

Big Book Prospecting Canvass

1. Memorize each box
2. Know additional information
3. Smile! ☺

Door Approach

Hello, my name is _____. I represent the Home Health Education Service, and have been directed to contact all the families in _____. Our emphasis is to promote family values and better health in our community. **I'll let you take a look.** (Place laminated bi-fold in their hand). You probably know us from our world famous *Bible Story*. We now also have a small volume of *Bible Story* DVD's as a companion to the *Bible Story* library. Often parents like to look at these together... Did I happen to come at a time when you are both at home?

(You can also show laminated "Foods" bi-fold)

IF YES: Great! May I step inside so you will be able to look at them together right now? (Pause) Or is there another more convenient time? (A few minutes now will save me the trip to call again.)

(Another time: Hand him/her a blank lead card and ask for their name, address, phone, and best time of day).

(Make some compliments to build friendship and assure him/her you will only need a few minutes of their time upon your return).

IF NO: Do you think your "spouse" would like to look at these with you? (NO: Go ahead and ask to enter). (YES: Have a blank card to fill in...) Make friends and assure him/her it will only take a few minutes to show.

IF NO INTEREST, NO TIME, ETC. Drop to Magabooks. "For those who don't have (repeat objection) we offer some sample copies." "Here, I'll let you take a look." (put books in hand).



SECRETS COOKBOOK promotes the latest information on healthful cooking. Many recipes take 30 minutes or less to prepare. Recommends the low-fat, low cholesterol diet recommended by the American Heart and Cancer Societies and tastes great!

Additional Information

1. Shows pictures of what recipes should look like.
2. Zero-cholesterol meals.
3. 210 recipes from breakfast to desserts.
4. A whole section of recipes that kids love to make.
5. Spiral binding makes it easy to use.

AMAZING HEALTH is packed with 140 simple easily prepared recipes to help you reach optimal health. From breakfast to dinner and kids' meals to deserts, it provides simple steps to a healthy diet for the entire family.

Additional Information

1. The best health for you and your family is within reach! *Amazing Health* explains how to get there!
2. *Amazing Health* is packet with delicious simple plant-based recipes and innovative vegan dishes to tempt your taste buds!
3. *Amazing Health* walks you through easy steps to transform your diet from food that leaves you sluggish to food that leaves you energized!
4. *Amazing Health* offers more than tasty wholesome food. You can explore many other facets of optimal health and learn the eight scientific steps of living longer and stronger!

A few points for literature evangelists that are selling *Amazing Health Cookbook* to know (not necessarily to share with your customers)

- ◆ Contains Scripture and Spirit of Prophecy quotes throughout
- ◆ Uses stories from scripture as the model for health and nutrition
- ◆ Shares truths on the Sabbath, Christ's plan for our lives, the value of prayer and faith, and even offers Bible studies to those interested in learning more

Option 1:

LIVE LIFE TO THE FULLEST has simple, practical tips on how to improve your health. It is written by medical professionals and puts in your hands the information that they wish every family knew, about how to avoid and overcome disease.

Option 2:

LIVE LIFE TO THE FULLEST deals with how to prevent cancer and heart disease and reverse Type II diabetes and many other common diseases. Tells you things the doctors often don't, and helps you save on doctor's bills.

Additional Information:

1. The book is published by the largest hospital in America—Florida Hospital. (*They serve over 1.7 million patients a year.*)
2. The proven advice in this book has helped hundreds of people defeat diseases like diabetes, high blood pressure and atherosclerosis.
3. Preventative health measures like these are much more cost-effective than surgeries and expensive drugs.
4. Each letter of the CREATION acronym stands for one of the 8 principles of Whole Person Health. (*Flip book over and show the back cover with the 8 principles.*)

FOODS THAT HEAL Gives easy-to-follow instructions on what foods to use for preventing sickness and promoting health. It tells what foods to eat to lower blood pressure, prevent cancer, and even reverse diabetes!

Additional Information

1. It will help you gain control of your health and save money on medical bills.
2. *Foods that Heal* comes in a marvelous set! Not only do we offer *Foods that Heal*, we have a helpful book on *Plants that Heal*. This set will serve as a great resource that will help any family pursuing a healthy and vibrant life-style!

PLANTS THAT HEAL

Identical to *Foods that Heal*.

However, substitute three different scenarios specific to *Plants that Heal*.

Additional Information

Plants that Heal comes in a marvelous set! Not only do we offer *Plants that Heal*, we have a helpful book of *Foods that Heal*. This set will serve as a great resource that will help any family pursuing a healthy and vibrant life-style!

ASK: ARE THERE YOUNG CHILDREN IN THE HOME?

IF NO: The reason I ask is because we are working the *Bible Story* Company (show picture in back), and they publish an adult series.

IF YES: Here is something they will really like (hand them *STORYTIME*).

STORYTIME Has 30 engaging, true stories that bring out moral and character building lessons, helping children to learn values such as kindness, honesty and loyalty.

Additional Information

Show Lesson Index on pages 94 and 95.

REAL HEROES Presents Old Testament men and women who will help your child have the faith, obedience, and confidence of Bible heroes and inspire them to make a difference in the world today.

Additional Information

1. The "Thought Question" in each story will help your child apply the Bible story to their lives.
2. The "Quick Fact" gives insight to important key points
3. *Daniel, Esther, Abraham, or Ruth, etc.

PRINCE OF PEACE introduces young people to the life of Christ, and helps your child understand that a relationship with Jesus isn't just for adults. The stories inspire them to make Jesus their personal friend.

Additional Information

1. *Prince of Peace* helps interest your child in the New Testament.
2. *Prince of Peace* teaches your child how much Jesus cares for them.

MY FRIEND JESUS is for the preschool child. Bright, colorful pictures with rhythm, and repetition (point to text), helps your child learn faster. You will also enjoy the activity page at the end of each story.

Additional Information

1. Read from page 1 (Clippity Clop, etc., or Spotted Cow).
2. It can be used as a beginner reader.
3. The author is a grandmother, mother, teacher, and "Edison Award" winner.

ASK: DO YOU LIKE TO READ?

IF NO: We have a great book for non-readers. (BA)

PUT BOOK IN HAND

BIBLE ANSWERS This book answers questions most commonly asked about the Bible, (turn to the *Table of Contents*) like “What happens after death? Is there a hell? How can I experience salvation?” Notice the question is dark print, and the answer is from the Bible.

Additional Information

1. Financial security, health, or salvation
2. Alphabetical index in the back.
3. It uses the King James Version.
4. Forty different scholars developed the questions.
5. Has historical references.
6. Helps you to know your Bible better.

IF YES: Here is a book for readers

PUT BOOK IN HAND

Additional Information

THE GREAT CONTROVERSY This “Best Seller!” sighted in Time Magazine, traces the path of freedom from the Dark Ages down through today, showing how America’s response to current world events is shaping the world we live in.

1. Shows how our freedoms are slowly being withdrawn.
2. Points us to the final crisis spoken in of in the book of Revelation.
3. Tells about the rapidly growing interest in the supernatural.
4. Answers thought provoking questions like who is the Anti-Christ or what is the Mark of the Beast.
5. Has a historical index for references.
6. It is filled with scripture references so that you can follow it with your Bible (point out scripture references).
7. For those who like *Left Behind*, this covers some of the same topics and shows the Bible facts behind the fiction.
8. (Show picture on p. 249) When I read this chapter, it helps me to visualize Jesus’ coming and make it more real.
9. Prophecy Buffs: Open to page 124. Show “2300 Day Time Chart.”
10. Read quote from GC, p. 232
11. Reduces fear and increases hope for the future.

PEACE ABOVE THE STORM will help you find freedom from worry, guilt, and fear, as it gives you 13 steps on how to find peace. It has short, inspiring stories and beautiful nature pictures.

Additional Information

1. Beautiful pictures.
2. Includes personal testimonies.
3. Show promise page.
4. Helps deal with depression.
5. Good for couples.

MAN OF PEACE follows the footsteps of Jesus when He walked this earth. His life was marked by amazing miracles, powerful teachings and the ultimate sacrifice. Each chapter will make the life of Jesus come alive in a personal way.

Additional Information

1. Humanity has always been searching for peace and thousands have found it by meeting the Man of Peace, Jesus Christ.
2. Great for devotional reading.
3. Puts Matthew, Mark, Luke, and John, into story form, making it easy to understand.
4. Great for teenage readers.
5. (Catholics) It's good for Lent season.

LESSONS OF LOVE This beautiful devotional book on the parables of Christ will help you to deal with stress and many problems of life. Thousands have read it and it has been a blessing to me.

Additional Information

1. Point out the easy to read print.
2. At the beginning of the chapters, it tells you where it is coming from in the Bible.
3. Read a quote.
4. Nature information.
5. Helps bring parables of Christ to a practical level and applies them to everyday life.
6. Helps with depression.
7. Since it was written by a woman, it helps you deal with family life, children, workplace, etc.

CLOSE

(You MUST memorize each donation combination so the customer sees that you are sure of your product).

FULL SET CLOSE

We are leaving the books on a flexible pricing basis. In a bookstore, a set like this would cost \$_____, but your neighbors have been helping us with just \$_____ to \$_____.

OR you can choose one book for only \$_____, or two books for just \$_____, etc. (Know each donation combination for the books that are in the customer's hands).

COOKBOOK CLOSE

I notice that you were interested in the cookbook. Nutritional cookbooks run about \$25-\$30 in the bookstores, but people have been donating \$30 for both the cookbook and a bonus book, or only the cookbook for \$18-25.

WE LEAVE THE BOOKS WITH YOU TODAY (stress it!) with a receipt from the company and my name goes on the bottom. We accept cash, check, or credit card. Which way works best for you?

(Alternate: Which set or which books interested you the most?)

DROP DOWN

Additional Information

HAPPINESS DIGEST (to be left with children's books or cookbook, not message books).

1) For those not interested /can't help out... 2) Since we can't come back... 3) So you can keep in touch with the organization... 4) We would like to share something everyone can enjoy...

This is a little pick-me-up book that will help you to deal with stress and the many problems of life. Whatever you give helps me continue my ministry.

1. It has become the most widely read book in the world, next to the Bible.
2. It has been translated in 146 different languages.
3. Happiness Digest has been a best-seller in the area.
4. It was given to the soldiers in World War II.

COMMUNITY BENEFITS

As you are writing out their receipt, you do this survey!

As a thank you from the organization, we offer several community services!

Customer: What is the money used for?

Answer: Your purchase will help us provide several community services.

(Use back of receipt pad survey)

We provide:

1. Health seminars and diabetes/high blood pressure testing clinics
2. Low fat, low cholesterol cooking classes
3. Gospel-based prophecy seminars
4. Free Bible lessons
5. Also we have a local community service center (helping those who need food, clothing, or shelter)

*NOTE: If there is a local community services in one of the local Adventist churches, commit a percentage of each book's profit to the CSC.