

Study held for the week of February 19, 1990, you should let the publishers know informally that a special letter will be considered after the *Watchtower* Study.)

There will be a special letter read to all congregations in the United States and its territories following the *Watchtower* Study during the week of February 19, 1990. All publishers should make every effort to be present when this letter is considered.

CLIP ALONG THIS LINE

Week Starting February 26

Song 172

5 min: Local announcements. Encourage all to obtain an adequate supply of *God's Word* book and have a full share in offering it in field service this weekend. Introduce next portion of program which will consider February 9, 1990, letter to all congregations.

20 min: Presiding overseer gives two-minute summary of the first six paragraphs of the February 9, 1990, letter to all congregations. Afterwards the congregation secretary asks the presiding overseer each question appearing in the Society's February 9, 1990, letter to all congregations. Presiding overseer reads each answer directly from the letter. They can briefly discuss the meaning of each answer. Stress the fact that the cost of producing literature and magazines remains the same and will no doubt continue to rise as inflation escalates. (Two-minute consideration of essence of material in December 1980 *Our Kingdom Service* insert, pages 5 and 6, from the subheading "Inflation—Economic Plague on the World.") People who are righteously inclined will voluntarily contribute out of appreciation for the spiritual treasures found in the literature. Presiding overseer concludes with two-minute summary of the concluding paragraphs from the February 9, 1990, letter. How the literature is to be presented in the field will be handled in the following part.

20 min: "Presenting the Good News—With the *God's Word* Book." Use qualified elder who has read and studied thoroughly the February 9, 1990, letter to all congregations.

(3 min.) **CHAIRMAN:** Read paragraphs 4 and 5 of February 1990 *Our Kingdom Ministry* article "Presenting the Good News—With the *God's Word* Book." Encourage all to use these presentations during the month of March. Emphasize that the presentations to follow will obviously have Jehovah's blessing but will require serious thought and preparation on the part of all. Ask audience to take note of how the offer is made on a donation basis.

(7 min.) **Demonstration.** Have an experienced pioneer or publisher demonstrate suggested presentation in paragraph 4. After showing the book, the publisher could say: "If you would enjoy reading this fine publication, I would be happy to leave it with you." (Publisher should then hand the book to the householder who will take it and begin looking through it.) Then the householder will ask: "How much does it cost?" The publisher replies: "We are not engaged in a commercial work. What we are doing in your neighborhood today is being done voluntarily in over 212 nations and lands around the world to help people learn the way to everlasting life. If you would care to make a donation toward this work, I would be glad to accept it." The householder says: "I would like to donate \$2.00." Publisher concludes by saying: "Thank you. Many have wondered 'Does the Bible contradict itself?' If you would like to discuss some interesting facts on this point, I would be happy to stop back when it is convenient for you." The householder responds: "Good. Could you come back next Wednesday?"

CHAIRMAN: Comment on other appropriate questions that can be raised to pave the way for a successful return visit. Then ask rhetorical question: "What if the householder said: 'I don't think I would read the book?'" Reply that the publisher could take the book back from the householder and say: "I will pass the book on to someone else who will enjoy using it. For the present, perhaps you will find this tract interesting."

(3 min.) **Demonstration.** Have elder or ministerial servant offer magazine presentation to a man. After raising questions regarding the subject in a specific article in *The Watchtower*, the brother could say: "I would like you to note the details in this article. If you would like to read these two magazines I would be happy to leave them with you." Householder says: "Yes, thank you. That is a subject that is of interest to me." Brother says: "I am glad to be able to make this information available to you. I think you will find the subject truly informative. In fact, I would like to come back next week and get your viewpoint. You will note that *The Watchtower* is published in 107 languages and distributed in nearly 14,000,000 copies around the world. This work is all supported by voluntary donations. If you also care to make a small donation toward this educational work, we would be happy to accept it." Householder says: "Well I don't have any change today, but maybe next time. Thanks for the magazines." Brother says: "You are welcome. The next issue of *The Watchtower* raises the question: 'What does Jesus' death mean to you?' I will stop by on Saturday with that issue. I know you will appreciate it."

(7 min.) **CHAIRMAN:** Comment on the fact that the groundwork for a fine magazine route has just been laid. The same presentation could be used in the street work. Entertain comments from audience on how the publishers offered literature without asking for a specific sum. Emphasize that a donation is not a precondition that must be met before people can obtain literature. Point out that the magazines were placed with a person who was willing to read them although he was not able to donate on this occasion. On other occasions individuals who accept literature, like the householder in the first demonstration, may make a willing donation for the Kingdom work. In both instances we can be very gracious. However, literature should not be offered indiscriminately with those not manifesting interest. Those who are generous may be provided additional literature on the initial call or a return visit. Our purpose is to teach the good news of God's Kingdom and make disciples. All Kingdom publishers will become accustomed to the adjusted presentation and make improvements as time goes by. Stress that "we are not peddlers of the word of God." (2 Cor. 2:17) We look for Jehovah's backing on this arrangement. Conclude by reminding all that while we are pleased to leave literature with interested persons who, for one reason or another, cannot donate, we still have the moral responsibility to assist the Society with our donations.

Song 14 and concluding prayer.