



# PASTOR GENERAL'S REPORT

November 5, 2004 • Vol. 1, No. 8

Greetings, ministers and wives!

I've mentioned before that Mr. Armstrong used to always have the Ambassador College seniors over to his home for a special dinner with him. When I was there with my wife, one of the students said the meal was fit for a king. Mr. Armstrong responded, "You are a king." He said that in a way I've never heard since; he said it with such conviction.

We're kings. God is training us to become kings. Mr. Armstrong kept trying to always get the students to understand that, as we try to as well. He did everything he could to try to make those students realize they really are God's royalty.

Prince Charles, as he grew up, always said, "I can't be like other men because I'm destined to be a king." That was true, but then he got caught up in all kinds of perversions. Why did that happen? His marriage was not based on God's family law, with the wife in subjection to the husband. So his family life fell into shambles.

Satan knows all about the throne of David. Satan knows all about the law of God and how to tear apart Israel. If you destroy the family, you destroy Israel (or any other nation). That's what makes nations strong.

True kingship is always attached to God's law. As God's royalty we must always uphold the "royal law" (James 2:8). Do we think and act like royalty?

One of the poets said, "They think we fear to be king." For a lot of people, I believe that's true. God calls us from the lowliest parts of the world, usually. His big job is to get us to think like a king and not be afraid to be a king!

Proverbs 31 contains instruction for kings. "The words of king Lemuel, the prophecy that his mother taught him" (verse 1). His *mother* taught him this prophecy.

The Ferrar/Fenton Translation says *Lemuel* means "the king who rejected God," or forgot God. This king had a great father and apparently had a good mother—but still, *something happened to Solomon*. What happened? Why didn't he listen to his mother, and what she taught him? He did until he was old—but perhaps at that point he thought he was so wise that he could forget about having to heed that instruction.

"What, my son? and what, the son of my womb? and what, the son of my vows?" (verse 2). Any normal mother is going to be concerned about a little child who comes right out of her womb. This woman reminded this king that he was *the son of her womb*—a rather humble beginning. How proud we can get if we forget that humble beginning!

The family is a royal institution that trains us to be God's royalty. It is our main tie-in with the God Family, which is the ultimate institution to train royalty.

During World War II, Buckingham Palace was bombed nine times; once it almost killed the royal family. People wanted to take the kids to another country, but King George's wife, the Queen Mother, said, "If they go to another country, I'd have to go with them—and I'm not leaving my husband." What an example she set for Queen Elizabeth! Those little children were there watching that wonderful example. However, if you look at that throne today, the example is less effective as time goes on.

"Give not thy strength unto women, nor thy ways to that which *destroyeth kings*" (verse 3). When Solomon got old, he married a heathen princess. But that wasn't enough—he wanted 999 other women, and they turned him away from God, just like Mom said.

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God told Solomon when He made him king, “If you forsake Me, I’ll forsake you *forever*.” Still, Solomon allowed women to turn him away from the exalted calling God gave him. Solomon thought he was so wise—but he was so unwise.

We all need to listen when we receive good advice like this. This woman is the type of the Church. God is teaching through this woman how to *avoid other women*—other churches, Laodicean churches, that do not have the government of God and water down the law of God. Only God’s Church upholds the government and law that teaches us how to be kings!

“It is not for kings, O Lemuel, it is not for kings to drink wine; nor for princes strong drink, Lest they drink, and *forget the law* and pervert the judgment of any of the afflicted” (verses 4-5).

This woman is talking about excessive drinking, which is a type of false doctrine that causes you to *forget the law*. Don’t do anything that causes you to forget the law! Don’t do anything that causes you to overlook the afflicted, weaker members of the Church.

When King George was crowned in England, these were some of the words uttered from the Majesty’s Coronation. The archbishop of the church asked, “Will you do all in your power to cause law and justice and mercy to be executed in all your judgments?” The king answered, “I will.”

The archbishop asked, “Will you, to the utmost of your power, maintain the laws of God and the true profession of the gospel?” The king responded, “All this I promise to do.”

After that the archbishop prayed, “O, Lord, O Holy Father, who by anointing with oil did of old make and consecrate kings, priests, and prophets to teach and govern your people, Israel [that’s right—they know they are descended from ancient Israel], and bless and sanctify your chosen servant, George, who by our office and ministry is now to be anointed with this oil and consecrated king. Strengthen him, O Lord, with the Holy Spirit, the Comforter.”

Then the archbishop gave the king a Bible, and spoke these words: “Our gracious King, we present you with this book, the most valuable thing that this world affords. Here is wisdom. This is the royal law. These are the lively oracles of God.”

Do we treat that book and that law as the most valuable thing this world affords?

God wants to make each one of us a great king—not just a king on this earth temporarily, but a king forever! But we can’t be like other men, like ordinary people. We need to get ourselves out of the way and let God make us into great kings. We really *are kings*, and we are destined to be kings forever!

With love, in Christ’s service,

A handwritten signature in cursive script that reads "Gerald Flurry". The signature is written in black ink and is positioned to the right of the typed name.

# CHURCH ADMINISTRATION

## REQUIRED READING

Mr. Gerald Flurry has set the policy that the *required reading* for a prospective member prior to attending services be limited to *Mystery of the Ages*, *Malachi's Message* and *That Prophet*. It is far better for our new contacts to thoroughly understand these three books that cover the major doctrines of the PCG than to “over-

load” them and set the bar for attending services too high. There may be times in individual cases, however, that another booklet may need to be read prior to attending services. This decision lies with the discretion of each individual regional director. Please see related article on page five.

# PHILADELPHIA FOUNDATION

*By Ryan Malone*

## PIANO DONATED FROM NONMEMBERS

With the Imperial student body being larger than ever, this means for more music students than ever. With two piano teachers on faculty, Mr. Jenkins and me, there are *six* Imperial College students taking piano lessons. We realized not far into the first semester that it would be difficult for all six to have ample practice time with the facilities at hand. We have two practice pianos in the field house (not including the Steinway, which is rarely used) and a piano in one of the women's dorms—an old instrument that was purchased a while back.

In addition to coming up with a tight schedule for when everyone could practice without overlapping with others' practicing or lessons being taught, we realized that we needed a piano for the men's dormitory.

I received approval to start looking. We needed a simple practice piano. Nothing too fancy. And nothing too expensive. Soon thereafter I saw a sign on a street

corner within two miles of IC that advertised a console piano (a small upright) for sale: \$700. I called about it, went to look at it, and thought we might be able to spend \$500 or \$600 on it. The seller wouldn't take \$500, and I didn't want to go over \$600.

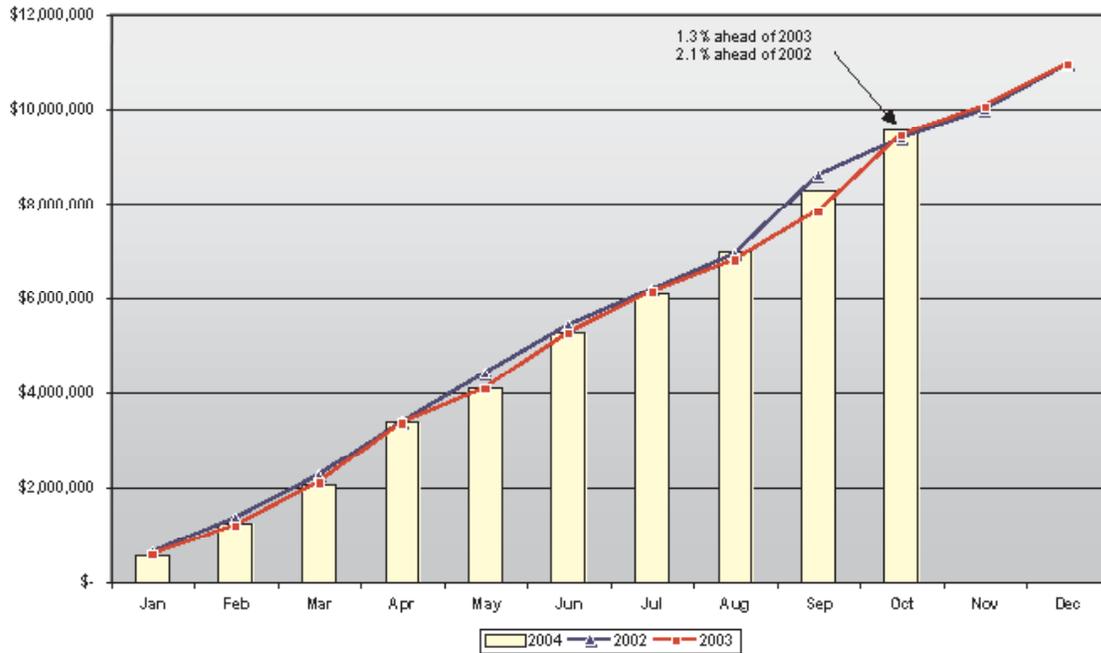
The next day, I said a prayer before calling to make \$600 our final bid. When I made our offer, the seller replied: “You know, we were thinking about it, and, you said this was for a college, right?” (Though they were just down the street from IC, they had never heard of it until I told them.) “Well, we were thinking that if we donated it to the college, that might be better for both of us.”

They offered to give it to us FREE! They would be able to write it off their taxes as a non-cash contribution (they had a music store appraise the piano for \$1,400), and we have a piano that will suit the purposes of our growing music department at the college—for no cost whatsoever!

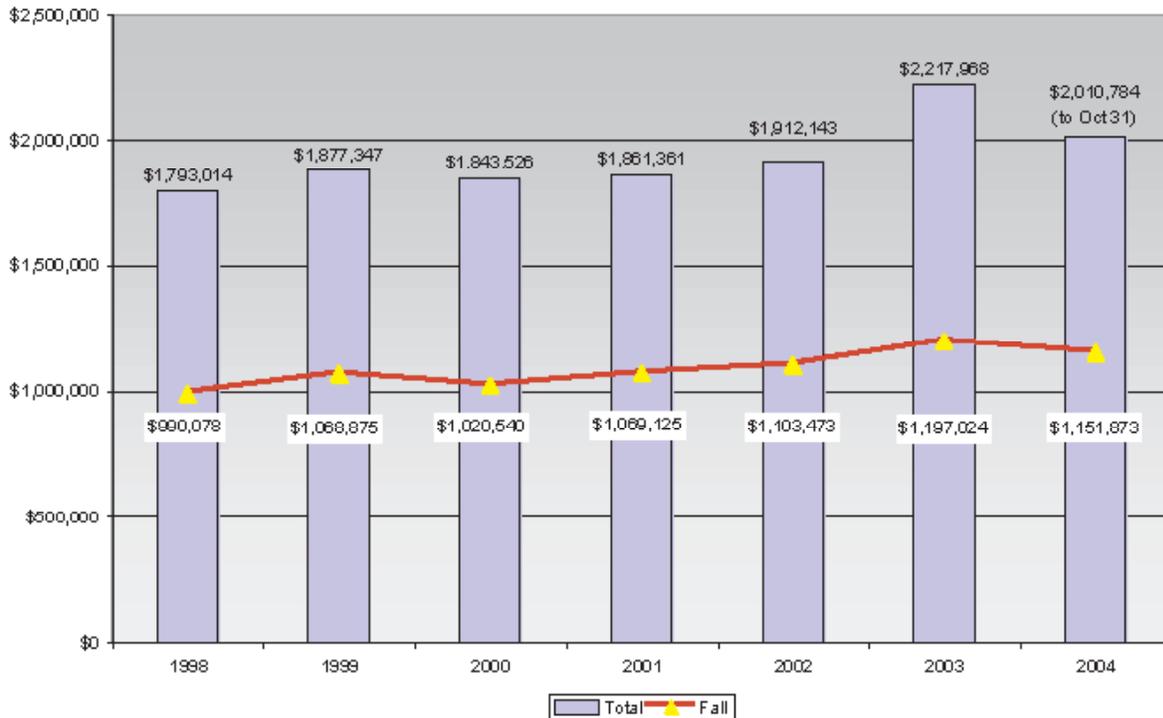
# BUSINESS OFFICE

By Andrew Locher

## Philadelphia Church of God (USA) Cumulative Contribution Income



## Holy Day Offerings 1998-2004



# MINISTERIAL TRAINING SERIES

## HOW TO CONDUCT PROPER AND EFFECTIVE IN-HOME VISITS PART THREE: VISITING PROSPECTIVE MEMBERS

*By Dennis Leap*

A prospective member (PM) is an individual who has not yet attended God's Church. Members of the Worldwide Church and former members of the wcc now attending Global or United are not technically PMs. We will discuss how to handle visits with wcc, Global and United members at the end of this article. Non-baptized children of PCG members are not considered PMs.

There is an ever-growing number of PMs contacting the PCG. Most PMs come into contact with God's Church through *The Key of David* broadcast and our literature. Others come into contact with the PCG through friends or relatives. You, as a field minister, must become an expert at visiting a prospective member to God's Church. A good quality PM can become a great asset to the Church. However, a PM who is not of good quality can become a source of problems for you and our brethren. Your visiting, if done properly, will help you determine who should attend Church and when they are ready to attend Church.

### DO NOT PROSELYTIZE

Mr. Armstrong established the policy that we should only visit those people who contact us first. One way the PCG obtains contacts is by people writing to Edmond headquarters and requesting visits. Our correspondence department responds to these letters by giving the name and telephone number of the nearest minister to the person requesting a visit. Copies of these letters are also sent to the field minister identified in the letter. Another way contacts are obtained is by people calling HQ and requesting to talk with a minister. Generally, we also refer these requests to the field minister geographically closest to the caller. However, there are times when one of our HQ ministers may personally handle the call.

It is not the policy of the PCG to recruit members. As ministers, we must be sure that we do not proselytize, or force our beliefs on anyone. We should teach our members to follow this same standard. We must also be careful to prevent our members from maneuvering us into non-requested visits with their friends or relatives. Visiting only those people who contact us ensures that

we use our visiting time effectively. People who contact us are generally very receptive and eager to learn about God's truth. Occasionally, there will be a few PMs who want to teach us their own doctrine. We should make these kind of visits very short.

### INTRODUCING OURSELVES

When you receive the copy of the PM response letter from HQ, if the person has not already contacted you, you should contact the PM as soon as possible. Not contacting a PM quickly can be a source of frustration to an excited new contact. If we are not careful, we could also become a stumblingblock to a "babe in Christ." Making a PM wait too long for a visit could cause them to lose interest and heart.

If at all possible, you as a field minister should make your first contact with the PM over the telephone. (Occasionally there are times when a letter is the only means you can use to contact some people.) You should always be ready for such calls.

The telephone is essential to our jobs in the ministry. You must learn how to use the telephone effectively. Make sure that you are warm and cordial while talking over the telephone. Several new members have written into HQ complaining that a few of the field ministers appeared bothered when they have called. Please understand: We know that the job of a minister is a high-stress job. All of us can be extremely busy at times. Unfortunately, frustration, irritation and a negative attitude are easily communicated over the telephone. The development of a pleasing telephone voice should be a must for all of our field ministers. We should strive to communicate the same excitement toward our PMs that they have for the truth and the PCG.

Let's remember that we are ambassadors for Jesus Christ (2 Corinthians 5:20). God speaks to His newest members through the field ministry. You are, very often, the first contact people have with God's Philadelphia Church. What impression do you leave with the people? Are you short and gruff? Or, are you pleasant and warm? We always need to ask ourselves, how would Christ speak to new people? When you make the first

contact with a new prospect, be sure to identify yourself, giving first and last name. Also, be sure to mention that you represent the Philadelphia Church of God.

If you have notified a PM by letter and your first contact is at their door, introduce yourself in the same manner: "Hello, my name is ... I represent the Philadelphia Church of God." Be warm and friendly. Give them a warm and firm handshake. Wait for them to invite you in. Don't forget good manners. Be sure to follow the guidelines listed for proper dress in the last PGR. Remember, your first visit can make or break a new prospective.

Avoid carrying your briefcase on the first visit. This can give a very wrong impression. We need to avoid looking like door-to-door salespeople. Carrying your Bible in a conservative zip case is appropriate. You could even leave your Bible in the car. If the PM has a Bible question during your visit, you could always use their Bible as your reference.

### VISIT IN THEIR HOME

Inviting new members to Church should not be rushed. It is always very important to visit the new prospective in their home once or even several times before inviting them to services. There is nothing wrong with having a prospective member wait until your next visit into their area.

I do not mean to make a hard and fast rule here; there could always be exceptions. Some PMs may have enough knowledge so that they could be invited to services over the telephone. These situations are generally not the rule though. You will have to use your own judgment. Remember, a face-to-face meeting is best before inviting a new prospective to Church.

The field ministry must be on guard for Satan's implants into our tiny congregations. Paul said, he faced many perils caused by false brethren (2 Corinthians 11:26). One of Satan's most effective battle tactics is to place his own followers deep within our midst. Paul wrote the Galatians concerning the internal problems in the Church, "And that because of false brethren unawares brought in, who came in privily to spy out our liberty which we have in Christ Jesus, that they might bring us into bondage" (Galatians 2:4). We must ask God for clear discernment concerning the people we invite into the Church. We cannot take this job casually. Some will attempt to get in our midst to promote their own ideas and religious philosophies.

### LEVEL OF SPIRITUAL KNOWLEDGE

Your main goal in visiting the new prospective is to determine their level of spiritual knowledge. Before you end

your visit, you must determine how much the prospective member knows about the doctrines of the Church. Mr. Armstrong stated that prospectives should be within three to six months of being baptized before attending services. This means, as a minimum, they should already know about the requirement for obedience of the Ten Commandments, the Sabbath, first tithe, the authority of the Bible, pagan holidays, the need for repentance, conversion and baptism, and who and what is God. Mr. Gerald Flurry has set the policy that each prospective member **MUST BE REQUIRED** to read *Mystery of the Ages*, *Malachi's Message* and *That Prophet*—in that order—before attending services. There will be no exceptions to this requirement!

While visiting a PM, you should lead and guide the conversation. However, let the new prospective do most of the talking. You must keep the conversation moving. Try to draw the PM out. You need to understand the prospective's religious background and ideas. Be careful of prying. Generally, the PM will be very willing to talk about these things, if we give them the chance. If you let them talk, guiding the conversation, you can find out a lot without asking direct questions.

If a new prospective is not very talkative, then ask some direct questions such as, how long have you been watching the *Key of David* program? Do you like reading the *Philadelphia Trumpet*? Which booklet are you studying now? Have you read (name of our booklets)? How much literature have you read by Herbert W. Armstrong? Do you have any questions about any of our literature? Watch the prospective's reaction to these questions and make mental notes concerning their level of knowledge. You should also intersperse questions related to specific doctrines like the Sabbath and tithing, while asking questions on the literature. When visiting a PM you must determine if God is truly calling them. Their understanding is the key to you knowing if they are being called (Ephesians 1:18; 1 John 5:20).

### DISCERN ATTITUDE

Learn to be observant for attitude. A PM with a positive attitude will be easy to guide and teach. A PM with an argumentative attitude will cause you problems. What is their attitude when certain booklets or literature is discussed? What is their attitude when the Sabbath or tithing is discussed? Look for a repentant attitude. Have they begun to make the necessary changes in their lives in order to obey God? Look for an attitude of yieldedness, obedience and submission to authority.

During your visit, be sure to be remain friendly and sociable—make the PM feel at ease. **YOU SHOULD NEVER BE**

**CORRECTIVE ON A PM VISIT!** Some prospectives may be co-workers. So we must work hard not to offend them or embitter them against God's Work. Do not allow yourself to be drawn into an argument. "And the servant of the Lord must not strive; but be gentle unto all men, apt to teach, patient. In meekness instructing those that oppose themselves; if God peradventure will give them repentance to the acknowledging of the truth" (2 Timothy 2:24-25). Do not preach at or force ideas onto the PM. Remember, it is not our job to convert them. Only God can call or convert a person (John 6:44; Romans 2:4).

### SERVANT TO ALL

It there are other relatives present, be sure to be warm and sociable with them as well. Carry on some light conversation with the relative. Be especially warm to a non-interested mate. Ignoring a mate can do great damage to the interested prospective member.

On your first visit, establish a rapport with the new prospective. Sell yourself as a potential friend to them. Show them that you are really interested in them. The Apostle Paul did this very well. "For though I be free from all men, yet have I made myself servant unto all, that I might gain the more. And unto the Jews I became as a Jew, that I might gain the Jews; to them that are under the law, as under the law, that I might gain them that are under the law; To them that are without law, as without law, (being not without law to God, but under the law to Christ,) that I might gain them that are without law. To the weak became I as weak, that I might gain the weak: I am made all things to all men, that I might by all means save some" (1 Corinthians 9:19-22). Sympathize with the PM if they discuss problems with you. Often they will discuss their difficulties in learning the truth. Relate your own experiences, problems and trials to them and really try to serve and help them.

Spend ample time with them about the Work. Let them know that we are not after people's money. Make sure that they realize that the PCG does not have a "born again" type of religion. Be sure they know that the PCG is not a "soul-saving," "give your heart to the Lord" kind of Church. Bring out for them that God is real; that He is doing a "marvelous" work on the Earth at this end of the end time. Show them that prophecy is being fulfilled. If you have some nice color pictures of HQ, it would be a good idea to show them to the new prospective. Help them to see that God's Work is official and organized.

### NOTE MAIN PROBLEMS

During your visit, make mental notes of the PM's main problems. Look for signs of smoking, drinking, drug-

abuse or evidence of a non-married, live-in partner. A new prospective who is smoking, or living with someone who is not a mate, should not be invited to services. Once your meeting is progressing well and you have established good communication with the PM, you can bring up some of the more difficult questions: do you smoke? Do you have a drinking or illegal drug problem? How long have you been married? However, we must always use tact when asking sensitive questions. If a PM has one of the problems listed above and they ask to come to services, let them know they will have to overcome the problem first.

By the end of your visit, you should be able to assess the spiritual state of the new prospective. You should be able to determine if they have a proper attitude. You also should be able to judge if they are being called or not. Remember that some people may just have a fascination with the Bible and our literature. They may just be religious hobbyists. They may only have a casual interest in our work. Regardless, we must still be sincere and genuine when visiting these new prospects. They may not be immediately ready to attend services. They may take several visits.

### WHOM TO INVITE

Do not feel obligated to invite the PM to services on your first visit. Remember, God's Church is for God's called out people. It is not open to everyone "to just come as they are." The new prospective must meet certain standards before attending. For example, when we require a PM to stop smoking before they attend services—and then they do—we know that the PM has a yielded attitude. We should genuinely want to serve all people. But we must be sure God is calling those who attend services.

Whom do you invite then? You should only invite those people who are being called by God and are very close to baptism. It is your job to discern, if the individual is yielding to God's call and has a repentant attitude. You must pray for God's gift of discernment of spirits (1 Corinthians 12:10). Inviting people into the Church is an awesome responsibility. If we are not careful, we could invite carnal-minded, hostile, resentful and disobedient people into our midst. Don't invite anyone to services if you have doubts about them. If you have serious doubts about any individual, refer them to your regional director. In a similar vein, don't invite someone to services thinking you can convert them there. Remember, God's services are not evangelistic campaigns with altar calls. God's services are commanded assemblies for people who are already converted. Realize that

under Mr. Armstrong's administration, PMs were only invited to services ON THE FIRST VISIT if they strongly demonstrated fruits of repentance and were ready for baptism. There is nothing wrong in making a PM wait until the second or third visit before inviting them to Church. All of us must hold firm to these standards.

### FORMER RELIGIOUS BACKGROUND

If a PM insists on coming to Church and you feel they are not ready, tell them very gently that the PCG is not like other churches, but for people who have proven themselves fully committed to the Work and God's great way of life. The only exception to the above statements would be friendly mates of Church members and their older teenage or young adult children who have open minds toward God's truth. Hostile mates and teenage or adult children are not welcome at PCG services.

One final note while visiting PMs. Mr. Armstrong stressed that the ministry use extreme caution when inviting new prospectives with strong Pentecostal, Jehovah's Witness or Seventh Day Adventist background. Mr. Armstrong felt that these people very seldom come out of their former religion. You must be sure that these new prospectives have a real change of attitude and that they have made significant changes in their religious way of life before you invite them to Church. Take several visits with them to be sure that God is calling them.

In a similar vein, be extremely cautious with former members of the Church of God, International (CGI); It has been my personal experience with these prospectives that they have a very difficult time unlearning some of the wrong concepts taught by the CGI. For example, new prospectives from the CGI seem to have a very difficult time with government, church eras, and with Mr. Armstrong's office as the Elijah. Again, the best policy is to take several visits with them before inviting them to Church.

### ENDING THE PM VISIT

Learning the proper time to end a PM visit will come with experience. You must be sure that you do not wear out your welcome. You should not try to cover every possible doctrine, or solve all of me new prospective's problems on the first visit. If the visit begins to drag a little, it may be a good time to end it.

It is always important to leave the PM wanting a little more. If you overstuff them with new knowledge, they may not be able to digest it all. This means you will have to repeat certain things on your second visit. Leaving them hungry for more will encourage them to study and will also make them eager for your next visit.

Be sure to recommend booklets and or articles that they should be studying.

If a second visit is required, try to give the new prospective a time when you will be contacting them again. The timing of the second visit will depend upon the quality of the PM. Some may just be beginning their studies. A two-to-three-week period may be soon enough to get back in contact with these prospectives. Some top-quality prospectives may only need several weeks between visits. Some may need more time. For example, a PM who has a smoking problem should be given at least one month to quit the habit before you should contact them again. It is very easy to waste valuable time with a PM with a smoking problem. Some PMs with smoking problems want us to bend the rules and allow them to attend services anyway. This never works. A PM who is very serious about the truth will make a very strong effort to overcome the problem. Remember, you as a minister cannot quit smoking for them.

Some PMs would rather contact us when they are ready for a second visit. This is perfectly fine. We must be careful not to push a PM. Remember, "numbers" are not as important as quality when it comes to our local membership.

When leaving the PMs home, tell them how much you enjoyed visiting them and that you are looking forward to visiting them again. Be sure to give them your address or a telephone number so that they can reach you if they need, or if they so desire. Encourage them to pray and study more. Encourage them to step out in faith and to obey God. Inspire them to take action on what they are learning. Working with new prospectives is one of the most exciting aspects of the field minister's job.

### WORKING WITH LAODICEANS

I want to devote several paragraphs to working with former members of Laodicean churches. Although most are not new to God's truth—technically not PMs—they are new to the Philadelphia Church. Realize that many years have passed since Mr. Armstrong died. From the court case we know that Church doctrines were being changed even before Mr. Armstrong died. But also realize that the teachings Mr. Armstrong instilled into the Church have been watered down by ALL of these groups. People now coming out of these groups have been severely affected by doctrinal liberalism. Many have drifted very far from the truth and traditions originally infused into the Church. These people need time to regain their spiritual footing.

As a minimum, each Laodicean must also read and study *Mystery of the Ages*, *Malachi's Message* and *That*

*Prophet* BEFORE being invited to services. Remember, this policy has been set by Mr. Flurry. Then, after being invited to attend, it would not be a bad idea to also require them to read and study the *wCG Doctrinal Changes* booklet, *God's Family Government*, and *The God Family Vision*.

### THE IMPORTANCE OF MALACHI'S MESSAGE

Before inviting these people to services, you must be sure that they understand the significance of the events that have taken place in God's Church during this Laodicean era; that they fully believe that Christ is now working through the PCG—ONLY; that Mr. Armstrong fulfilled the office of God's end-time Elijah; and that Mr. Flurry is fulfilling the office of "that prophet."

It is best to also visit these people in their homes. Do not rely on a telephone call. In the early days of the PCG, we had to invite people to services mainly through phone contact—there were few field ministers and much geography to cover. Today, we have more field ministers to help in contacting people. It would not be that difficult to see these people within a few weeks. Usually a good initial phone call and one visit should be adequate to determine if a Laodicean member is ready to come to services. How-

ever, it may take several visits with these people to determine if they really have proven and are committed to the truths revealed in *Malachi's Message* and *That Prophet*.

Spend ample time questioning them as to what they know about *Mystery of the Ages*, *Malachi's Message*, *That Prophet*, the work of the PCG and Mr. Armstrong. Be sure they fully understand and are committed to what we teach. Ask detailed questions about *Malachi's Message*. In order to effectively do this, you must have a thorough knowledge of *Malachi's Message* and the other PCG literature. Be sure that you are current with the *Philadelphia Trumpet*, *Philadelphia News* and booklets.

One thing that all field ministers should be aware of is the fact that it is common knowledge among the Laodicean groups what kind of questions we ask of people who want to come to services. Be aware that some few want to come to services out of curiosity and they can give us the answers we expect. We do not want people who are Church shopping. People should be able to prove the PCG from the literature and their Bibles. Take the time to discern true attitude and motive. Be sure that the former Laodicean member has removed all doubt before attending with us.

Let's get out and visit our new prospective members!