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Dear Co-laborer in the Harvest Field:-

We have pleasure in submitting herein some suggestive hints from our Colporteurs. With this letter goes our prayer for the Lord's blessing upon you as you witness for the Truth, and upon your ministries in connection therewith. Remember the Apostle's words, "Ye do serve the Lord Christ." You are not serving merely yourself, nor the Society, nor the public. Your service is to be primarily to the Lord--especially for His approval and reward are you to look. See that as you impart the Truth, you illustrate well its spirit in your own words and deeds and looks. Remember that very much depends upon the manner in which the Truth is introduced as to the effect produced, and that you are working for results.

Remember you are not a Book Agent! You are an ambassador of the Great King -- Christ Jesus! You are in a foreign country (your citizenship being in Heaven) to represent the King and present His Message. You are to feel the importance of your position and deport yourself accordingly. You should have no pride in your heart, but in humility recognize that you are an instrument in the Lord's hands. Remember the words of the Proverb, "A man's pride will bring him low; but honor shall uphold the humble in spirit." (Proverbs 29:23). The Lord having honored you with the office of ambassador, He will help you if you will humbly submit yourself to His will.

The first thing, then, before starting out is a secret prayer to the Lord, asking Him for wisdom and for more of His Spirit, and for grace to properly represent Him. Then go confidently about your work. Having full confidence in the Lord and in His guidance you will not be abashed in the presence of an earthly king, nor manifest pride in the presence of the humblest one. Approach every one with a desire to do them good and to properly represent the Lord. Do not apologize for bringing them the STUDIES IN THE SCRIPTURES, but let them understand in a kind and loving way this is a great favor that has come to them. Give them to understand that this is the most important thing for them to consider. Great trouble and stress is upon the world. The people desire to be enlightened and comforted. Show by your manner and your words that you have full confidence in what you are saying, and that the books you represent contain the Message which will satisfy their minds as nothing else will do.

Do not talk too much. Be brief in your canvass, and when you see you have interested your hearer to the point of purchasing, close the canvass immediately.

Yours in the love and service of our Redeemer and King,

*Watch Tower B. & T. Society*