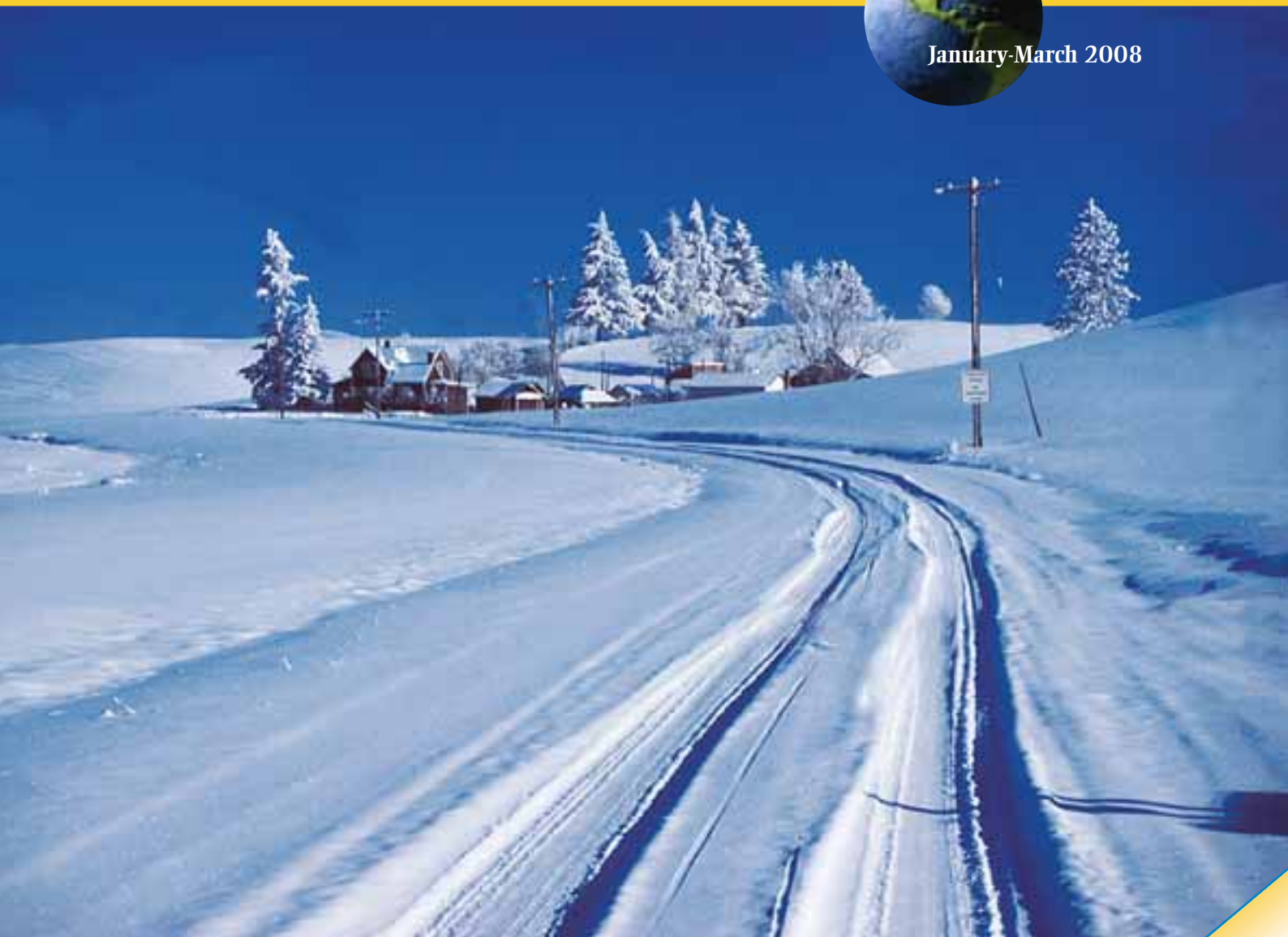


# *The Literature* EVANGELIST



January-March 2008



## *Wintertime Canvassing*

**English Edition**  
Also published in French, Portuguese,  
Russian, and Spanish

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**About our cover:** Photographer Eugene Lambert captured this quiet scene of a snowy roadway in northern Washington State, U.S.A. As a lonely sentinel, the sign reads: "Primitive Road, No Warning Signs." Homes are few and far between, but there are farming families dwelling along these remote byways. Even here, faithful literature evangelists find their mission. Undaunted by the cold and unhampered by the elements, they pursue souls through their ministry. Now, as winter embraces the Northern Hemisphere, we dedicate this cover page to LEs in both hemispheres who brave the special challenges of wintertime canvassing each year. May their courage be strong and their determination steadfast. And may they find warm hearts along the coldest of roadways. —Editor

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# Working Like Pastors

**A** lamb is a unique animal. Unlike most animals, which instinctively know how to protect themselves, a lamb has little, if any, protection against predators. When lost, it runs about helplessly bleating out its fears for all to hear. It has no sense of direction and no idea how to find shelter. The lamb is completely dependent on its shepherd for food, shelter, and care.

Just as the shepherd takes care of his master's flock, Jesus calls upon some of us to help take care of others within His flock. The pastor is often referred to as a shepherd, one who helps take care of the Lord's flock. He is to guide and care for the Master's lambs. The spiritual life of the flock cannot survive without its pastor. In Psalm 23:1 David compares his own humanity to that of a helpless lamb; he is completely dependent upon the Great Shepherd for his care.

When a literature evangelist visits a home, he or she is there to minister to that family, to help feed them, nurture them, protect them, and care for their spiritual needs. This is why Ellen G. White wrote, "*The faithful evangelistic canvasser takes the place of the living preacher*" (*Colporteur Ministry*, p. 8, emphasis supplied). She also commented, "The importance of this work is fully equal to that of the ministry" (*ibid.*). No other quotation better defines the role of a literature evangelist. The LE becomes the *living preacher*, doing the work of the pastor when he or she is in the home teaching the gospel.

Jonathan Zita, a publishing director in Canada, tells the following story. "About six years ago I knocked on Cindy's door. It was refreshing to meet a Christian mother striving to raise her six children to love and fear God. She was so enthusiastic about our children's books that she bought \$800 worth! It was agreed that she would make payments for several months. However, when the time came to drop off the last shipment, I could not find her. Her house was deserted, and none of her neighbors knew where she had gone.

"More than a year later I finally discovered where she was. I went to see her, but the Cindy I knew had changed dramatically. She looked at me

with sad eyes and said, 'I don't know if I believe in God anymore. When I go to the cupboard to find something for my children's lunch and can't find anything, I have a hard time believing in God.'

"I pulled my Bible out and began reading promise after promise to her. I told her that Jesus understood what she was going through, and He would see her through. The next day I hid a \$100 bill inside a copy of *The Desire of Ages* and took it to her house. 'You will find more in this book than you are expecting. I'm giving you this because this book changed my life.'

"When I returned to visit Cindy and her family, the house was empty. For years afterward, every time I passed that empty house, I prayed, 'Lord, be with Cindy.'

"I recently attended a church to do an LE promotion. As I walked down the aisle, I heard my name being called. 'Jonathan!

Jonathan, don't you remember me? It's me, Cindy!' She ran up to me and threw her arms around me.

"I've been baptized, and all of my six children are here with me! You were right. *The Desire of Ages* has become my favorite book. I learned to really know Jesus, and my life has changed!"

When LEs are in someone's home, they become living preachers. If they should ever lose their godly focus and have their heavenly vision fade, they would become merely salespersons.

You see, dear friend, the awesome awareness that you are being used by Jesus to help take care of His lambs is a powerful motivation. There are millions of lambs who are lost. More shepherds are needed to take the place of the living preacher and to work as pastors in rescuing His lost lambs.

*"In such places the faithful evangelistic canvasser takes the place of the living preacher."*

(*Colporteur Ministry*, p. 8)



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

# Customers

## —Where and How to Find Them



In a world growing more and more competitive and frantic on a daily basis, it is getting harder and harder to gain access to prospective customers. The professional literature evangelist today has to think outside the box and try new and innovative ideas in order to remain viable.

Door-to-door ministry has always been a mainstay of LEs, but it is becoming ever more difficult to find most people home at a time when it is viable to contact them.

So, where are these people? What are they doing when they are not at home? Of course, the answers to these questions are many and varied, but let's look at a few places that may be accessible to the average LE.

### Working

There are some workplaces that may be accessible if the LE approaches management in an organized and professional manner. Factories, offices, farms, schools, hospitals, are all places where large numbers of employees are gathered.

*Do not attempt to sell to management!* Rather, sell them on the concept of being of benefit to their employees. Gain permission to set up book displays in lunchrooms or cafeterias. From this avenue you may sell

some products, but also attempt to get appointments at the homes of the people, where you can meet with the entire family.

### Playing

Sports and community clubs are the social hub of many people in the community. Again, sell the management on the concept of having a brief display featuring health for a day or two. You may even be able to get a local health professional or pastor involved in giving a lecture on some aspect of healthy living.

### Worshipping

There are many churches in which it would be possible to have a book display. *Do not* use it as an opportunity to push doctrine, but as a means to foster community relationships. The children's books and health books are neutral to all Christians. Telephone a church and ask for an appointment with the person in charge of children's ministries. Show them the books as a resource for the children's church. Then casually ask whether they think that a book display may be a way of making

all of the parents aware of the resources that are available.

### Shopping

Talk to your area manager regarding the possibility of getting some assistance in setting up a display in your local shopping center. This is becoming more difficult—and sometimes very expensive in large complexes—but it is always worth a try.

### Learning

Field days and educational displays can be another source of showcasing our books, but these will be a means of getting leads rather than a lot of direct sales.

### Plan Ahead

Use some of these ideas on rainy days, or when you are feeling that you need to get out of the rain but are too committed to quit and go home.



**Kevin Geelan,**  
Associate Director,  
Publishing Ministries  
Department,  
South Pacific Division

# *Signs of the Times:* Like a Letter From Heaven

**T**he colporteur ministry suffered immobilization during the forbidding years of Communist rule in Czechoslovakia. However, in 1968 Brother Jiri Drejnar, by the grace of God, began to publish a paper called *Signs of the Times*. Nicely done, it was beautifully printed in color on coated paper. It was an unusually appealing paper for its time.

My grandaunt, Frantiska Tepla, a sister of my grandmother, was an Adventist living in Croatia until 1971, when she returned to Czechoslovakia, the land of her birth. She had been subscribing to *Signs of the Times* for four years on behalf of her relatives.

She soon arranged through a friend at the Luze church to get for me a copy of the New Testament. This was significant to me. That year also marked the first time I ever attended a Seventh-day Adventist church. I attended in Luze with my grandaunt, and that was an experience I shall never forget.

From 1972 to 1975 I was receiving *Signs of the Times*, and each issue was like a letter from heaven for me. After reading 24 issues of this magazine, I had learned enough to know I wanted to become a Seventh-day Adventist. In 1973 I discovered a Bible in an old cupboard at home. I began to read it eagerly. I read the Ten Commandments and was shocked. I wondered how anyone could change the Sabbath into Sunday. Two years later, when I was 14, I found in that same old cupboard an

Adventist magazine called *Announcer of the Truth*. It was published in 1938, when my father was 14. That was clear evidence to me that our home had been visited by some colporteur those many years before.

In 1976 I came to the distinct conclusion that it was time for me to act upon my knowledge of truth. I stopped attending the Church of Rome and fully identified with the Seventh-day Adventist faith. Because my family so adamantly opposed my new faith, I bided my time until I went out to work on my own. Then in 1982 I was baptized.

In 1985 I played the role of a literature evangelist to some extent. It happened like this. My parents were discussing one of my old aunts, who was looking for a man in the personal ads in the newspaper. One man, Vatro Vetrovic, wrote to her that he read the Bible, and he expressed concern that “young people don’t seem to be interested in God at this present time.” That troubled me.

Later, that elderly gentleman entered a care home. When I gained access to some books (*Steps to Christ*, *Christ’s Object Lessons* and *Thoughts From the Mount of Blessing*), I took them to him one at a time. He read them eagerly. Three years later, he was baptized.

Literature evangelism officially restarted in Czechoslovakia in 1992. In 1994 I responded to an advertisement in the church magazine *Advent*, and I took part in a colporteur anniversary centen-

nial. At the time, being a shy person, I was still in doubt about my ability to serve as an LE. But God had some counsel for me. When Elder Ron Appenzeller came, he talked about a shy woman named Rebecca.

From his talk I took courage and, with a wildly beating heart, signed on to become an LE. A Catholic psychologist tried to discourage me from doing it. Later on, I went back and sold him a copy of *The Great Controversy*.

I called on a Mr. Petan, a retired gentleman, who purchased from me *The Great Controversy*.

I revisited him after just a month, and he had already finished reading the book. As a result of my subsequent visits he bought the other four volumes in the set as well. He was so taken with the message in the books.

When I returned to see him recently, his wife greeted me with the news of his death. I had tears as I left that home. He had become a friend. But I did find out that when he died, he had all of the books I had sold him in an array around his bed.

This work does form bonds between the LE and the customers, and I look forward to the joys of meeting these dear people in heaven.



**Lenka Cesenkova,**  
*Literature Evangelist, The Czech Republic, Euro-Africa Division*

## The Literature Ministry's Importance in the Southern Africa-Indian Ocean Division

Literature ministry has played a very important role in spreading the Advent message throughout this division. This is especially true in the majority of our countries, such as Madagascar, Lesotho, South Africa, Botswana, Malawi, Zambia, and Zimbabwe, to mention a few.

The unions in which the publishing work is taken seriously are growing by leaps and bounds. For example, Zambia, with the highest number of literature evangelists (800), was the first to hit the half-million mark in membership. More than 85 percent of the churches have appointed local church publishing leaders.

Zimbabwe is another fast-growing union. It has used literature even in the form of Voice of Prophecy lessons by involving the church members. They recently conducted a historic graduation in which about 25,000 people graduated, and most of them decided for baptism. In one church the number of new converts exceeded the number of existing members! Such is the power of the printed page.

In view of the vital role that the literature ministry plays in evangelism, we as a division are presently embarking on a big-city evangelistic thrust designated as the Greater Johannesburg for Jesus Campaign. Literature distribution is key. For this campaign the division has called



Elder Mark Finley to come and preach in this city of more than 4 million people that has a Seventh-day Adventist Church membership of only 11,000.

To make this campaign a success, the Southern Africa Union has created a program called Zachariah Seeds. It is designed to saturate the area with literature well before the public campaign begins. Church members are the main participants for distributing two books: *Steps to Christ* and *The Next Superpower*. So far, more than 10,000 *Steps to Christ* have been distributed. Many members have embraced the concept and continue to share the book with others.

Further, as a division, we are working on permits to bring in successful LEs from all around the division by January 2008. These will serve to reinforce the effort, since the public preaching will commence in September 2008. These LEs will remain in place at least until that time.

### Two LEs Sent as Missionaries to Unentered Area

The Zambia Union administration believes strongly in soul winning through the printed page, not only in places where people already know the Lord but also in unentered areas.

Though this is one of the fastest growing unions in SID—and probably in the world—it is interesting to note that there are still some places within Zambia in which the Adventist faith is not yet known. This is especially the case in the North Western Province. We could well call this Zambia's 10/40 window.

Responding to this challenge, the Zambia Union Publishing Ministries Department took an action during the year-end committees of 2005 to send two missionary LEs to this unentered area. At the beginning of 2006 the two LEs were taken by the union and Copperbelt Zambia Field publishing ministries directors to their new areas of labor.

The two LEs are Elton Kapula and Emmanuel Mahichi. Kapula is based in Kasempa. Mahichi is based in Chavuma, a town on the Zambia-Angola border. Their main objectives are:

- To enter the territory with the printed page
- To conduct Bible studies in homes and Sabbath school branches



◀ Southern Africa Union church members prepare to distribute *Steps to Christ* after being challenged by the union Publishing Ministries Department.

- To identify, recruit, and train new LEs
- To help transport books from the nearest ABC/HHES sub depository, which is in Solwezi
- To conduct public campaigns at least once a year
- To report their activities to their publishing leaders

LEs attend the LE Congress in the Southern Africa Union. ▼



▲ LEs march with energy and enthusiasm at a weekend rally in the Botswana Union.



The Lord has blessed His work with the following wonderful results: 11 newly recruited LEs; six new Sabbath school branches opened; two evangelistic campaigns conducted; 71 baptisms.

### SID Publishing Statistics

At the beginning of 2006 we had 56 publishing leaders, and now we have 76. At the beginning of 2006 we had 1,301 LEs, and now we have 2,323. Last year we sold \$3,121,733.20 worth of literature and distributed 122,431 books. In 2006 we conducted 8,000 baptisms.

In line with General Conference objectives for “Keeping the Vision Alive” and “Telling the World,” we have challenged all entities within

our territory to ensure that each local church and company of believers appoints someone to serve as church publishing coordinator. Further, each LE is to recruit at least one new LE annually. Also, pastors have been challenged to identify at least one potential LE so that we can have at least one LE in every church and company for outreach to the public and for nurturing the members. We conducted a Publishing Week of Prayer in April 2007 that culminated with the world Publishing Rally Day.

To encourage our LEs, we request that at least two or three good pictures of any publishing activities or events be submitted

for potential publication. This would include coverage of the LE convention in Malawi, the *Steps to Christ* distribution in the Republic of South Africa, any major meetings, and so forth.

May God add His continued blessings upon the literature ministry and upon all of the plans in place for a mighty thrust of coordinated evangelism throughout the SID territory.



**Paul Ratsara,**  
President,  
Southern Africa-  
Indian Ocean  
Division

# Saved by an Angel

*“God is our refuge and strength, a very present help in trouble” (Ps. 46:1, KJV).*

By **Mary Kemuto Nyamosi**

**T**his incident happened on April 17, 2006, during the tribal clash among the youth at Njoro River Bridge in the Nakuru region, Rift Valley. It started as a normal day.

After attending our usual Monday morning devotions at the office, I got into my pickup truck and drove right into a roadblock at Njoro River Bridge. There I discovered that the bridge had been completely blocked off by big boulders. I was forced to make a quick stop.

Immediately I was surrounded by a group of rough young men with bloodshot eyes. They were armed to the teeth with guns, bows, machetes, and spears.

In an instant some of them forced open the canopy on my pickup and jumped into the cargo space, filling it to capacity. Others jumped onto the hood in front of me.

One young thug with dreadlocks, wild eyes, and stinking breath tried to grab my ignition keys, but I rolled up the window real fast. I trapped his

hand in the window, and he cursed and screamed at me. He also told me to give him money.

I cried aloud, “Oh, Lord, help me! Send Your angel!” I needed God’s help, for I was trembling with fear. The fellow with his hand caught in my window called for reinforcements, and they came quickly.

To my surprise, one of them shouted to the others in local language, “*Ni Mulumbwa!*” (“She is Kalenjin!”) Only then did I understand that the youth were Kikuyu, who were fighting the Kalenjin. This meant I was in great danger.

But God was already working on my behalf. I saw an elderly man with very long white hair and a long beard standing next to the youth whose hand was trapped in the window. With a voice like thunder that man called out, “Leave this woman alone and set her free.”

I was amazed as they all obeyed and left the pickup. Immediately I reversed at full throttle and shot out onto the grass and the gravel pathway.

Finally I was out on the street and made my way to Egaton University, where security people let me in. I began to

realize that there is no protection in this world apart from Jesus.

Another miracle is that despite all the troubles, I managed to sell \$300 worth of literature that very day. Thanks be to God for His protection and generosity!



**Mary Kemuto Nyamosi,**  
*Literature Evangelist, Central Kenya Conference, East-Central Africa Division*

## Angels Go Before Us

By **Jacobo Sterling Ramirez**

**H**ow about coming along with us, Jacobo?” It was a cordial invitation from my friends to join them in attending Pastor Manuel Mesa’s training seminar for literature evangelists.

I accepted because I enjoy being with them and because they told me there would be time for playing basketball. Friends, fellowship, and basketball were foremost in my mind.

Admittedly, my motives were not well balanced, but God knew me, and He had a plan for me. While I was there, I listened to Pastor Mesa’s teachings about literature ministry, and the Holy Spirit moved me toward this work.

# On the March With *The Great Controversy*

By Lubov Larchenko

I love to read *The Great Controversy*. This book points people to God's Word and to the sacred issues of life eternal. I want to distribute it widely because it presents what people so urgently need. Every day I pray earnestly for God's help. I ask that I will be able to present it well and find success in selling it.

In the past I have supported my children and myself by selling chocolates and nuts on board suburban trains. But now I sell *The Great Controversy* to the passengers! (Spiritual food is better for them than casual snacks.)

I studied my canvass and thought carefully about the words I should use for this type of selling. I sought the Lord for guidance, and He answered my earnest prayers. He gave me

words that I have firmly committed to memory.

Of course, I cannot make a sale with every canvass, but my sales have surely increased. Now I find that the Lord regularly helps me to sell at least 20 copies of *The Great Controversy* per day.

In the Euro-Asia Division this wonderful publication was made the missionary book for the years 2006 and 2007. I am so thankful for this. I am fully convinced that copies of *The Great Controversy*, like good seeds planted in rich soil, will spring forth to an abundant harvest of souls for God's kingdom.



**Lubov Larchenko,**  
*Literature Evangelist,  
Moscow Mission,  
Euro-Asia Division*

Yet when the meetings came to an end, I still was not sufficiently interested to actually enroll as a colporteur. However, the Holy Spirit continued to work with my conscience, and a few days later my conviction that God was calling me to do this work won out. I enlisted in His literature evangelist army.

Since that time I have had many wonderful experiences. Every day I pray constantly for the Lord to guide my steps in what I must do. He answers clearly through my conscience and my better judgment. I have many experiences to share in testimony of this. Two of them follow.

I was canvassing in Santo

Domingo, the capital city of the Dominican Republic. I was going to make a delivery of a large set of books. However, when I reached the home, I was disappointed to learn that my customer was not there.

I was really downhearted because I had traveled a long way. I would have to reschedule. Would this time be wasted?

Suddenly I felt an impression as strong as a voice. It told me to go to a certain bus route and board a bus. I did so and did not even know where that bus was taking me. Then another impression came: "Get off at the next stop."

I alighted right in front of a big store. I entered the store and

asked to speak with the manager. He came and welcomed me heartily, just as though he was already waiting for me. I canvassed him, and he readily bought all the books I had taken with me.

On another occasion, while I was canvassing in Puerto Rico, I had a similar experience. While walking along a street, I was impressed by the Holy Spirit to enter a certain building. Once inside, I felt strongly directed to take the elevator, which I did. On the fifth floor, I felt impressed to get off of the elevator and visit a certain office.

I entered that office, and a lovely, dignified lady received me politely. Soon I was giving her my canvass, but I could see that she was experiencing inner turmoil. Suddenly she started crying, and she asked again and again, "Who sent you here?"

I stopped my presentation and said, "God has sent me to visit with you." Then she told me that she was a Seventh-day Adventist and that she had been going through a very rough time. After I talked with her further, we prayed together. She purchased the entire set of books that I showed her.

Time after time I find the Lord leading me to those who are ready to purchase our books.

Yes, I had gone to that first LE meeting to be with friends and to play basketball. Yet God enabled Pastor Mesa to look into my heart and see that I could work for the grand purpose of winning souls through literature. Today I serve as an LE and also as first elder of my church.



**Jacobo Sterling Ramirez,**  
*Literature Evangelist,  
Dominican Republic,  
Inter-American Division*

# Bus STOP Ministry



By Annie Machamire

Recently God called me to become a literature evangelist. Now I find opportunities everywhere to “preach” through the printed page.

One day when I was ready to return home, I went to the bus stop to catch a ride. When I got there, I found no one waiting. Perhaps the bus had just left. So I stood there hoping to get into the very next bus to come along. A few minutes passed by, and several other people gathered to wait also. There didn’t seem to be many buses coming on that particular day, but we patiently waited.

Then one very full bus appeared and stopped. Three people got off, and in their place three men who had arrived at the bus stop after me immediately crowded onto the bus before me. The bus pulled away, leaving me standing there.

I complained silently to myself. *It’s just not fair*, I thought. *Those men knew I was here before they were. Why didn’t they give me a chance to get on first?*

After all, I really wanted to get home in good time because I had a number of urgent things to accomplish. Those rude men!

While I was still absorbed in my complaining thoughts, a young lady arrived and asked me where the buses on this route would take her. I discovered that it was her first visit to the city of

Gaborone, and she did not even know her way back to the lodge where she had slept the night before.

I tried to give her directions, but she seemed so confused and lost that I decided to escort her to her lodge. Alas, there was no bus route serving that area. We would have to walk there. So off we went, walking together.

As we walked and talked, I discovered that she, Martha, had been brought up in an Adventist family, but she had stopped going to church. She also mentioned that the lodge she was booked into was too expensive for her since she needed to be in the city for almost a week. So I offered her accommodations in my own house for the remainder of her visit to the city. She was grateful.

In the evening during family worship, Martha’s heart was touched. She recalled more faithful days, and she determined that she would now return to God. She said that she wanted to bring up her son to love the Lord, and she expressed her desire to be a faithful witness to her non-Adventist husband.

I took the opportunity to point out the character-building qualities found in the *Bedtime Stories* series and others. She bought those books for her son, and she purchased the book *Young Woman* for her sister. She also arranged to obtain the books *To Have and to Hold* and *Growing in Grace* for her to study with her husband.

Later that evening, I better understood why that bus had left me. The Lord wanted me to meet Martha and minister to her needs. He wanted Martha to return to Him and also to find the books that would help her family.

We spent a wonderful week together, and my prayer is that she may continue to be strong in the Lord.



**Annie Machamire,**  
*Literature  
Evangelist,  
Botswana Union,  
Southern Africa-  
Indian Ocean  
Division*

By Lourdes Orlando

**B**ecause of some special needs, I asked the Lord to make it possible for me to earn 10,000 pesos in one day. But where would I find customers who could pay for their books in cash right away? First I delivered a *Health and Home* magazine to a former coworker who had resigned to manage her own business.

She is a very busy person, but on that day she said she was free. She invited me to go with her to Robinson's Galleria, a business mall where the main office of our previous company was located. "You can canvass there," she assured me.

Upon reaching the place, she went from table to table, urging everyone to subscribe. They bought, and they all paid in full. I followed her and collected payment in advance since we had only one sample copy. Then we went to the manager's table. My friend took my display spread and pointed to the *Modern Medical Guide*.

The boss said, "How modern?"

Before I could answer, my friend enthusiastically explained the benefits of the book, because she had purchased one from me before. Next she pointed to the *Family Medical Guide*. The boss asked me, "Did you read that already?"

Before I could answer, my friend explained again. The boss asked, "Who's connected with Home Health Education Service, Lourdes or you?"

My friend said, "You pay her now, and she will deliver tomorrow." The boss got a check and paid the amount. The total sales reached 10,000 pesos!

My friend invited me for dinner at a restaurant inside the mall. She also bought me a pair of shoes—my dream shoes for canvassing! At first I didn't want to accept. She had already helped me canvass the people. Why would she buy me shoes worth 1,400 pesos?

"I'm just returning the favor," she explained. "Do you remember that one time in the middle of the night when I asked you to pray for my house?"

"Yes, I remember," I told her.

"You know," she continued, "the following morning, someone helped me pay my loan to the bank so that my house mortgage was not foreclosed."

I told her, "Well, you don't owe *me* anything. We owe it all to the Lord!"

"OK," she said. "Christmas, the New Year, and your birthday have passed, so accept the shoes as my gift."

In short, I went home that night with my goal achieved *plus* new shoes. God is so good! And in a manner of speaking, don't you think my friend turned out to be my "angel" that day?



## An "Angel" Canvassed on My Behalf



**Lourdes Orlando,**  
*Literature Evangelist,  
North Philippine Union,  
Southern Asia-Pacific Division*

# The Perfect Wedding Gift



**Sim Hooker,**  
a happy new  
Seventh-day  
Adventist

By **Matty Aronis**

**N**ot far from my home is a highly populated inner-city area. There are but few individual homes amid myriad high-rise housing units. I had canvassed all day, and my only sale had been a paperback of *The Great Controversy*.

At that point I arrived at a tiny house wedged between two high-rise units. When I knocked at the door, I was happily greeted by a kindhearted Malaysian-Chinese woman. She warmly welcomed me in, and her hospitality was most gracious. Her name is Sim Hooker, and she came here from Penang, Malaysia.

She said that her own Chinese dialect was Hakka, a minority dialect even in her country of origin. She was recently widowed and still grieving her loss. Her English was not very fluent, I did not speak Cantonese, and she could not read English! I discovered, however, that she had a thirst for

knowledge, so I bargained with her.

“If you buy this book called *Today, Tomorrow and You*,” I said, “I shall come and teach you to read English from this very book.” Immediately she was excited about my offer.

She did buy the book, and as promised, I visited her one night every week. Each time I came for the lesson, she wanted to know what other books I had. I told her that perhaps they would not be suitable for her reading level yet, but she insisted she wanted to buy those as well.

Over the next 12 months she bought every book in the library, including more than a dozen Stampley Bibles. I was curious as to what she was going to do with all of those Bibles. Soon she explained, beaming, “When there is a Chinese wedding or celebration, I have typically given gifts of gold or bracelets,

but now I give them a book or a Bible.”

She has also given a Bible to her personal doctor and to her brother, who lives in China. He too is a doctor. In fact, her gift books and Bibles have gone all over the world.

As we studied from *Today, Tomorrow and You*, she asked what church I attend. After answering her, I asked, “Would you like to come?” The answer was a definite yes! Following more studies, she was baptized a few months later.

Sim’s English is still rather broken, but she has joined an English class and is making progress. She has given *Signs of the Times*, our church’s outreach magazine, to every member in her English class.

Sim is, in fact, a greater teacher than she ever imagined she could be. Through the printed page, she now teaches others about Jesus and His love.



**Matty Aronis,**  
*Literature Evangelist,*  
Brisbane, Australia

By Beatrice Del Carmen

The year is 1990, and I am doing the terribly repetitious work of a seamstress in a textile factory. I feel like a machine. My life is both boring and tedious. I feel empty and lacking in direction.

When I hear some people speak of God, they sound so happy. Indeed, their lives seem to be joyous. I want that in *my* life. What is it about God that makes them savor life so much? What must I do to find out?

Should I read the Bible? OK, maybe that will help. I pick up a Bible and start reading in the book of Revelation. The words are rather exciting, but I have trouble grasping the meanings of the expressions. How can I get somebody to talk with me about God?

Days pass. I hope someone will take the time to tell me what he or she knows about God. I want to hear their experiences firsthand. I want to ask questions. I want some answers. Sometimes I cry for no apparent reason. Where are You, God? Who are You? Can You help me?

The company I work for decides to offer me a different job—one that pays better. The duties will consist of taking care of a house part of the time and selling in the cafeteria. I take the job. Surely the change will do me good. However, the same boredom soon returns. The sense of uselessness pervades. Somebody, please talk to me about God!

In the midst of this bleak state of mind, I am selling juice in the cafeteria. In walk two well-dressed young men. They are neat. They look happy. They carry briefcases. And they want to talk with me. Is *this* my answer? Will they talk with me?

# Please Talk to Me About God

It turns out that they want to discuss some program they have for the community. I interrupt the one speaking and ask, “Are you Christians?” They smile, sidestep, and detour back into their canvass. Again I say, “Are you Christians?” They look at each other quizzically and try to begin again. But I repeat, “Are you Christians?” To my surprise and joy they both nod in the affirmative, and one says, “Yes, we are.”

I say, “Please talk to me about God. You just cannot go from here without telling me what you know about God. I am a Christian. I mean, I want to be, but sadly, my daily life says something else.”

To my surprise one of them, seeing my urgency, opens his briefcase, extracts a Bible, and reads Matthew 18:20, which says, “For where two or three are gathered together in my name, there am I in the midst of them” (KJV). Then he adds, “We are here, we are three, and the Holy Spirit is here, too.”

Tears run down my cheeks as I listen to these young men speak. They offer me Bible studies in a course called “Treasures of Life.” I gladly accept. They promise to return, and they do. Each week another study is

introduced. My soul is watered. Life takes on a meaning I never knew before.

When we study about baptism, I know that I want to be baptized. After I receive further study, it takes place. The two young colporteurs are present for it. Thanks to these young men, I have found the happiness of loving and serving God.

One day a publishing leader by the name of Gilbert comes to my church to recruit colporteurs. When he calls for commitments, my hand goes straight up. Since then I have been canvassing for the Lord. It is going very well, and my 17-year-old daughter is my enthusiastic companion in service.

Besides working for souls as a literature evangelist, I am now a leader in the church and serve as its treasurer. Goodbye to those bleak days of little understanding and no reason to live. Hello to meaning and purpose and joy. Thanks to those two young men whom I refer to as my “angels,” I can truly sing those words “I am happy in the service of the King!”



**Beatrice Del Carmen,**  
*Literature Evangelist,  
Inter-American Division*



By Letlhogonolo Setswalo

I had arranged an appointment to make a literature presentation to a group of teachers at the Francistown Senior Secondary School, and today was the day!

I met with the teachers and canvassed them in the staff room. The response was very positive. Many gave me orders. One of the teachers, Miriam by name, requested that I come and visit with her at home that evening. For some reason, however, she was not at home when I arrived.

Three days later I returned to Miriam's residence. As I approached her home—still about 150 feet away—I could see her out in the yard talking to a friend. I was glad that she was at home this time. But as I got closer, she turned and saw me coming. I was not prepared for what happened next.

Miriam became angry and began shouting at me furiously. "What do you want here? Go away! Do not even come here.

After all, my brother is very sick in the hospital!"

She wasn't making good sense, so I continued to slowly approach her home. She kept shouting at me. Closer and closer I came as she continued screaming and shouting. Calmly I greeted her just as I would greet a friend.

Her evil-sounding response was: "I don't even want to see your books. Get out of here!" I let her babble on for a few moments. Then I asked, "Miriam, may I pray for your sick brother?"

She paused for a confused moment or two and then sputtered, "Uh, yeah, yeah . . . yes, I do need prayers for my brother."

She was now speaking softly, and finally she said, "It's OK; you can pray." She invited me into her house, and I suggested to her that it would be good to have the other members of the family present for the prayer.

When we were all assembled, I prayed for her family and requested a quick recovery for her sick brother. As soon as I

said "Amen," she asked me, "Where are those books?"

I removed two books from my briefcase and showed them to her. "Are these the only books you have today?" she inquired. I then removed all of the other books from my briefcase, and she bought them all.

After paying for her books, she turned to me and said, "You are a genuine Christian. I shouted at you, and I said a lot of unkind words, but you did not respond in kind. Neither did you get angry. And you have even prayed for my family. You are a God-fearing Christian."

This was the beginning of a friendship. I continued meeting with Miriam for the next three months, and each time she apologized again. I just kept reassuring her that I had forgiven her right from that first day when she said those bad things. I assured her again and again that I love her very much and that God loves her too.

One day I met Miriam in town, and she was so excited. She told me about what good things the books had done for her life. She was also thrilled that she had now transferred her son from the private school he had been attending to the new Eastern Gate Seventh-day Adventist Academy in Francistown, Botswana.

She said, "I know that my son will now learn about God at this school, and that makes me very happy."



**Letlhogonolo Setswalo,**  
*Literature Evangelist,  
North Botswana Field,  
Southern Africa-Indian Ocean Division*



## Interview With a Church Pastor

Conducted by  
*Jules K. K. Lumbu*

I recently had a friendly visit with Pastor Jacob A. Akali, senior pastor of the Nairobi Central Seventh-day Adventist Church in Nairobi, Kenya. Here is what he shared with me.

**Lumbu: Good morning, Pastor Akali. On behalf of our readers, thanks for your time and interest. Would you please share with our readers some words about yourself and your family?**

**Akali:** *Yes. I am the senior pastor of the Nairobi Central Church, commonly referred to as the Maxwell Church. My wife, Annice, and I have three lovely daughters named Praise, Gift, and Precious.*

**Lumbu: Thank you. Can you tell us how you first became acquainted with the literature ministry?**

**Akali:** *Many years ago I met a man named Olwande. He was a dedicated literature evangelist who sold my dad a large number of books. My faith in Jesus, my ministry, and my entire life have been greatly influenced by the reading of those books that Mr. Olwande sold to my dad.*

**Lumbu: As the pastor of the Nairobi Central Church, you have a congregation at the center of many of the major Adventist activities in the area. In what ways is the impact of the publishing ministry felt?**

**Akali:** *Elder Lumbu, the services of the publishing ministry in our territory constitute a vast blessing. The circulation of our health publications, the children's character-building materials, the spiritual books produced by the church, and the great Spirit of Prophecy writings—these have deeply influenced many who are our members today. The publications taught them of God's plan for their lives.*

**Lumbu: Has the publishing work been meaningful to your own personal life?**

**Akali:** *It surely helped with my university education. Since I had to earn my own way, I pondered and prayed, "Lord, what shall I do?" It was then that Elder José Campos introduced me to the amazing potential of the student canvassing program. What a new day in my life! In this way I paid for my tuition!*

**Lumbu: Do you feel that the publishing work assists in your ministry today?**

**Akali:** *Yes, definitely. Without the availability of Ellen G. White's writings and our other publications, I would be limited in feeding my congregation. Our publications lend depth and meaning to all levels of ministry.*

**Lumbu: In what ways can you, as a pastor, lend support to the publishing work?**

**Akali:** *I preach about publishing. I make altar calls, as appropriate, in the recruitment of new LEs. I advocate the holding of LE training*

*workshops. I encourage my acquaintances to consider taking up literature ministry, and I try to inspire confidence in our LEs to cast wide their canvassing nets. I also open the doors of my church each Monday for Nairobi's weekly LE group meetings.*

**Lumbu: "Keeping the Vision Alive" is the GC Publishing Ministries theme. What do you think of it?**

**Akali:** *I certainly do believe in keeping the theme of Ellen G. White's publishing vision alive. It is still vital!*

**Lumbu: Are your church members quite enthusiastic about the publishing work?**

**Akali:** *Yes, they are, and we like to cooperate with the world church calendar. On Publishing Sabbath we vigorously promote publishing ministries. We enjoy every Publishing Rally Day and the Publishing Week of Prayer. Our members love to see our LEs succeeding in the field.*

**Lumbu: Thank you so much for sharing with us today, Pastor Akali. Have you a word in closing?**

**Akali:** *Yes. I earnestly seek God's help in supporting publishing ministries. It is, in fact, the basis of my own ministry. With God's help, I expect to see a doubling of the number of LEs right here in this church.*



**Jules K. K. Lumbu, Director,**  
Publishing Ministries  
Department,  
East-Central Africa  
Division

# Literature Evangelist Summary Report

## PUBLISHING MINISTRIES DEPARTMENT

### General Conference of SDA

As of September 30, 2007

Reporting Organization	Publishing Leaders	No. of Literature Evangelists			Total Sales in US\$	No. of Books & Magazines Sold	Free Literature Given	Prayers Offered	No. of Homes Visited	Interests Contacted for Bible Studies	LE Contacts Baptized
		FT	PT	Total FT & PT							
East-Central Africa	139	1,947	1,133	3,080	200	\$ 2,549,571.35	1,098,497	442,758	132,324	172,526	10,272
Euro-Africa	24	192	231	423	0	\$ 4,852,295.00	552,233	6,351	185,634	3,094	90
Euro-Asia	94	298	1,322	1,620	249	\$ 1,357,545.00	804,951	51,347	0	3,158	19
Inter-American	182	1,929	2,078	4,007	1,072	\$ 11,499,850.85	765,957	354,062	798,090	134,815	2,816
North American	57	310	167	477	960	\$ 11,073,358.99	2,339,027	236,924	330,113	22,823	2,787
Northern Asia-Pacific	22	279	214	493	56	\$ 3,321,756.67	151,976	1,488,606	132,682	4,234	190
South American	230	2,891	581	3,472	8,036	\$ 42,287,506.17	6,530,745	567,782	2,058,017	170,740	1,548
South Pacific	46	265	0	265	0	\$ 1,710,359.65	59,956	20,743	0	1,168	64
Southern Africa-Indian	70	1,434	826	2,260	177	\$ 5,390,888.64	785,780	146,587	326,324	37,810	4,073
Southern Asia	27	161	31	192	30	\$ 131,931.00	32,181	70,059	51,785	2,397	131
Southern Asia-Pacific	292	3,075	1,358	4,433	3,942	\$ 3,743,508.56	470,921	1,310,192	2,208,466	318,543	11,040
Trans-European	5	52	27	79	46	\$ 118,043.58	31,818	51,398	0	3,813	12
West-Central Africa	37	804	577	1,381	501	\$ 1,709,492.18	82,699	69,885	78,806	22,506	1,277
<b>Grand Total</b>	<b>1,225</b>	<b>13,637</b>	<b>8,545</b>	<b>22,182</b>	<b>15,269</b>	<b>\$ 89,705,307.64</b>	<b>6,310,580</b>	<b>2,822,369</b>	<b>6,302,241</b>	<b>897,627</b>	<b>34,319</b>

\* The Student LE figure is based on Student - 2006 Annual Report. The number of LE students is reported only once a year in December.