity to be to you personally?

It has deepened my consecration in every aspect I can think of—in my approach to sacrifice, in prayer, in my personal priorities in life, in my desire to be pleasing and faithful to the Lord. Every time I talk to people, I am again impressed with the beauty of the Truth, and how much Truth we have as compared with people in the nominal church. It has given me a way to sacrifice the flesh in serving others with the Truth, and the joy this brings is unmeasurable.

8. Same question as above, but relating to the ecclesia.

The spirituality of the class as a whole is increased. Being actively engaged in the Lord's service gives the world, the flesh, and the Adversary less opportunity to gain footholds among the brethren. The thoughts and conversation of all are brought to a much higher level.

9. What advice would you give to someone who is just beginning to use phone follow-up?

(1) Follow the suggestions given in the front of this presentation.

(2) Don't be quick about crossing someone off your list who shows any spiritual inclination at all. Even if you only call someone a couple of times a year, you are maintaining a connection with them, and if they should become more receptive or interested in the future, you will be there to help them. I've talked to one lady on my list off and on since 1980 (two and a half years ago). When I called her recently, after not having called her for a year, she said, "I've been thinking of you lately. The Lord must have answered my prayers by having you call." We have now made plans for a Volume I study.

(3) Relax—you will only be talking to other people.

Breakdown of Results—Individual Phone Follow-Up Activity

- 1. Number of people contacted one or two times by phone who showed no interest: (100)**
- 2. Number of people contacted with some interest indicated: (25)**
- 3. Number of people interested to the point where you have arranged to meet them in person: (9)**
- 4. Number of people whose interest has been developed to the point where extension studies have been initiated: (3)**
- 5. Number of people who have attended class studies on an irregular basis: (1)**

6. Number of people who have attended class regularly, but have not consecrated: (0)

7. Number of people who have made consecrations and are attending class regularly: (0)

Individual Experience in Phone Follow-Up

1. How long have you been using phone follow-up?

Two years.

2. About how much time do you spend in calling your people each week?

One to three hours.

a. Has your time increased since you implemented this method?

Method is not the question, but motivation is.

b. How regular have you been? (Give details.)

Fairly regular, but miss some days.

3. What difficulties have you experienced?

Lack of interest, stubbornness, too busy. People are satisfied and settled in their own churches in their own neighborhoods; not willing or desiring to move or change.

4. Have you been able to find solutions to these difficulties? If so, explain.

No, usually a person will hang up the phone or won't talk back.

5. Do you feel more capable of doing this kind of witnessing now than when you first started? Why?

Yes, more used to general answers, more prepared for different excuses. Have learned different tactics.

6. How do people react to your phone calls initially?

Most people are willing to talk as long as they don't have to read or attend a study, but then they lose interest in talking on the phone also.

7. What do you consider the advantages of this activity to be to you personally?

(1) I become more acquainted with my own Bible.

(2) I learn more nominal views so I have more answers next time.

(3) I am encouraged when someone is interested enough to study.

(4) I learn patience with those who are rude and stubborn.

8. Same question as above, but relating to the ecclesia.

The class will be encouraged or discouraged according to their measure of participation. The work of the Lord will be shared and enjoyed by those who love him.

9. What advice would you give to someone who is just beginning to use phone follow-up?

- (1) To have patience.
- (2) To ask prayer before the phone call.
- (3) Be aggressive in the right way.
- (4) Never give up.
- (5) Call frequently to stay in practice.

Breakdown of Results—Individual Phone Follow-Up Activity

1. Number of people contacted one or two times by phone who showed no interest: (55)
2. Number of people contacted with some interest indicated: (46)
3. Number of people interested to the point where you have arranged to meet them in person: (10)
4. Number of people whose interest has been developed to the point where extension studies have been initiated: (5)
5. Number of people who have attended class studies on an irregular basis: (2)
6. Number of people who have attended class regularly, but have not consecrated: (1)
7. Number of people who have made consecrations and are attending class regularly: (0)

Individual Experience in Phone Follow-Up

1. How long have you been using phone follow-up?

Since January, 1982.

2. About how much time to you spend in calling your people each week?

One hour.

a. Has your time increased since you implemented this method?

Yes.

b. How regular have you been? (Give details.)

Very irregular.

3. What difficulties have you experienced?

(1) Just being regular in calling.

(2) Being confident enough to present the Truth.

(3) Still not great at finding Scriptures and do hesitate to answer questions because of this.

(4) Taking the role of authority or leader in study.

4. Have you been able to find solutions to these difficulties? If so, explain.

Not to get too personally involved at first; stay on Bible talk without getting side-tracked with informal conversation. Balance it, show some interest in their lives, but always stay on Scriptures. (1) No. (2) No—Yes. (3) Having subjects with headings in back of Bible with Scriptures. (4) When Husband and I go, he is the leader.

5. Do you feel more capable of doing this kind of witnessing now than when you first started? Why?

Yes. I know basically what to say and how to develop their interest.

6. How do people react to your phone calls initially?

Positive and negative. Depends on what they are doing, how much Scripture background they have, etc.

7. What do you consider the advantages of this activity to be to you personally?

I can show and tell the plan by Scriptures better and more confidently. All that you study can be used. It doesn't just enlighten you, but prepares you to nurture and give the Truth to others. Good practice to get us ready for the Church's activities.

8. Same question as above, but relating to the ecclesia.

We encourage one another; try to find the best ways to witness by talking to one another about doctrine and particular Scriptures that we may not understand.

9. What advice would you give to someone who is just beginning to use phone follow-up?

(1) Be regular. (2) Call back, meet, or whatever at the time you said. (3) Try to get them to have a study right away. Save doctrinal discussion for when you meet them. It works better than over the phone, but don't avoid it either.

Breakdown of Results—Individual Phone Follow-Up Activity

1. Number of people contacted one or two times by phone who showed no interest: (51)
2. Number of people contacted with some interest indicated: (21)
3. Number of people interested to the point where you have arranged to meet them in person: (7)
4. Number of people whose interest has been developed to the point where extension studies have been initiated: (5)
5. Number of people who have attended class studies on an irregular basis: (2)
6. Number of people who have attended class regularly, but have not consecrated: (1)
7. Number of people who have made consecrations and are attending class regularly: (0)

Individual Experience in Phone Follow-Up

1. How long have you been using phone follow-up?

Three years.

2. About how much time to you spend in calling your people each week?

Five hours.

- a. Has your time increased since you implemented this method?

Yes.

- b. How regular have you been? (Give details.)

My routine is to reserve Saturdays from 11 a.m. to 4 p.m. for calling. Some Saturdays (such as activity meetings, conventions, etc.) throw this schedule off.

3. What difficulties have you experienced?

Being consistent. Deciding how far to go with certain individuals—determining whether they are just being polite or if they really are interested.

4. Have you been able to find solutions to these difficulties? If so, explain.

The solution to consistency is self-discipline and prayer. The solution to determining someone's interest is to ask them more direct questions—some to determine their knowledge of the Bible and some questions that will stimulate them to want to know more.

5. Do you feel more capable of doing this kind of witnessing now than when you first started? Why?

Yes. Practice. Overcoming the fear of the unknown. Having a fairly good idea of what to say initially and a few questions to ask to get a response (although I feel I still could use much improvement in my ability.)

6. How do people react to your phone calls initially?

People seem much more receptive and relaxed talking to you on the phone than they are when you go to their house ay to talk to them on the doorstep. A conversation on the phone is usually longer than in person. Rarely have I had anyone be rude or nasty or hang up on me.

7. What do you consider the advantages of this activity to be to you personally?

To develop more self-discipline. Putting the flesh under. It gives me some insight into what people are thinking and believing about God and their own destiny and the churches. Sometimes the experiences with some help you understand why some people are the way they are with no sure foundation to base their lives on.

8. Same question as above, but relating to the ecclesia.

It can give the ecclesia a great deal of enthusiasm as a whole and encouragement not to give up if there is no response for a while, but to keep seeking those who have interest. It can also be an advantage to the ecclesia if it is emphasized that the Lord is overruling any new interest directly so the ecclesia can be more aware of the Lord's hand in their affairs as individuals and as being dealt with as an ecclesia. We, on our own, can do nothing.

9. What advice would you give to someone who is just beginning to use phone follow-up?

Pray before you start calling. It is not as hard as it seems. Have a sheet of paper before you call with questions on it to ask the people. Read it over before you start calling and have a fairly standard introduction to start out with to say when they answer the phone. Try not to assume or judge too quickly. Don't assume they are not interested two minutes into the conversation (unless they adamantly say so). A lot of people are quiet at first because they do not know you. Phone them at least twice before deciding they are not interested.

I feel very inadequate to the task of phoning, but I try not to use it as an exclusive. When I make the effort, the Lord seems to bless it and helps me to have the right words. Usually the little that I know about the Bible is far more than the average person I call knows, and probably would be the case for any Bible Student trying phone follow-up.

Breakdown of Results—Individual Phone Follow-Up Activity

1. **Number of people contacted one or two times by phone who showed no interest: (2)**
2. **Number of people contacted with some interest indicated: (11)**
3. **Number of people interested to the point where you have arranged to meet them in person: (3)**
4. **Number of people whose interest has been developed to the point where extension studies have been initiated: (2)**
5. **Number of people who have attended class studies on an irregular basis: (0)**
6. **Number of people who have attended class regularly, but have not consecrated: (0)**
7. **Number of people who have made consecrations and are attending class regularly: (0)**

Individual Experience in Phone Follow-Up

1. **How long have you been using phone follow-up?**

About two and a half years.

2. **About how much time to you spend in calling your people each week?**

I try to make at least one call every evening, and sometimes a call can last for an hour.

- a. **Has your time increased since you implemented this method?**

Yes!

- b. **How regular have you been? (Give details.)**

I could always better myself as sometimes I tend to become lazy, but I try to call my names about one time every month and encourage them to read Volume I.

3. What difficulties have you experienced?

Very few. Most people are very enthusiastic to talk about the Lord because they are Christian-oriented, as shown by the mere fact that they bothered to fill out our card at the fair booth.

4. Have you been able to find solutions to these difficulties? If so, explain.

5. Do you feel more capable of doing this kind of witnessing now than when you first started? Why?

Definitely yes! Practice makes (almost) perfect!

6. How do people react to your phone calls initially?

Very favorably, for the most part.

7. What do you consider the advantages of this activity to be to you personally?

I find that when speaking to people on the phone that this enhances my own knowledge of the Truth and also makes me more aware of the many different arguments against some of the Truth doctrines as some people do challenge me over the telephone as to what I believe.

8. Same question as above, but relating to the ecclesia.

The ecclesia seems to be more aware and alert as to what is going on in the church systems than if we did not use the phone follow-up system. This way everyone in the ecclesia gets to talk with someone about the Truth and oftentimes this even leads to a personal study.

9. What advice would you give to someone who is just beginning to use phone follow-up?

First thing—watch and listen to another brother or sister and get ideas as to what to say and how to present yourself. Sometimes even reading a prepared sheet in front of you can be helpful. After a little experience this follow-up method becomes almost routine—second nature.

"Write Down the Vision and Make it Plain Upon Tables,
That Everyone May Read it Fluently." Habakkuk 2:2

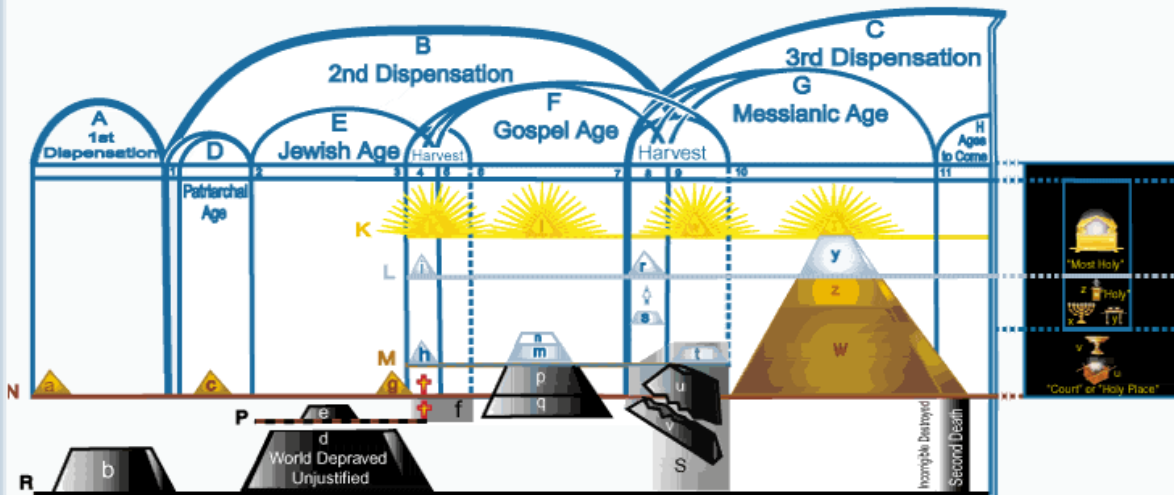


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The Vision...Shall Speak... At the Time of the End...Hab.2:3