

Selling Relief Books

QA 31-C-13

Sanitarium, Cal., Feb. 16, 1914.

South Lancaster, Mass.

Dear Brother,---

This morning I find on my desk your letter of February 10, asking us to explain the meaning of a statement found in Testimonies, Vol. 9, page 78, that the youth in selling "Object Lessons" and "Ministry" would be earning money to enable them to return to school.

All through the years it has appeared to me that there has been presented to Mother from time to time, a plan of work for our students somewhat different from that which we are following, a plan by which the student would be permitted to sell these relief books, receiving a percentage of the money received from the sales.

When the plan of giving "Object Lessons" to our schools was first developed in Mother's mind, and she instructed me to write to our brethren in America about it, the plan proposed was that those selling the book receive a 40% commission, and that the difference between the 60% ~~and of the price~~ ^{and of the price} ~~and the real cost~~ of the book and the cost of its manufacture, be given to the schools.

But when our brethren who were appointed to look after that work here in the states, met together to plan out a campaign, they felt that our people would be willing to give all of their commission, and thus bring in more money to the schools. This was probably a better plan during the relief campaign.

But as Mother has written about this matter in later years, she has brought out frequently the thoughts and suggestions similar to that mentioned in your letter, and I have looked forward to the

time when our brethren would encourage students to sell the relief books, and would give them 40% discount.

Thus far the suggestions made along this line have been met by our schoolmen with the argument that all of the returns from the book should go to the school, and by our publishing houses with the argument that the student could make more money selling other books.

A year or more ago one of our general canvassing agents, I think it was Brother Richardson, wrote out quite a lengthy appeal regarding this matter. But I think it met with only a scanty sympathy. Still I look forward to the day when our plans will be modified, and when students will be given a special training for the handling of relief books.

Yours very truly,

W. C. White