



# Pioneers' Progress

SEPTEMBER 29, 1972

## Project Belvedere: into the Homestretch

**"Over 70,000 homes have heavenly light . . ."**

"We're definitely in the homestretch," comments Belvedere Project Assistant Keith Cooperrider. "Now that we've had practice and gained skills, we're really taking off." What we need to do to win Belvedere, says Keith, is to meet our weekly goals from now on and gain a few thousand extra dollars, hopefully from the fund-raising letter. "I'm amazed that we've accomplished this. We've grossed over \$100,000 in three weeks!"

In surveying the achievements of the past several weeks, Keith cited the work of the Pioneer centers. "They've met the highest percentage of

their goals; they're out in front." Among the major centers, Keith mentioned that Denver, Detroit, and Washington are doing unusually well. "Denver has already achieved their project goal and are expecting to double it."

"Of course we have to give credit to the mobile fund-raising teams," added Keith. "The 13 people of MFT No. 1 have sold \$20,400 in a month. That's an average of \$1,570 a piece of \$18,000 a year per person."

Keith concluded with the observation that we've sold over 70,000 candles. "That's an awful lot of candles! But, more than that, it means that over 70,000 homes have heavenly light burning in them!"

**Major Centers —**

### Washington in the Lead

"It would sure be nice to make \$8,000 in the next couple of weeks," says Lou Fournier, coordinator of candle sales in Washington. Washington center was in first place for the week of September 10-17, bringing in \$3,320. "Things were really going slow the first couple of weeks, but then we really pulled out the stops in the fourth week, doubling our sales."

Lou commented that several factors helped them improve: the weekly progress reports sent out by Barry and Keith, a pep talk by Farley, and tips from the top sellers. "As we practiced, we got more polished. This made us more comfortable and helped us gain confidence."

Candle-selling has had spiritual benefits, too, according to Lou. "The spiritual atmosphere has skyrocketed; vertical relationships have deepened. The atmosphere of self-sacrifice has drawn us a lot closer. Individual growth has been tremendous as confidence, faith, and trust are being built. This has given us the opportunity to physically give out as much as we can for God."

*Lou Fournier, Washington candle-selling coordinator. (That's a flash, not an aura!)*



WASHINGTON—

## Individuals Lead the Way for Center Success

"I knew I was in a real slump when I was making \$7.00 a night. I couldn't explain it then, and I can't explain it now either. But the spiritual challenge of winning Belvedere and my determination to keep on relating to people kept me going," says Ken Weber, who has become the third place seller of the Washington center, averaging over \$30.00 a night.

"One Saturday we went street preaching and selling in Georgetown, and it was terrible! Then we went over to Virginia, and things were so much better that I was able to sell well . . . I broke over \$20.00 that day, and John O'Boyle congratulated me. That really boosted my spirits!"

Other top sellers for Washington, Mike Beard and John Dolen, have consistently sold well; John has averaged \$35 to \$40 a night, and Mike \$50. Ken, John, and Mike work for New World Home Cleaning and have been devoting their evenings and weekends to candle-selling.



Washington's top sellers - John Dolen, Mike Beard, and Ken Weber.

### FLASH!

#### NEW YORK SENDS OUT MOBILE FUND-RAISING TEAM

Twelve members of the New York Center, including three Japanese brothers, hit the selling trail on Tuesday, September 11, "We had to do something because we kept running out of good territory," explained Glenn Strait. They have been in the New England area. Participating are: Steve Deddens, Laurie Toker, Toshiaki Watanabe, Tetsuaki Izukawa, Kyoshi Nishi, Linda Remmel, Louise Lautz, Bob Armstrong, Lewis Burgess, Deena Petty, Kass Erickson, and Gail Chapman.

## Behind the Scenes

In case you've been wondering what's happened to the names you've sent in . . .

report by Louise Berry

Employees of the offices where Sara Sack works think that the people coming with mops, brooms, and buckets constitute the only workforce occupying their offices while they sleep. Not so. Every night for the past two weeks, Sara Sack (who also works there during the day), Sue Baum, Betsy Drapcho, and myself have been laying the groundwork for the direct-mail phase of the most fantastic fund-raising project in history.

Here's how it happens. Each of us takes a plastic specially coded IBM card. When inserted into the console of an IBM MCST, it triggers an automatic typing of the first page of the fund-raising letter, which has been recorded on it. (It's a mystery to me how it works!) We insert your name at appropriate places, and the card inserts the proper personal pronouns. Three minutes later—viola! A perfect letter!

The main occupational hazard is paranoia—stemming from giving explanations to guards, signing in and out, and being dwarfed in endless anonymous corridors. The worst factor is the suspicious secretary who leaves booby-traps: papers and personal possessions askew, and a paper left diagonally in the machine. . . . But we managed to outwit her.

Then comes, signing, folding, stuffing, stamping, sealing, and mailing—involving the whole Headquarters staff.



Late night typists Betsy Drapcho, Sara Sack, and Sue Baum.

## THE FAMOUS LOKESH . . .

Lokesh Mazumdar (SR, Omaha) with center members Ed Bolton and Jim Gunia have sold the top number of candles for a Pioneer center: over

\$2,855 worth. How to be so successful? Says Lokesh: "You just have to keep plodding along and put in the hours."

## Success in Selling and Spiritual Work

Wilmington, Delaware — report by Louise Berry

Barry Cohen took me along to Wilmington when he went with his friends Rob and Sally Cooper and their daughter Mary Nelle. The purpose of the visit was two-fold: to teach the Principle to Sally's sister a student at the University of Delaware, and to visit the Wilmington Center. All of us enjoyed dinner and fellowship with Peter, Nan Crist, and Paul Bader. While we were there, Peter explained his success in candle-selling. "Paul and I really work well as a team. . . . The challenge has been setting realistic goals—ones that we have a willingness to accomplish."

Peter sells after his morning job in a supermarket, and Paul sells after his job in a law office. Peter recommends selling in office buildings. A way to do this, he says is to go with a secretary to her office if she claims that she has the money up there to pay for a candle. In addition, he says, "Be bold! Look like you know where you're going!"



Wilmington Center Director Peter Mullen, and members Nan Crist and Paul Bader.



Wilmington Center — 2nd floor directly above Yoga Center. Jon Schuhart's sign helps us stand out.

Wilmington has proven to be a good place to sell candles. "It has a high standard of morality and a small town atmosphere. There is a lot of warmth between the races. Black people have been especially receptive to us."

### New Haven

Despite the loss of Valerie Weber, John Fitzpatrick has three new members. They are: Sandy Feeney, August Truini, and Laurie Cutter.

### Mobile Teams

Teams one and three are divided into candle-selling and spiritual teams. With such an arrangement, Mobile Unit No. 1 came in first place for mobile units the week of September 3 - 10.

Mobile Unit No. 2 has mixed candle-selling with rallies for God in each city. They have alternated with Mobile Unit No. 1 in winning first place.

You may have read this before—but it's good to remember. Gladys Korthuis submitted this—she found this on the wall of a doctor's office.

*If a child lives with criticism, he learns to condemn.*

*If a child lives with hostility, he learns to fight.*

*If a child lives with ridicule, he learns to be shy.*

*If a child lives with shame, he learns to feel guilty.*

*If a child lives with tolerance, he learns to be patient.*

*If a child lives with encouragement, he learns confidence.*

*If a child lives with praise, he learns justice.*

*If a child lives with security, he learns to have faith.*

*If a child lives with approval, he learns to like himself.*

*If a child lives with acceptance and friendship, he learns to find love in the world.*

# IW ITINERARIES

## Becky Salonen

Albuquerque, New Mexico	9/27 - 10/4
Tempe, Arizona	10/4 - 10/11
Las Vegas, Nevada	10/11 - 10/18
Los Angeles, California	10/18 - 10/22
Berkeley, California	10/20 - 10/22
Portland, Oregon	10/22 - 10/29
Seattle, Washington	10/29 - 11/5
Boise, Idaho	11/5 - 11/12
Salt Lake City, Utah	11/12 - 11/19
Albuquerque, New Mexico	11/19 - 11/26
Tempe, Arizona	11/26 - 12/3
Las Vegas, Nevada	12/3 - 12/10
Los Angeles, California	12/10 - 12/12
Berkeley, California	12/12 - 12/14

## Betsy Jones

Raleigh, North Carolina	9/28 - 10/5
Richmond, Virginia	10/5 - 10/12
Wilmington, Delaware	10/12 - 10/18
Trenton, New Jersey	10/18 - 10/24
New Haven, Connecticut	10/24 - 10/30
Providence, Rhode Island	10/30 - 11/6
Boston, Massachusetts	11/6 - 11/12
Portsmouth, New Hampshire	11/12 - 11/19
Portland, Maine	11/19 - 11/26
Burlington, Vermont	11/26 - 12/3
New York, New York	12/3 - 12/5
Philadelphia, Pennsylvania	12/5 - 12/7
Baltimore, Maryland	12/7 - 12/9
Washington, D.C.	12/9 - 12/11

## Marie Ang

Omaha	9/28 - 10/4
Sioux Falls	10/5 - 10/11
Minneapolis	10/12 - 10/18
Fargo	10/19 - 10/25
Billings	10/26 - 11/1
Laramie	11/2 - 11/8
Denver	11/9 - 11/11
Topeka	11/12 - 11/18
Kansas City	11/18 - 11/19
Des Moines	11/20 - 11/26
Omaha	11/27 - 12/3
Sioux Falls	12/4 - 12/10

## Hillie Edwards

Austin, Texas	9/24 - 9/30
New Orleans, Louisiana	10/1 - 10/7
Miami, Florida	10/8 - 10/14
Columbia, South Carolina	10/14 - 10/18
Atlanta, Georgia	10/18 - 10/24
Birmingham, Alabama	10/24 - 10/30
Oxford, Mississippi	10/30 - 11/5
Memphis, Tennessee	11/5 - 11/11
Little Rock, Arkansas	11/11 - 11/17
Oklahoma City, Oklahoma	11/17 - 11/23
Austin, Texas	11/23 - 11/29
New Orleans, Louisiana	11/29 - 12/6
Miami, Florida	12/7 - 12/13

## Diane Fernsler

(To be printed at a later date)

## FLF Scores Success

### Mexican trip brings variety of results . . .

The most important result of our participation on the WACL Conference was increased recognition among American and international groups, says FLF President Neil Salonen. "It is our goal to unify the American anti-Communist groups, making it possible to hold the WACL Conference in America in the future. We established good relationships with Dr. Walter Judd, former missionary and congressman. We also established ourselves in a position of respect among foreign anti-Communist groups."

The trip began with a series of successful Tide-selling stops at the pioneer centers in Columbia, Birmingham, and Austin. FLF staffers found Southerners open to their work, buying Tides and requesting information.

The most impressive measure of their successful recognition came after the staff had been back in Washington for about a week. The American Council for World Freedom (the United States WACL affiliate) ordered 2,000 copies of the *Rising Tide*, detailing the program of the Conference, to send to their members as their official report of the WACL proceedings.

### HELP WANTED:

Both a printer and a print-shop manager are needed to serve on the Headquarters Staff, Washington. Requirements: experience and at least one year in the family. Reply to Barry Cohen, National Headquarters.