

SUGGESTIONS TO CANVASSERS FOR THE CHURCH BUDGET

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1. As canvassers it is vital that we recognize the importance and dignity of the work. Like the Apostle Paul, we should magnify our office. We represent the most significant institution in this world, the church of the living God. This is a work in which men of rank can afford to engage. Let us go with a holy boldness and a conquering purpose, dedicating our best to this campaign.

Carry God's Blessing.

2. We should reverently look to God for His blessing, that we may go with a smiling face, a cheerful greeting, and a big faith. We should seek to be tactful, winsome, resourceful—manifest a hopeful and optimistic spirit; talk progress. We have a progressive church and all should be encouraged to make a personal advance.

Canvassers Should Be Builders.

3. Let us seek to be boosters—to stimulate church spirit, loyalty to pastor, and attendance on all services. Under no conditions can we afford to be knockers. We should neither encourage nor engage in criticism. A call for money is likely to elicit

criticism from those not coöperating. Let us admit that the church may have made some mistakes, but insist that the spirit of the church is true and is moving forward to a greater day. While it is human to err, it is Christlike to forbear and forgive.

Clearness and Confidence Needed.

4. We should endeavor to be brief, clear, positive, and confident in presenting this worthy cause. Let our method have a business ring. We should be prepared to furnish all proper information regarding the condition and plans of our church.

The outline of our financial policy should be given and explained on application. We can afford to turn on the light and impress all that there is "nothing covered that shall not be revealed." A detailed statement of the budget sent to each member in advance is wise.

Enlist Every Member.

5. We should make a tactful effort to secure a subscription, by the week, from every member of the church, both for home support and outside causes.

Let us stress the idea that giving is a *personal* act, and cannot be performed by proxy—the women and the children have a right to be represented in the exercise of this grace.

At least as much for others as for ourselves should be the standard under normal conditions. It is hardly reasonable that we shall contribute more for Jerusalem than for the rest of Judea and Samaria and the uttermost parts of the earth.

Keep Eyes Open.

6. We should be on the lookout for prospective additions to the membership of the church, Sunday school, and other organizations; advocate the importance of the midweek prayer meeting and try to create a conscience that will bring the membership out on Sunday evening. These laymen have an avenue of access and an influence not always possessed by the pastor.

Make a note of information that will be valuable to the pastor and Sunday school officers and teachers. There are those that have become indifferent, others may be out of harmony with some features of the church's policy, some may be sick and need the min-

istry of the church, others may be out of employment and need help. Such information forms the basis for intelligent and effective ministry.

7. We should stress *weekly* offerings, not only as a means of securing funds to pay all bills promptly, but as a vital agency for spiritual development. Many are slow to recognize that hearty giving is a religious exercise—an act of worship.

Paul speaks of it as a grace and classifies it with teaching, with exhortation, with ministry, etc. He also declares it to be a "proof of the sincerity of our love." Hearty and cheerful giving may be more acceptable to God than much of our singing and praying.

Cultivate Fellowship.

8. We should make our visit a spiritual blessing both to ourselves and the family. Cultivate fellowship; manifest a sincere interest in every member of the household. In some cases, especially where misfortune has come to the home, we might suggest a brief season of worship. "We seek you, not yours" should be our motto. We may be able to bring cheer to saddened hearts and spiritual enrichment to ourselves.

Report Results of Work.

9. The leader of each team of two should prepare a brief report in writing for the echo meeting Sunday evening following the afternoon campaign.

The following is a suggestive outline for such report:

1. Number of members assigned our team.....
2. Number that were seen.....
3. Number that made pledges—
 - (a) To church support.....
 - (b) To benevolences.....
4. Amount pledged—
 - (a) For church support.....
 - (b) For benevolences.....
 - (c) Total
5. The approximate per cent of gain.....
6. How received in the homes?.....
7. General information as follows:
 - (a) Prospective members, Sunday school scholars, etc., found
 - (b) Cases of need, sickness, etc.....
 - (c) Suitable and stimulating incidents.....

- (d) Effect of visitation on the canvassers themselves
- (e) General remarks

The reading of this report should not consume more than two minutes under ordinary conditions.

The canvass can probably not be fully completed by Sunday night; strenuous effort should be put forth to make it thorough by Wednesday night and at that time have a final report by the chairman of the board of deacons or the treasurer.

Never stop short of thoroughness; check up results and plan to continue campaign by using a few of the most tactful canvassers.

Preparation Brings Results.

10. If the preparation, both intellectual and spiritual, has been thorough and the canvassers do the work heartily, tactfully, and thoroughly, the results are bound to be most gratifying; the church should be relieved of all worry and anxiety regarding finances and the weekly offerings should become a real joy and source of spiritual enrichment.

The canvassers should realize afresh the blessedness of service, and it may prove to them the beginning of a life of enlarged usefulness and power.

Follow-Up Must Be Thorough.

11. The *follow-up* must be thorough. The educational and spiritual work must continue with increasing efficiency; this calls for prayer, the use of tracts, sermons and addresses on stewardship and missions, the reading of denominational literature, attendance on conventions, mission study groups, visits by secretaries and returned missionaries who can present stirring facts.

Monthly notices should be given to those in arrears. Semiannual or quarterly round-ups should be made, when those who do not make weekly offerings and those whose offerings are far below the measure of their duty, shall be urgently solicited to "honor the Lord with their substance" "as He hath prospered them." Each team should be responsible for the follow-up among the members on their list.

If intelligence and spirituality are given their fundamental place in this program, there is bound to follow a bounteous harvest of good fellowship and efficiency.