

I remember once when for a brief time I sold books. It wasn't ~~much~~ much of a book I was selling. I didn't stay at it very long, but I went into a town and I saw 2 or 3 important people there, and they bought the book and then I came into the Union Headquarters. And I went in there, and there was the Union secretary and I came up to the desk and he looked at me and was wondering what I wanted in there and I started in ~~telling~~ telling him about the book and he looked so disgusted as if, Why should I waste his time with this. And I gave him the spiel about the ~~book~~ book and he looked utterly disgusted, and then when he finished I said, Now if you would sign your name back here I will bring you a copy next week, and he looked at the back page and he saw the names of the prominent people and he swore, Oh everybody's getting cured(?) and he signed his ~~name~~ name. That afternoon I passed a house and a woman called out. She said, Come in I'd like to speak to you. Well I had a little notation, I had called there the day before and she hadn't shown any interest in the book at all. And here she was calling to me wanting me to come in. And I thought, Why is this? because she had shown no interest the day before. And she said, I want to get one of your books. She ~~said~~ said, Henry, her little boy came home last night and he said, So and so's mother got one of these books and he'll have it for help in school. He'll get way ahead of me. I've got to have one too. So she wanted to buy one. I think I sold 7 copies that day. And I was so excited I didn't sell any for the next two days. But there are in every phase of Christian work, in every bit of activity so many little things that enter in that can make it effective or not effective. And the Lord wants us to spy these things out and to learn the factors that are ~~important~~ important in particular communities or in particular areas or particular situations in order that we can spread His Word just as widely as possible and ^{can} reach many souls for Him. So the Lord's command to Moses to send the men to search the land of Canaan illustrates the importance of getting information.

2. There is no real ~~contradiction~~ contradiction in this to the pillar of ~~cloud~~ cloud. We mentioned this before but I think it is very important for us to ~~notice~~ notice it again. There is no contradiction, and if we truly follow the Lord both aspects must be stressed