

120 Bible House,
New York City, N. Y.,
U. S. A.

March 13, 1897.

Dear Friend:--We are sending to you herewith a leaflet entitled, "The Waterloo in Mission Work and a Possible Re-enforcement."

If you could find time to read it, and to give us, at your convenience, your views in relation to the points discussed, or an account of any personal experiences you may have had bearing on these points, we would be very glad to receive them.

Yours very truly,
Mary & Margaret W. Leitch,
(of Ceylon.)

Secretary of the Evangelical Alliance.

The Misses Lettich's actual acquaintance with missionary life, and their extended experience and exceptional success in raising money for benevolent uses, entitle the suggestions of this letter to careful consideration.

An important change has taken place within a few years. Christian men and women are coming more and more into personal contact with the world's needs, with a resulting sense of individual responsibility which is making them more and more the almoners of their own bounty. There is a growing tendency to give less to general treasures and more to specific objects. Missionary Boards which are

The "Waterloo" in Mission Work and a Possible Re-enforcement.

I firmly believe that the present crisis of missions calls for the application of a force which has not yet been sufficiently employed. I refer to the cooperation of prospective and present missionaries in providing for their support. I believe it is possible to so utilize the missionary force as to secure all the advantages and avoid the perils growing out of the maintenance of a vital connection between the individual of the home church and the foreign missionary. I believe some such plan as you suggest is worthy of a thorough trial. My own experience on the foreign field and in providing for the support of missionaries encourages me to believe that substantial results may be attained in this way.

(Signed) LUTHER D. WISHARD.

AN OPINION FROM REV. JOSIAH STRONG, D.D.,

Secretary of the Evangelical Alliance.

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JOSIAH STRONG.

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Secretary of the Foreign Department of the International Young Men's Christian Association.

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The "Waterloo" in Mission Work

and

A Possible Re-enforcement.

BY

MARY AND MARGARET W. LEITCH,

OF CEYLON.

The crisis which confronts Foreign Mission Boards at this time may be called "The Waterloo" in the history of the work. If in this hour of peril the cause is to be saved it can only be done by *marshaling every available force into the field*. Wellington would not have gained a victory at Waterloo but for the timely arrival of Blucher.

The officers of the various Foreign Boards, and many other friends of the work at home, have been working to the limit of their strength during the past few years trying to secure the necessary funds to save the work from disaster. But, owing to the difficulties

peculiar to the situation, it now seems evident that *unless the missionaries will also give their help now and in the future* the needed funds cannot be secured to carry on the work unimpaired.

What the Missionaries of one Board might Accomplish.

Let us look for example at what the missionaries of one Board might accomplish in the way of interesting friends at home. We will take the American Board. It has a staff of over 500 missionaries. These missionaries have each at home a circle of at least 100 friends and acquaintances. If each missionary would write one earnest letter to his dearest friend, making vivid to that friend the need and the opportunity, and asking that friend for *some definite thing* such as to tell out this story to at least 100 others, bringing the matter, if possible, before his Sunday School, Bible Class, Young People's Society, and before his personal friends, and to secure from them annual subscriptions, amounting in all to not less than \$25, this sum to be over and above their usual contributions to the

Board, and *to be paid to the treasurer of the Board, to the credit of the general fund*, to be applied toward sustaining the general *work of the Board in that mission*, and if the missionary would have this letter manifolded,* and address copies to 100 or more of his friends and acquaintances, we think it probable, judging from past experience, that at least one-tenth would respond, giving or doing as much as was asked of them. The result from his letters would be not only \$250, but 1000 persons informed and interested in the work. The total result to the American Board, if all its missionaries would do this, would be \$125,000 secured to the Board, and 500,000 persons—a number equal to the total membership of the Congregational churches,—informed and interested in the work. “Many hands make light work.” This is a task beyond the powers of the five Board Secretaries to accomplish, but entirely within the reach of the 500 missionaries of the Board.

* To save labor and postage, letters could be manifolded and dispatched in the United States through the aid of friends, or through one of the officers of the Mission Board.

Quarterly Letters.

In order to maintain the interest which would thus be aroused, and secure the giving of the sum mentioned above annually, it would be necessary for each missionary to write, duplicate and send out a *quarterly letter* to that circle of friends. This would cost some time, effort and money, but would be worth all it would cost if it prevented the disaster which now threatens the work.

Utilizing the Press.

There has been an unusual amount of criticism of mission work the past few years in public prints, and as a result there is a widespread feeling of doubt as to whether mission work is needed in the foreign field, or is successful. Who could advocate the great cause of missions so well as the missionaries themselves ?

One of the best ways of reaching the public is through the press. Doubtless each missionary could secure the insertion of his quarterly letter, or of a specially prepared article, in the local papers of the community in which he is known, and perhaps in other papers. Some missionaries have availed themselves

of this privilege and have thus helped to interest tens of thousands in mission work.

If a disastrous reduction takes place in connection with the foreign mission work at this time, who will be responsible? Those who might have prevented it will be responsible.

Apathetic because Ignorant.

A missionary lady writing home recently said, "May God forgive the churches for their apathy." The churches are apathetic because ignorant of what is taking place. Perhaps not more than one in a hundred of the church members knows that a serious reduction in the foreign work has been ordered, or has the faintest idea of what that reduction will mean. Would this be the case if each missionary on the field should send a quarterly letter to each of his numerous friends, stating clearly the present crisis, and making his letters so interesting that those friends would feel it worth their while to read them at the church prayer meeting, the Endeavor Society, or other religious gatherings, and to send copies to the editors of the local papers for insertion in those papers?

A Desire to do Something Definite.

There is a growing desire among givers at home to contribute to a definite object, and to hear at first-hand about the work which they are supporting. It is because of this desire that so many, instead of contributing toward the general funds of the Board, are sending their contributions direct to missionaries, for work which is outside of the regular work of the Board, or are giving to the support of independent missionaries or missions not connected with the denominational boards.

This desire for a more vital connection with the work cannot wisely be checked, but should be gratified by bringing the givers into contact with some definite part of the Board's work.

The whole work of the Board might easily be resolved into definite parts, each of which could be assigned to a contributor or group of contributors, who, through the missionary in charge, could be put in touch with that part.

One Station as an Example.

The whole work of the Board is naturally divided into mission districts and mission stations. Let us look, for example, at the work in one station, and see how the mission-

ary in charge could gratify the wishes of contributors at home to hear at first-hand from the helpers who are being supported.

Let us take the case of a missionary who is in charge of a district of 40,000 people. Let us suppose that he has under his supervision 6 native pastors, 12 catechists, 2 colporteurs, 10 Bible women, 5 boarding school teachers, and 40 village school teachers, also 25 pupils receiving aid in his higher educational institution, *i. e.*, 100 persons in all.

A missionary superintending such a field would naturally have a native clerk, who was thoroughly familiar with the English language and with the vernacular of the station.* One morning the missionary might hand to this clerk a list of the names and addresses of these persons aided, and might dictate to the clerk such a letter as the following:—

“DEAR FRIEND:—Will you kindly write a letter to the Christian friends in America who, through the channels of the Board and this mission, are meeting your support and remember-

* In India, for example, the salary of such a clerk is not usually more than \$3 or \$4 a month. He is useful to the missionary in a great variety of ways.

ing you in their prayers. Please tell fully (1) of yourself and your family circle ; (2) of your personal religious experiences, studies and work for Christ during the past year ; (3) of any special instances of blessing vouchsafed in connection with this work ; (4) of any special difficulties which you have met, and how God has helped or is helping you to overcome them. (5) Mention those objects which you specially desire your friends to remember in their prayers. (6) Mention your aims and plans for work during the coming year.

“ As this letter is likely to be read in America before a Sunday-school, a mission circle, a Young People's Society, or a church, I hope you will think carefully over and seek God's help in this matter before preparing this letter. If you have kept a diary of your work throughout the year, you would be able, by referring to it, to recall various incidents which it would be of interest to narrate. Please write your letter neatly on the paper herewith enclosed, and return to me on the next monthly pay-day.”

Having dictated such a letter, the missionary tells the clerk to write this letter in the vernacular, duplicate it and address copies to each individual on the list, enclosing in each letter extra sheets of paper, and hand or send to each person on the list on the oc-

casation of this month's pay day, and to collect the replies from each on the following pay day; and, after doing so, to translate them into English, and to hand the translations to him with the originals, omitting from the English translations the address, and giving the name of the writers only.

After receiving these letters and translations from the clerk, the missionary takes a day to glance through them (getting thereby some increased knowledge of the character and work of his own helpers and pupils), and if these letters prove satisfactory, he then gives his clerk an address book, containing the names and addresses of the leaders of the Endeavor Societies, Sunday-schools, Bible Classes, Mission Circles, and individuals who are responsible for the support, through the channels of the Board, of these 100 individuals who constitute the chief working force of the missionary in this large field.

Receiving envelopes so addressed, the missionary himself puts the proper letter in each envelope ready for transmission, either to the individual direct, or to the Board rooms. This effort on the part of the missionary need not occupy much more than

one day's time out of the 365 days at his disposal.

The writing of such a letter on the part of these 100 individuals, reviewing the work of the past year and looking out upon the year that is to come, and remembering with suitable gratitude the fact that Christians in America are supporting them, praying for them, and expecting faithful work from them, would not be time misspent on their part.

Suppose that on an average a circle of ten persons at home helped to support one of these individuals in the foreign field. These yearly letters would reach and keep up the intelligent and prayerful interest of 1000 contributors to the Board at home. 500 missionaries would thus be able to interest an army of contributors. The desire of givers at home to do a definite thing and hear about it would thus be gratified in a legitimate way, and the regular work of the Board would be sustained.

Objections Answered.

It has been urged as an objection to such a plan, that the missionary has not time to

do this. But we have shown that, if properly systematized, it will only require about one day in a year of his time.

Another objection frequently urged is, that it is not desirable that those supported should know the names and addresses of their supporters. But, in carrying out such a plan, it is easy to avoid giving to those supported the addresses of their supporters, or giving to the supporters the address of those supported. A slip could be attached to each letter, asking the supporter at home, in case he wished to write to the one supported, to kindly omit giving his address, and to send his letter to the missionary for delivery, and on the slip the reasons for this could be explained.

If the missionary would enclose one of his own quarterly letters with each of the other letters, his letter would naturally add greatly to the interest felt by the supporters of his native helpers.

The "Share" Plan.

If it were thought desirable to encourage contributors at home, instead of supporting a native worker or pupil, to take a "Share,"

or a number of "Shares," in the work of some mission field or station, or in the support of a missionary, a plan, similar to that above outlined, for supplying fresh information from the field, could easily be carried out.

A Bond of Union.

Carey said, "I will go down into the pit, but you must hold the rope." Very good, but there must be a rope to hold—a real bond of union between the workers and their supporters.

That the supporters desire such a rope is seen from the fact that missionaries on the field are more and more frequently receiving letters, asking for definite information about the work, which may be used in sustaining the interest at home. For example, a certain missionary lady on the field wrote home recently to the effect that she had on her table eighty unanswered letters from friends at home, seeking for information about her work, and she felt overwhelmed by the demand which this correspondence was making on her time and strength. For a missionary lady to attempt to answer by her own hand,

in addition to her regular work, and without the use of a cyclostyle, such a large number of letters, would be opposed to good business principles and a wrong use of a missionary's time, when a quarterly letter, duplicated and dispatched to all friends and persons interested, would for the most part attain the end desired. Not to gratify the wishes of the givers at home for information regarding the work would result in a loss of their interest, sympathy and prayers for the work, and of their contributions to it, and would be a policy suicidal to the best interests of the work. Business men of this country who have agents abroad, expect to hear from them by about every overland mail. If a business firm in this country had an agent abroad who said that he could not find time to write about his work, and whose pet phrase was, "Shall I do the work, or write about it," how long would it be before such an agent would be recalled, and the firm send out a man who could both do the work and write about it?

It Pays to Write.

Dr. Grace Kimball, in the midst of her arduous relief work at Van, might have said

that she could not take the time to write home letters about it. But she did take time, and her letters to individuals, and to papers in America and Great Britain, resulted in the securing of over \$75,000 for the carrying on of relief work at that station. More than this, her letters helped powerfully in increasing the intelligent interest of the general public, and resulted in large contributions paid through the various relief agencies for the general relief work at other stations.

A Telling Fact.

The China Inland Mission requires its missionaries to keep a diary, using a carbon paper to make a duplicate of each day's entry. At the end of each month these duplicate sheets are torn out and sent home to the Society. As a result, the Society has fresh and full information regarding the work of all its missionaries. Those who are responsible for the salary of individual missionaries are thus fully informed of the work of their representatives, and are able to feel the deepest sympathy with them in their trials and successes. May it not be partly due to this fact that that Society, which has a force of

over 600 foreign missionaries, and yet which has no denomination at home responsible for their support, has never incurred a debt.

Writing Letters When Too Late.

When the retrenchments which the Boards are about to make, take place, the missionaries will spend a great deal of time writing letters, bewailing the fact of such retrenchment, and they will have to spend more time in either dismissing a number of their native helpers, or in making a reduction in their salaries and explaining the situation to them. But if in the future missionaries will take the time and trouble to send home *quarterly letters from themselves and annual letters from all their helpers*, may it not be possible that the sad necessity for such retrenchment may be avoided in the future.

Encouraged or Hindered—Which?

The question may be asked, "Will the officers of the various foreign Boards favor such an effort on the part of their missionaries?" While it must be plain to any one that the Board would be justified in hinder-

ing missionaries from making pleas for "special gifts" outside of the regular work, *it is quite another question whether this great force of missionaries, men and women of more than average ability and consecration, are to be encouraged to use, or hindered from using their unique influence, from the point of vantage which they hold, in interesting that large circle of friends at home with whom they would have influence, in helping to carry on unimpaired the work of the Board, especially that part of it with which their lives are so closely bound up.*

In years past it may be that it was not necessary to enlist the help of missionaries abroad in interesting friends at home, when there was no lack of funds for the carrying on of the work. The circumstances have now changed, and the work, to which missionaries have devoted the best years of their lives, is being seriously damaged, while multitudes of people at home, who could sustain this work, and would do so if they were *aware of the situation*, are quite in the dark as to the real state of affairs.

It cannot be supposed that while a great work, to which hundreds of missionaries

have given the best part of their lives, is suffering a blow which will cause it an almost irreparable injury, they are to be asked to remain silent, and are not rather to be *invited* by the Home Committees to do all in their power to let friends know how the work is suffering and what is needed in order to save it.

It is not only the right of the missionaries to do this, but it would appear that it is their bounden duty at this time, both because they know the work as no one else knows it, and they can interest a circle which no one else can interest so well, namely, their own friends and acquaintances.

The question as to how the large proportion of church members who do not contribute anything to foreign missions are to be interested, is one worthy of serious consideration.

Reductions Disastrous.

It may seem like a simple solution, the cutting down of the work from thirty to forty per cent. this year, and perhaps a further reduction next year, and a still further one the year following, but there is nothing so dis-

astrous as disaster, just as there is nothing so successful as success.

Wise Direction, Not Repression.

The fear of the Home Committee seems to be that, if the missionaries were to be encouraged to write home to their friends about the present state of affairs, they might make only selfish pleas, diverting from the General Fund, and doing more harm than good. *But instead of trying to hold back this great Niagara of power, which would be a mighty force if wisely used, would it not be better to direct it into right channels, and utilize it to the fullest possible extent?* If this power is not utilized and given a proper outlet, it will find an outlet for itself, and perhaps not the wisest one.

It has been said that some missionaries make too many appeals to home friends, and secure as a result large help for their own work, while the work of others is left to suffer; and it is frequently urged that these missionaries should be repressed. Rather than this, would it not be better to utilize the talent which they possess by opening up for them a broader field for action, and in-

viting them to advocate the work and needs of the whole mission with which they are connected.

One New Departure Necessitates Another.

One or more Boards have made a new departure. They intend to incur no debt, but to throw the responsibility for the future carrying on of the work directly upon the churches. The making of one new departure of such magnitude in a work, must necessarily bring about several changes of policy. These Boards are throwing a weight on the churches which they have hitherto carried themselves. Formerly these Boards met a crisis by borrowing money, and gave the churches time to learn about the situation and to render the necessary help. The missionaries also have contented themselves with keeping in close touch with the Boards, and have looked directly to the Boards for support. But now the missionaries must *get into close touch with the churches, and keep in close touch with the churches, and look to the churches for their support.*

**The Natural Order, "First the Blade, then the Ear,
after that the Full Corn in the Ear."**

If such a course as has been suggested were to be followed out by the missionaries, the interest of the people at home in mission work would be so much quickened that many would be led not only to increase their support, but eventually to leave legacies to the work.

Human nature is so constituted that it is natural for one to become interested first in an *individual*, then in a *mission*, then in the whole work of the *Board*.

If the missionaries would take the trouble to interest a large home constituency, these friends at home will become interested first in the missionary, then in his district, then in the entire field covered by the Board.

Their first impulse will be to give some small help to the missionary; later on they will give toward the work of his field; lastly they will leave a legacy to the Board.

**The Strongest British Society Yields to the Desire
of Contributors.**

The Church Missionary Society, recognizing the desire of givers in these days to do a

definite work, and to be in close touch with that work, in order not to alienate these givers, but rather to conserve their interest and secure their co-operation in the Society's work, inaugurated, at its last annual meeting, a new movement, called "The Three Years' Enterprise," inviting those who wished to do so, to support their own representatives. Although confronted with a debt of over 17,000 pounds, they realized that the wisest course toward securing *increased interest and contributions*, was to promote a *closer tie* between the missionaries and their supporters, and thus create a *clearer realization of personal responsibility*. This new enterprise was not in the nature of an experiment, as the Society had had for years a considerable number of its missionaries thus definitely supported, and experience had proved that this method possessed undoubted advantages.

As a result of this undertaking, during the following six months seventy-eight new missionaries, who had been approved by the Society, were sent out, the support of all of these being provided by private gifts, and guaranteed for three years.

The ordinary income of the Society during

the same period shows a total *gain* from "benefactions," "association gifts," and "appropriated contributions" of over 12,000 pounds. Over 3,000 pounds additional was contributed in the same period toward removing the debt.

Money Well Expended.

The carrying on of the plan outlined in this paper might necessitate the appointing of an additional Board Secretary, but the expenditure thus incurred would be small compared to the gain.

A Case in Point.

For six years the Presbyterian Board in America has been seeking to induce its Young People's Societies of Christian Endeavor to support individual missionaries. The following table will show the results which have been achieved:

In 1891,	364 Societies contributed	\$5,264.70
" 1892,	864 " "	14,227.52
" 1893,	1,269 " "	24,808.48
" 1894,	1,856 " "	29,243.54
" 1895,	2,437 " "	33,160.53
" 1896,	" " "	35,629.75

1,300 of these Societies are supporting under the Board 27 missionaries in full, and 28 in part.

There is a secretary for this department.

Utilizing Accepted Volunteers.

Extract from an address by Donald Fraser, B. A., Traveling Secretary of the British Christian Students' Union:

One often hears it urged as an objection to volunteering, "All the societies are showing a deficit, and the cry all around is, 'Retrench, Retrench!' If we apply, the Boards have no money to send us." Will that keep us back? Difficulties were made to be overcome. They are not necessarily hindrances. While God is not bankrupt there is an abundance of riches for His work. If Carey, the shoemaker, with scarcely enough money to keep soul and body together, with a first collection of 13*l.* 2*s.* 6*d.* became a missionary, surely we too can overcome financial difficulty and go. One of the American volunteers came to his Board and said, "I want to go to India." They said, "We have no money." "Well, I'm going." "But we cannot send you." "Give me permission to go to the churches and Sabbath schools and tell them." They told him to go. In a short time he came back with money enough to support himself and half a dozen others. We hear of another who in six weeks raised five thousand dollars. And we are not going to be wanting in determination. The best means of going is meaning to go.

A Further Advantage.

If accepted candidates, before going to the field, have had the experience of securing their own support, they would understand how very difficult it is to arouse interest and secure funds, and they would be much more willing, after reaching the field, to write occasional letters to supporters in order to sustain that interest. And moreover, having met these supporters face to face, they would not have the feeling that they were writing to strangers but rather to friends.

The Testimony of Rev. Geo. Scholl, D.D., Secretary of Board of Missions of the Evangelical Lutheran Church, given at the Fifth Conference of Representatives of Foreign Mission Boards in New York City.

“As I had never been on the foreign field, I wanted to know how things looked out there. I asked the missionaries in India to have a photographer come to them from Madras and take pictures of the churches, schools, helpers, pupils aided, etc., and send the bill to me. In due time I received a barrel of photographs and a bill for \$600. At first I felt some alarm at the size of the bill, but recovering, I took with me on my next tour among the churches a pocketful of photographs, and I came back with-

out them, having secured the support of those native helpers and students whose pictures I had shown to my audiences. A plain farmer, who had never before contributed to foreign mission work, said, 'When you talk about millions, my mind is bewildered; but when you say that \$30 will support a native preacher out there, I can understand that, and I would like to support such a man.'

"Up to the present time I have secured the support of between 300 and 400 students at \$25 each, about 150 agents at \$30 each, the cost of building about 125 prayer houses, besides many shares in the coffee plantations connected with our industrial establishment, in our steamer in Africa, and in other branches of the work. I have disposed of all my photographs, and sent for more. There are between 200 and 300 patrons who hear more or less regularly from the native students and workers whom they are supporting. The correspondence all goes through my office.

"I have tried this system for more than ten years, and find that it possesses many advantages. I regard that money spent in photographs as one of the best investments I ever made. Now that the work is systematized both at home and on the field it can be carried on with comparatively little labor. I have usually

one missionary in each branch of the work who takes the responsibility of securing suitable letters, translating and forwarding them to me at the proper time. As a rule I never go out to address missionary meetings without a number of photographs in my pocket, and I rarely bring them back, as I am usually successful in securing supporters. In selecting workers abroad we take pains to select for the supporters at home those of tried character who have been known to the missionaries for two or more years. Not many have turned out badly, but when one does disappoint, the missionary at once substitutes another and the matter is explained briefly to the supporter. Supporters are told in the first instance that they must not be disappointed if there are some failures, and usually when a disappointment occurs it is sufficient simply to remind the patron that all children do not turn out well in America. He will admit it, and possibly acknowledge that his own boys did not turn out just as he expected they would."

A statement from a leading representative of one of the prominent Foreign Mission Boards.

"A few moments' study of the receipts of the different missionary societies for years past will indicate that their receipts from direct church offerings continue about the same from year to year, while a glance at the reports of other be-

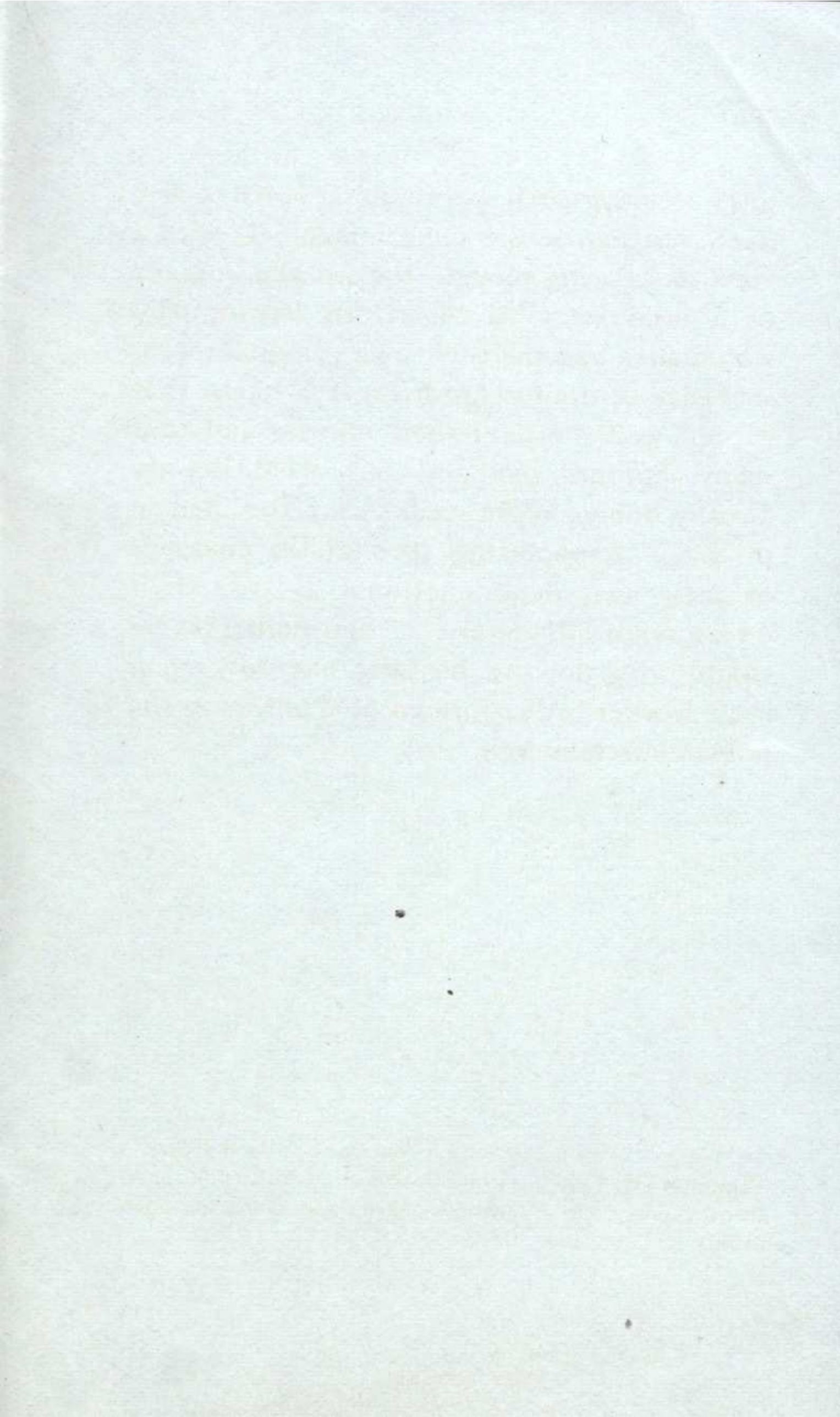
nevolent and beneficent agencies will indicate how largely their receipts come from the gifts of individuals. The individual giver invests his money where he knows where it goes, and is averse to putting large sums in the church collections. This is not a matter of theory, but of simple fact. I believe that the hope for large resources for the extension and development of missionary work lies in the effort to reach individuals. It is in this way that the independent missionary agencies get their receipts. It is in this way that the large charities at home are supported, and it will be by interesting individuals in this way that we shall secure for the missionary work not alone sufficient means, but also that hearty support at home by intelligent advocates which it has lacked in the past because of the distance between the work and its supporters."

The General Fund.

We realize the importance of sustaining the General Fund and the desirability that the annual church collection should be devoted to this fund. But should the church rest satisfied with this? If, in addition to the annual collection, some of the ladies of the church who have leisure and missionary zeal would go to the pastor and officers, and

after securing their permission, *make a personal canvass* of the church members with a view to securing pledges toward the support of a missionary of their own Board, who would thus become their own personal representative in the foreign field, it is likely that success would attend their efforts, and that many churches, over and above what they are already doing, might each enjoy the blessed privilege of supporting, through the channels of their own denominational Board, their own foreign missionary. Their daily prayers would bring down a blessing not only upon their worker in the foreign field but upon the home church as well.

Copies of this leaflet may be obtained from the Misses M. and M. W. Leitch, 120 Bible House, N. Y. City, U. S. A. Price, 3 cents each, 25 cents per dozen, or \$2.00 per 100, post-paid.



after securing their permission, make a personal appeal to the church members with a view to securing pledges toward the support of a missionary of their own Board, who would thus become their own personal representative in the foreign field, it is likely that success would attend their efforts and that many churches, over and above what they are already doing, might each enjoy the blessed privilege of supporting, through the channels of their own denominational Board, their own foreign missionary. Their daily prayers would bring down a blessing not only upon their worker in the foreign field but upon the home church as well.

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