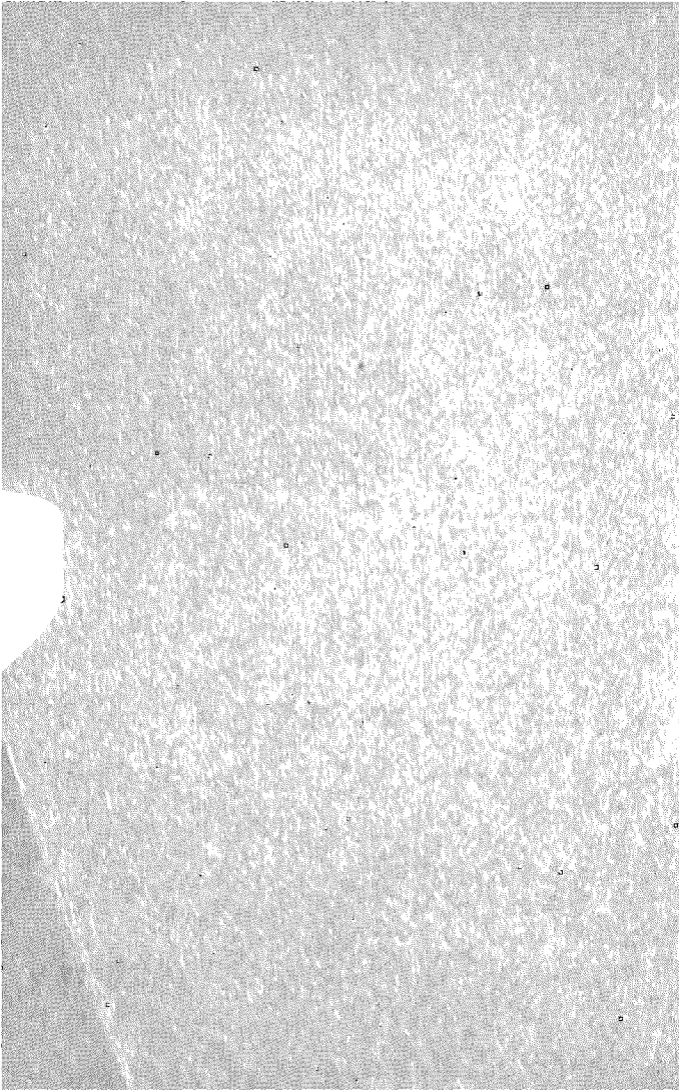


St. John -

*Student Volunteer
Group.*

THE
FIELD CAMPAIGN
FOR
MISSIONS.

Lewis



Student Volunteer Series No. 12.

THE
FIELD CAMPAIGN
FOR
MISSIONS.

BY

ROBERT E. LEWIS.

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For list of publications of the Student Volunteer Movement for Foreign Missions, see last pages.



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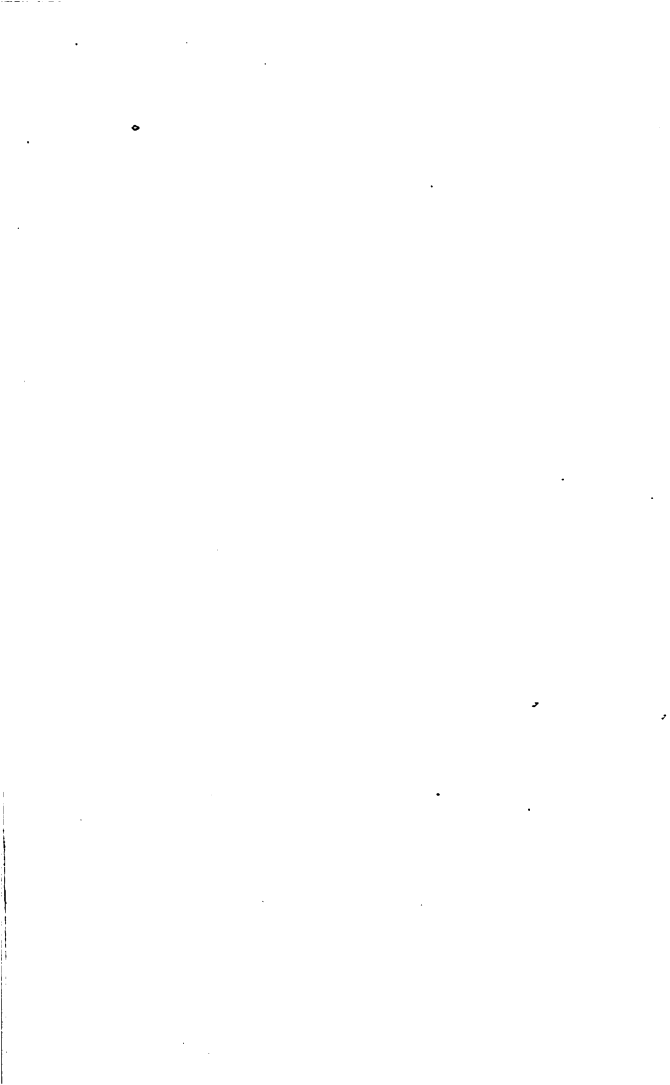
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INTRODUCTION.

This manual is designed as a hand-book of information on the details of the Field Campaign. It is for distribution primarily to those who are to participate in such work. Besides the valuable experience of past and present officers of the Student Volunteer Movement, the best methods found by personal inquiry among over one hundred and eighty-five colleges have been used as a basis for the plans herein presented.

When literature for general distribution on the Field Campaign is desired, we strongly recommend the pamphlet "The Opportunity of Student Volunteers in the Present Crisis," by Mary and Margaret W. Leitch, which may be ordered from the Student Volunteer office.



The Field Campaign for Missions.

I. WHY THE STUDENT SHOULD ENTER THIS CAMPAIGN.

1. *It will bring Spiritual Blessing to Churches and Young People's Societies.*

A spiritual motive should first prompt the student to enter upon this field work. If any other motive is dominant, the results will be unsatisfactory. The experience of the past bears out the statement that in such a campaign great spiritual blessing has come to young people's societies and churches. The need of arousing Christians to the world-wide work of Christ is revealed in the statement made by a member of one of the foreign missionary boards, in answer to a question in regard to his great denomination, that one-third of the members of the denomination knew nothing and cared nothing about missions; that a second third knew little and cared little, and that the remaining third knew much and cared much. There is rea-

son to believe that this is not an exceptional denomination.

The number of churches which the secretaries of the boards and returned missionaries are able to visit personally is small in comparison with the whole number. The vast majority of churches have never received the inspiration of such visits. But in the hosts of volunteers who must remain in this country until preparation is completed, we find a solution to the problem of bringing missionary information and inspiration to small as well as large churches and the young people's societies of the various denominations. This seems to be an opportunity providentially placed before volunteers.

2. *It will Develop the Volunteer.*

The representatives of twenty-five missionary boards meeting in New York in January, 1897, recommended to the Volunteer Movement that special emphasis be laid upon the *quality* of volunteers, rather than the *quantity*. The need of the mission field and the desire of the board secretaries is not for raw recruits, but for those who have already tried their steel. An opportunity is afforded the volunteer through this field campaign for testing himself. It seems to be a natural part

of his preparation for his permanent life-work. The need of the field is not for theorists, but for those who have shown that they can really "bring things to pass."

3. *It will Hasten the Realization of the Watch-word.*

The watch-word of the Volunteer Movement is the life watch-word, also, of each volunteer. What a different aspect it would give to the human side of our watch-word if the Christians of North America were aroused to the great work which Christ has committed to their charge! In this field campaign the volunteer finds a direct opportunity for thus arousing Christians, before his departure from the homeland, and, therefore, of hastening the time when all men shall hear of Jesus Christ. The volunteer will go to the field to become a missionary. He is an individual. If, before sailing, he can arouse one hundred individuals or societies to undertake the support of other missionaries, he will be multiplying his life a hundred times. With "the evangelization of the world in this generation" as his motto, the volunteer will not decline to consider seriously the opportunities herein afforded.

4. *It will Assist the Missionary Boards.*

This is the time of special crisis. The appeal of one of the great boards to the churches of that denomination contains this statement: "It has been a simple question whether to cut the missions still more bitterly, or trust the . . . churches yet more implicitly. The former we do not know how to accomplish without voting destruction, and hence we have trusted the churches, who do not ask us to create ruins on the mission fields. . . . The great trust laid upon us by the will of the churches compels the entreaty which we here present, to let the troubled cry of our missions reach every church and every Christian heart in this time of unique privilege."

It is startling to note that out of 5,554 churches of a great missionary denomination, 2,046 churches contributed nothing last year to foreign missions. Does this not point to our opportunity? One of the missionary publications of a national young people's movement raises this question: "Why do we need so many more ministers than the heathen?" and states that the denomination has 16,800 clergymen in America and only 225 in all mission lands. Furthermore, in the

resolution of the secretaries of twenty-five boards occurs the following: "We suggest that wider use may profitably be made of the volunteer bands by our boards as a valuable and efficient agency in quickening the zeal of our churches in this service, and in leading them to recognize in this Movement, as they appear to have failed to do as yet, God's answer to their own prayers for laborers for the world's great harvest field, and His challenge to their greatest faith and consecration, and their enlarged and self-sacrificing liberality."

We must recognize at the outset that the present dilemma, in which, for lack of funds, the missionary enterprise finds itself, is not caused by an actual lack of money, but rather by a lack of consecration. The Earl of Shaftsbury stated this matter in trenchant form: "During the latter part of these eighteen centuries it has been within the power of those who had the truth — having means enough, knowledge enough, and opportunity enough — to have evangelized the world twenty times over."

5. *Love for Christ.*

The final motive must be love for Christ. The hope of bringing spiritual blessing to young people's societies, of personal develop-

ment, of promoting the realization of the watch-word, of assisting the missionary boards in this crisis, are subordinate to the overmastering motive of love for Christ. Jesus puts the question, "Simon, son of Jonas, lovest thou me?" And after Peter's affirmative answer, Jesus said, "Feed my sheep." Love for the pasture, the water brooks, or the sheep was not reason enough for Jesus to commit the latter to Peter's care. But when an abounding love for the Master Himself is acknowledged, Jesus says, "Feed my sheep." What was true in the days of that blessed fellowship is true now.

II. THE FIELD FOR THIS SERVICE.

1. *The Young People's Societies.*

From the first, the connection of the Student Volunteer Movement with the various young people's organizations has been intimate. It is a well-known fact that volunteers have had a large influence in promoting the missionary policy which such societies have pursued. The leading officers of these societies look with favor upon the field campaign provided it is conducted according to plans approved by the boards, and in harmony with the desires of the pastors of the

churches. The president of the United Society of Christian Endeavor writes: "I approve most heartily of the plan to utilize the great host of missionary volunteers in bringing the inspiration of their future life-work to the churches and individuals which support them on the field."

The great possibilities of this work among young people's societies are suggested in the statement that "if each of the Christian Endeavor Societies would contribute forty cents a week to its foreign board, their combined gifts would equal the total income of the largest missionary society in America." There are other great young people's movements, such as the Epworth League, Baptist Young People's Union, Luther League, Our Young People, St. Andrew's Brotherhood, etc., which include also their thousands of members. If this statement of the missionary possibilities of one organization is approximately correct, how effective would be the co-operation of all the young people's societies. That most excellent book, "The Missionary Spoke of the Epworth Wheel," says emphatically, "If the Methodist Episcopal Church is to meet the expectation of one of its eminent bishops and 'sustain a thousand

men and twice as many women in the heathen world alone,' the Epworth League must largely do it."

This campaign has been put to the practical test in several sections of the United States and Canada. The students in arts and medical colleges belonging to one of the leading denominations of Canada have been pressing this deputation work among the young people's societies of their denomination throughout the Provinces. From their work the past summer it is learned that approximately fifteen thousand dollars were pledged for the board of the denomination; that six hundred churches or societies were visited, and that sixty thousand people listened to the missionary appeal of these students. About twenty districts, as a result of this work, have entered on systematic giving, and the indications are that a score of missionaries will be supported in the field by the board, as a result of this summer campaign work. The action of the General Board of Missions of the Methodist Church of Canada at almost the beginning of this student work is significant:—

“ 1. That the board expresses its cordial sympathy with the students in their work, its

gratification with their desire to place the work under the direct control of the church through the board, and its belief that the Movement, wisely guided, will result in stimulating and developing widespread interest in missionary work among our young people, and in securing substantial additions to the income of the board.

“ 2. That as those who had begun this Movement have already achieved results in securing pledges of support sufficient to provide for the maintenance of at least one additional missionary in the foreign field, and have demonstrated that very much greater results must follow a continuance and enlargement of their work, and, at the same time, have done this by making greater sacrifices of time and money than can be continually afforded by young men who depend upon their own exertions for their living and their education, the board should accept the trust thus evidently imposed upon it by Divine Providence, and make suitable provision for the guidance and maintenance of the Movement.”

The work conducted by a band of a Presbyterian college in Ohio has had the co-operation of the Synod of the State, directing,

introducing, and co-operating with the volunteers in all possible ways. A committee of the Synod is in charge of this matter, with a most efficient and sympathetic clergyman at its head. We find an Ohio field secretary of another denomination in immediate co-operation with the volunteers of one of the universities in his State, and he speaks in most emphatic terms of the practicability and success of the work which has been done, not only among young people's societies, but in churches.

2. *The Women's Missionary Societies.*

In connection with many of the churches in cities, villages and towns there are women's missionary societies. These contain individuals who are well informed on missions, who are deeply interested in the work of the board of the denomination, and who often have been isolated from personal touch with the missionary enterprise. The volunteers engaged in this work will find these women's missionary societies well prepared for their message, and among their best supporters. They will be foremost to take advantage of the aggressive work suggested, and will carry it on after the visitor has departed.

3. *The Mid-week Prayer-meetings of the Churches.*

In connection with the larger churches where the visitors do not take advantage of the Sunday pulpit services, the mid-week prayer-meetings afford an opportunity which should not be ignored for spreading missionary information and for securing advanced financial co-operation. Often some well-to-do man in this smaller audience will be moved to respond with a large personal subscription; and, in any event, these mid-week meetings, if well prepared for, will add impetus to the other work which the volunteers will do in the parish.

4. *Sunday Schools.*

In the Sunday school the visitor will find a combination of conditions to facilitate his work. Where old and young are interspersed, the attendants are, as a rule, devout people, and if it is one of those Sunday schools to which most of the church members remain, he may be able to bring it to the point of definite action in regard to such systematic giving as he has previously suggested in addresses and personal interviews.

5. *The Churches.*

It is the policy of many who have been

in this work among the rural and town churches to take advantage of the Sunday services to the utmost, with very large results. It is probably wiser for the band, in planning the campaign, not to press into large churches for the regular Sunday services. In this matter students might observe the sensible rule to be content to sit in the lower seats unless actually pressed to take the upper ones. This caution does not apply to the churches which most of the bands will reach in the country, but the field in the cities seems to be directly among the young people's societies.

6. *Conventions and Conferences.*

A plan which has been tried with effectiveness, in both Canada and the United States, is for the students to plan at all the county or district conventions of young people's societies to present missions in such a way as to get direct, decisive action taken by the societies. This plan is recommended by one of the boards, and is one which is yielding fruit where denominational needs can be urged. Would it not be possible, by careful distribution of volunteer speakers, to have missions presented at every county and district convention, each summer, in the States and

Provinces,—such a presentation as will bring the societies into aggressive action? Advantage might be taken of Sunday school conventions, Chautauquas and similar gatherings.

In the metropolitan centers it has been the plan of the volunteer unions to hold once or twice a year a rally of the missionary leaders of all the young people's societies of the city. At one of these rallies one thousand or more leaders of young people's societies were present to consider practical plans for co-operation with the boards of their denominations. In at least one city, training conferences have been held which brought together the chairmen of missionary committees and the presidents of societies. This training conference should be of great practical value in making definite and aggressive the missionary plans of the societies.

III. HOW TO CULTIVATE THE FIELD.

I. *Preliminary Arrangements.*

All the preliminary arrangements for this campaign should be conducted by the volunteer band or missionary committee in the college.

It is usually best for the plans to be so made by each band or committee that the

work will follow denominational lines. The band should take up this matter in mid-winter and secure the names and correct addresses of all the churches, pastors, presidents of the young people's societies and of women's missionary societies, chairmen of young people's missionary committees, in the territory which the band hopes to cultivate, and to have these facts carefully tabulated before any direct work is done. The secretaries of the American and Presbyterian boards, among others, desire to hear from each college where work to reach their churches is contemplated. They will co-operate with the students and put them into correspondence with local denominational authorities, who will greatly facilitate all wise plans. The plans should be submitted to denominational representatives in the State or Province or at the board headquarters, in order that the advice and counsel of those whose co-operation will be of great assistance may be secured. It would be well for each band to come into close touch with the officers of the State young people's organizations, as co-operation with these officials will undoubtedly promote the work in hand. It is often found possible for bands of various

denominations to secure the endorsement of their Synod, Conference or District mission board, and have committees appointed to co-operate with the volunteer workers. This has been found practicable in the experience of colleges which have done very successful work. Letters should be sent to all the pastors and leaders in the young people's societies some months before the campaign is begun. These letters should be carefully executed. A uniform file should be decided upon in which should be kept a complete record of all correspondence and printed matter used in connection with this work, not only by the volunteer band, but by the committee of the Synod, Conference or District.

2. *The Choice of Workers.*

Volunteers, when chosen for this service, have the leverage of lives dedicated to a work in which they wish to interest the young people and churches. If there are not enough capable volunteers in any college, and if there are other students who are informed on missions and thoroughly sympathetic with this work, or returned missionaries in the vicinity who are effective speakers, the list of campaigners may be largely increased. In

ascertaining his fitness to undertake such work it would be well for the student to consult his pastor or a wise adviser on the faculty of the college. Such advice if sought and received with perfect candor might strengthen him for his work or deter him from undertaking that for which he may not be fitted. In the choice of the deputation certain essentials must be insisted upon: 1. The spiritual qualification should always be first. It were better to have no work done than to have it done by unspiritual campaigners. 2. Those who are unwilling to make sacrifices cannot hope to enter this campaign, which requires both strength and grace. 3. Almost as important as the foregoing is the careful preparation which the student should make before beginning the campaign. Preparation while in the campaign will be practically impossible and, therefore, those who are to enter this work should be set apart not later than Easter, and should so systematize their college work as to give special preparation for the campaign of the summer. 4. A necessary qualification is the ability to make a good presentation of missions in public address. If two students, however, go together into this campaign, the choice might be so

made that one would be especially effective on the platform, and the other strong in personal work.

3. *The Support of Workers.*

The expenses of those who are to engage in this campaign require careful consideration. It seems to be the united opinion of those who have had experience in these matters that the student should not attempt to make this work a source of income, but that love for the work and love for Christ are sufficient motives. Those students who are able would gladly support themselves in the work. However, we recognize the fact that many volunteers depend upon work during the summer vacation to provide money for the expenses of a college year, and that many are therefore unable to enter the campaign at their own charges besides giving their time. 1. Under the circumstances it seems reasonable to expect that if the campaigners give their time, the churches or societies to which they go should pay their transportation and entertainment expenses. That is, each society should pay whatever it costs to transport the speakers from their last appointment and entertain them while they are in the parish. The cost to each society, if this plan

is followed, is very slight. 2. Another plan is to have a portion of the proceeds of the sales of books go to the student making the sales. On this plan, we would make the following emphatic suggestion, that under no circumstances should the student assume the usual role of the book agent, but rather in every society or church visited there should be established a missionary library. It would be well for each visitor to see that a large or small order of general missionary literature is placed either with the board or the Student Volunteer Movement. An arrangement might be made whereby a certain amount coming from the planting of each missionary library should go toward the students' expenses. 3. A plan has been tried of raising from outside parties a certain definite sum which should be apportioned by the band to all the students of the college who are in the campaign. This has the advantage of a separate fund for expenses, so that all the money which is pledged by churches or young people's societies during the visits of the deputation can be turned directly into the treasury of the board. This should be undertaken only after the approval of the authorities. A Canadian board has

taken official action on this matter, and noting that the young men in the campaign are a "great blessing to our church, as well as the means of bringing thousands of dollars into our missionary treasury," they recommend that special provision be made for the students who spend more than four weeks in one season in visiting the young people's societies of that denomination.

4. *Filling Appointments.*

Practical difficulties arise in the making of such appointments as shall both suit the convenience of the students and the need of the churches. That the appointments shall be made so as to bring the largest results, the following plans are suggested:

1. That a special committee of volunteers or missionary leaders be appointed in each college, with the leader of the band as the chairman of this committee on the field campaign. If there is no volunteer band, the chairman of the missionary committee of the Association can well serve as chairman of this special committee, which should have charge of the work from the beginning, and should aim to have all of the details of the plan thoroughly under way by midwinter.
2. It would be well to assign the members of the band to

that section of the state or country in which their homes are, or where they will naturally spend their summer. 3. Probably the best plan is to send out the speakers two by two. Great care should be taken in the selecting and assigning of the workers,— the ability of each speaker, his adaptability to trying circumstances, his preparation for the special work in hand, his tact and perseverance, together with his platform experience, should all be considered. In each band of two there might be one experienced and one less experienced man ; the one to take the larger part of the platform work, and the other to tie up results in personal interviews and committee meetings. However, they should as far as possible bear the work equally. 4. As it is best for volunteers to work directly among the churches of the denomination to which they belong, it may require that the band members in state institutions divide into groups according to their church connections, and that there be a chairman of each group ; but that all reports of the work should be sent directly to the leader of the band or special committee in charge of the work.

A wise suggestion comes from one institution, to the effect that the correspondence,

newspaper notices and announcements be made in the name of the band of the university or college, and never in the names of individuals. If this plan is followed, a column can be set aside in the denominational paper and headed, "The _____ University Mission Band," and contain weekly unsigned letters from each campaigner about the work he is doing.

5. Let two days at least be spent with each church. A number of colleges have attempted to do the work with shorter visits, but the universal testimony is in favor of the longer stay with each church. The leader of one of the largest and most spiritual bands in the country writes that the past summer they disregarded this suggestion. His comment on their experience is as follows: "I am confident that in every case the results were not as manifest or as permanent as they would have been had I been able to stay two days in each place." Each deputation sent out from the college should have the tour so planned as to arrive early in the afternoon of one day at a given place; spend that afternoon and evening, the whole of the next day, and the forenoon of the third day in the work with the people of the church. That means

practically two full days spent at each point. If the campaign is so planned that the churches to be reached are within a few miles of one another, which is always desirable, the two-day plan can be carried out, the deputation leaving one church at about eleven o'clock the day its visit closes, and reaching the next point at two or three o'clock in the afternoon. In regard to the longer or shorter visit of the deputation with the churches, it is well to note that in the beginning of the experience of the colleges in this matter the plan was often to hasten through the country in order to reach a very large number of points, and the work was therefore superficial and more or less unsatisfactory.

IV. THE PREPARATION OF THE CAMPAIGNER FOR FIELD WORK.

This work is of such great importance that it must be well done. If poorly done through carelessness, lack of preparation, or inattention to fundamentals, it would better not be done at all. Therefore, the following general rules are laid down:

1. On or before Easter the plans of the band should be so definite that those who are to enter the campaign can be set apart to begin their preparation.

2. As this pamphlet brings into condensed form the experience of the colleges of the country in regard to such work, the first thing to be done by those who enter the campaign is to closely study the facts here stated. To ignore the experience of the past and the policy which is being followed by the most successful institutions is to insure failure.

3. If the band has been engaged in this field work in past years, the records should be carefully studied by every man or woman who is preparing for the campaign. The past records should be, therefore, easily accessible and thoroughly examined.

4. The field which is assigned to each campaigner should be carefully studied. He will wish to collect the statistics in regard to every church, young people's society and women's missionary society in his territory. Further, he will compile such records in regard to his whole field that he will have easily accessible during his campaign condensed statements regarding every church in his district.

5. As the visitor is to be the center of information, he should as soon as possible familiarize himself with the best recent litera-

ture of missions; primarily that which concerns his own board, but he should not ignore the most valuable general missionary literature which is accessible. From the office of the Volunteer Movement he can secure information in regard to this literature, and from his board in regard to the denominational work and publications. He should be thoroughly posted on the work of the board in order that the information rendered may be both accurate and interesting.

6. After having mastered this pamphlet, studied the past work of the band, investigated the field which is assigned him, familiarized himself with the literature of missions, and secured from the mission board the latest information on its work, he is prepared to make the first draft of the addresses which he will use in the field work. The following themes for addresses are the first essentials to each campaigner: (1) The field and the need of your board; (2) an appeal to the young people to take up specific financial co-operation; (3) a presentation of women's work for heathen women, adapted to the women's societies; (4) the Student Volunteer Movement — history, settled principles, achievements; (5) the Biblical basis, or the

spiritual side of the missionary enterprise. The number of these addresses can be greatly enlarged as the experience of the campaigner suggests, but no well qualified volunteer will enter this work with any less equipment for the public presentation of missions.

7. An essential qualification for this campaign work is the attendance upon the student summer school, which comes immediately at the close of the college year. The need of missions may seem to indicate that the volunteer, immediately after commencement, should enter the campaign, but it is strongly advised that all campaigners go to one of the great summer conferences. The time and money thus spent is insignificant compared with the results gained. There is no place where the campaigner can become so well grounded in methods, and so built up in spiritual power, as by attending these summer schools which are planned by the international committees of the Young Men's and Young Women's Christian Associations.

V. THE OUTFIT OF THE CAMPAIGNER.

The outfit which the campaigner should take with him depends upon the field and

the method of his campaign. It will be largely determined by one of the following four methods of travel: (1) Travel by railroad; (2) travel by carriage and horse; (3) travel by bicycle, and (4) travel by saddle-horse.

We know of volunteers in various sections of the United States and Canada who have used all of these methods, and it is a manifest fact that those who follow the railroad lines or go in carriages from field to field can carry more baggage than those who travel by bicycle or on saddle-horses. The nature of the field must determine for each deputation the best plan to pursue. If mountainous country, like West Virginia, is chosen, the saddle-horse or the carriage will probably be the most advantageous. If the work leads along one or two great railway lines, they will serve as means for transportation. If the campaigners are in a level section where the roads are good, the bicycle may be used to great advantage, being economical and swift. In all cases, excepting where the bicycle or saddle-horse is used, two grips should be carried. These should contain at least the following material: In one grip may be carried the suit to be used

in public work and all necessary changes, toilet articles, etc. The second grip, which should not be too heavy when filled, should contain (1) the Bible; (2) this pamphlet; (3) a missionary map of the world large enough to be used in churches, or a map of the missions of the denomination — this is very important; (4) sample copies of study class books, either secured from the young people's organization with which the student is naturally allied, or from the Student Volunteer Movement; (5) the best representative book — not too large — on the missionary work of the denomination; (6) catalogues of the book collections of the board and of the Student Volunteer Movement; (7) a liberal supply of well worded and neatly printed leaflets for distribution at meetings, bearing especially on the financial support of missions, together with a supply of pencils and subscription blanks; (8) a traveling notebook in which a careful personal record is made of every visit; (9) blanks upon which each visit is to be reported to the band of the college; (10) stationery for personal correspondence; (11) if the size of the grip will permit, about one dozen of the best books to be used as samples in starting missionary

libraries; (12) most boards will be glad to send direct to each church a package of literature to be freely distributed, without cost, by the visitor.

VI. THE VISIT ITSELF.

In addition to the announcements which the leader of the band sends to the churches or young people's societies, the visitor himself should send a special letter about three weeks before he will reach each church, making it very clear what advance arrangements will be necessary. Four or five days before he arrives a second letter should be sent, giving the exact date and hour he may be expected, and making appointments for interviews with the pastor and president of the young people's society of the parish. The visit itself would be divided as follows:

1. *The First Day.*

1. Arrive in the afternoon, as early as convenient.

2. Upon arrival interview the pastor, who will be expecting you. If he is brought into intelligent sympathy in this interview, he will be your chief supporter in all the work which you hope to carry out. It may be better not to burden him with the details of your plan,

but to counsel with him in regard to the meetings for that evening and see that everything is working smoothly.

3. Call on or meet by appointment the president of the young people's society and discuss the details even more fully than you have done with the pastor, in regard to the work for that afternoon and evening. See that all the plans for the auditorium, lighting, ringing of the bell, music, presiding officer, length of service, are determined so that there will be no confusion in the proceedings.

4. These things being decided, the visitor should seek a quiet room where, free from intrusion, the necessary rest may be taken and special prayer made for the work in hand. This quiet time should have a larger influence than anything else on the work to be done in the parish.

5. The first meeting will come in the evening, and generally should be a young people's service. It should have been thoroughly prepared for, and therefore it should bring together the representative young people of the community, together with a few invited leaders of the church. In this gathering, remember to work, not for *reputation*, but for

results. If there is no missionary committee, this is the opportunity to secure its appointment. If a missionary committee exists, the deputation should seek the following results: First, explain duties of and insure aggressive action from the committee; second, enlist the whole society in the financial support of missions; and, third, start a reading circle or study class.

6. After the meeting, call together the missionary committee and those who have signified their willingness to take up the study. Organize the class by having a leader chosen, the books ordered, etc. Get the missionary committee to co-operate with you definitely during the rest of your visit. Decisive action should then be secured from the committee and newly formed class for buying the nucleus of a missionary library.

2. *The Second Day.*

1. Spend the morning in personal work among the leaders in the young people's society and the church; and, if the field warrants and the pastor approve, in soliciting subscriptions from men of means who have been invited to the young people's meeting for your missionary board.

2. The afternoon should be given to the

women's missionary circle, with whom a meeting has previously been arranged; a brief address, followed by a time for discussion, will probably prove most satisfactory. At this meeting two things should be definitely brought to pass, if possible. The women should be led to give increased financial support to missions, and thus show their sincerity and willingness to assist the young people. Their co-operation should also be secured for the newly organized study class in missions.

The visitors can also secure the sympathetic prayers and assistance of these women in the plan to enlist the church in systematic giving for missions. They should be asked to work earnestly for the meeting of that evening, in order that the most influential men and women of the parish shall be present.

3. Be sure that the women of the missionary circle and the leaders of the young people's societies extend the invitation for the public meeting. They will be your best advertisers. A house-to-house visitation during the afternoon on the part of these women and young people will insure a large attendance of church members at this special service.

4. The last meeting of the visit might be for young and old, but called a church meeting. Let it be arranged on this plan: An address; a report of the advance work which the young people's society and the women's missionary circle have undertaken; a brief, judicious and sympathetic statement by the pastor, or an influential member of the congregation; the passing of blank cards that all members of the audience may enroll themselves in systematic giving toward the salary of a missionary, if this plan is permitted by the board. Enforce this suggestion by stating what individual churches have actually done. Each student should follow the explicit rule of its board in regard to "special objects," and can easily learn from headquarters the usage of the board in this particular.

5. At the close of this church meeting, let the pastor, leading church officers, president of the young people's society, chairman of young people's missionary committee, and president of the women's missionary circle, be called together in order that immediate steps may be taken to follow up the financial cooperation which has been pledged. This after-meeting should be given largely to prayer,

in order that later no disparagement may be thrown upon the undertaking by persons in official position who do not believe in missions. All students in this work should be particular not to receive any money for a board from collections or subscriptions. All such money should be forwarded to the board by the proper authorities in each church, without coming into the volunteer's hands.

3. *The Morning of Departure.*

It is taken for granted that the student will regularly spend the morning watch with God.

The work of this visit is now practically completed, but the deputation should call upon the leaders to whom responsible interests have been committed — either the chairman of the missionary committee or the collectors of funds, the pastor, or perhaps one or two influential church members — in order to tie up any matters that may have been left with loose ends the night before. An hour or more might be spent in recreation, to free the mind from the care of the campaign. Reports should be filled out and necessary correspondence in regard to approaching visits attended to before leaving the parish. These details are essential, and

must be provided for as conscientiously as any part of the campaign.

VII. FOLLOWING UP THE VISIT.

1. On the blank form which is furnished each speaker, send report to the leader of the band within twenty-four hours after each visit is completed. Let the report cover the following points: 1. Date and place of visit. 2. Names of pastor, president of young people's society, president of women's circle, chairman of the missionary committee, and leader of the study class. 3. Report the nature of the meetings and the average attendance at each. 4. Make a clear statement of the results of the visit, as to (*a*) money raised or subscribed by young people's society, church, or women's circle — how to be collected, when to be paid, and for what object given. (*b*) Study class formed — number of members, course, and leader. (*c*) library started—number of volumes ordered through Student Volunteer Movement, or board. (*d*) Subscriptions to current missionary magazines or papers. (*e*) Any other key facts on the situation.

2. Report to the office of the Volunteer Movement or board all orders for mission-

ary literature. The Volunteer Movement office serves as a clearing-house on missionary books for all the publishing houses of the United States or foreign lands.

VIII. ADAPTATION OF FIELD WORK TO THE COLLEGE YEAR.

Thus far the field campaign has been discussed as conducted during the long summer vacation. This does not preclude a campaign conducted upon similar lines during the college year.

1. *Christmas and Easter Appointments.*

It should be recognized that from September to June the student field is to receive the first attention of the volunteer. This attractive work among the churches and young people's societies must not in any sense be allowed to divert attention from the college, but opportunities during the holidays are being utilized by the most active bands. Glee clubs and baseball teams take advantage of these intermissions for touring; how much more should the volunteer bands? The campaign during these holidays will serve two purposes. It will test the ability of the various volunteers, and it will also be likely to bring favorable comment from leading pas-

tors in the denomination that can be used in announcing the summer work of the band.

2. *Sunday Opportunities.*

The college is indeed the center of evangelizing efforts. All have heard of the influence which colleges have exerted on home missions, as men go out Sunday after Sunday into school-houses and village churches, the slums of great cities, and meetings for sailors along the wharves. It is possible for the band to take up in a similar manner a foreign mission campaign among the young people's societies or churches within a few miles of the college. Such work makes the influence of the college felt in all the territory around about, and strengthens its hold on the people. This is the plan pursued by the Volunteer Unions in all the metropolitan centers where the young people's societies are located so near the colleges that a large field for the work on Sundays is found.

For this more limited work during the Christmas and Easter holidays or Sundays of the college session, the plans outlined in the preceding sections can be used with such modification as the local situation demands.

IX. ADAPTATION OF FIELD WORK BY ISOLATED VOLUNTEERS.

1. *Alone in a College.*

In many colleges there are but one or two volunteers — not enough to make up a large deputation for this work; but the work need not be left undone even under these circumstances.

1. If the isolated volunteer has this campaign really laid upon his heart, it might be well for him to associate with himself students who are not volunteers, but who are thoroughly in sympathy with missions, and available returned missionaries, and together plan such a campaign as we have outlined.

2. If this plan cannot be followed it would be well for the student to enter into correspondence with some neighboring college whose band is undertaking the field campaign, and, associating himself with the latter, go out under its auspices.

2. *Alone in a Section of the Country.*

There are difficulties confronting the isolated volunteer who undertakes this work by himself, without the support of a band or committee, and yet it can be done. There are volunteers who have persisted in their effort until they got a hearing, even though

they were not introduced to the work by official communications. The details which have been mentioned in the first seven sections seem all the more necessary if the volunteer is to undertake the work alone. It might be possible for him, if his standing is such as to commend him to the authorities of the college, to be introduced to churches and societies by members of the faculty or the president.

3. *Detained Volunteers.*

For one reason or another a considerable number of volunteers are temporarily detained from going to the field and are now filling positions as teachers or preachers. It seems a culpable neglect for such volunteers to remain idle when the missionary enterprise is in such a crisis as the present. It is encouraging to note that many volunteers have become the centers of large influence while temporarily filling a pastorate or a teacher's position. Should not each student thus detained arouse his church to be a missionary church, and, if he cannot go himself, urge that church to undertake the support of a class-mate, or of some one whom the board will suggest? He should not lose touch with missions. If he is really God-detained he

has a rare opportunity to arouse others. His work need not be limited to his own school or church, but he might set out upon a thorough campaign among the churches of his section of the country, spending vacation and other periods in this work for the extension of the Kingdom of God.

X. THE FINAL REPORTS OF THE BAND.

In addition to the reports of each visit to be made to the band or committee by each deputation, the following plans are deemed essential:

1. That bands or isolated volunteers who engage in this work should report to the Student Volunteer Movement office, at the close of the season, the detailed results of the campaign. Thus a complete record of the work done by all the colleges may be kept for the use of the boards. Suggested blank forms for such reports on the work of the season will be furnished by the Volunteer Movement.

2. A summary of the work, covering practically the same ground, should be submitted by each band to the Synod, Conference, Presiding Elder, or Committee under whom the band or the isolated volunteers have been doing their work.

Student Volunteer Movement Publications.

THE STUDENT VOLUNTEER SERIES.

2. *Shall I Go?* Thoughts for Girls. Grace E. Wilder. Price, 5c.
3. *Prayer and Missions.* Robert E. Speer. Price, 5c.
4. *The Volunteer Band for Foreign Missions.* D. Willard Lyon. Price, 5.
5. *The Self Perpetuation of the Volunteer Band.* J. Campbell White. Price, 5c.
7. *The Volunteer Declaration.* D. Willard Lyon. Price, 5c.
8. *The Bible and Foreign Missions.* Robert P. Wilder. Price, 5c.
9. *Christian Missions and the Highest Use of Wealth.* President Merrill E. Gates, LL. D., of Amherst College. Price, 5c.
10. *The Supreme Decision of the Christian Student.* George Sherwood Eddy. Price, 5c.
11. *The Opportunity of the Hour, or Christian Stewardship.* George Sherwood Eddy. Price, 5c.
12. *The Field Campaign for Missions.* Robert E. Lewis. Price, 5c.

OTHER PUBLICATIONS.

Cycle of Prayer of the Student Volunteer Movement for Foreign Missions. Price, 5c.

A Classified Catalogue of Selected Missionary Literature; including the best missionary books, maps, charts, booklets and tracts. Price, 5c.

The Student Volunteer. The official organ of the Student Volunteer Movement. Published monthly during the college year. Price per year, in advance, 25c.

The Missionary Fact-Record Book. 224 pages, with special Fact-Record Index, leather, pocket size. Price, 67c.

Report of the First International Convention of the Student Volunteer Movement, Cleveland, 1891. 8vo., 218 pp. Price, paper, 25c.

A complete report, giving in full the addresses and proceedings.

The Student Missionary Enterprise. A verbatim report of the general meetings and section conferences of the Second International Convention of the Student Volunteer Movement, Detroit, 1894. 8vo., 373 pp. Price, cloth, \$1.00; extra finish (gilt top), \$1.50.

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