

BIBLE STORY CANVASS

By Bill Beckworth

At the door: "Hello, Mrs. Jones. I'm _____ with the *Bible Story* books. You sent in this card asking for information." (Pause) "I stopped by to show you the samples." (Pause — lean forward.) As soon as you enter the door, always say, "Thank you!"

Once inside the door, try to find something nice to say about the home, garden, yard, their beautiful children, etc.

"I want to thank you for taking the time to fill this card out and send it in. The fact you've taken time to send this in shows you have an interest in spiritual things, which is refreshing in this day and age.

"Do you remember where you got this card?" If they don't recall, say "Probably at the doctor's office, wasn't it?" "What impresses you most with the volume you saw at the doctor's office?" Whatever they say, if you can honestly agree with them, do so, and let them know that is what many other people have told you, also.

Take Volume 1 from your briefcase and hand it to them, saying, "This is the display copy you saw in the doctor's office."

Pull out your accordion spread, and as you spread it out, ask them, "May I lay this here? Thank you. There are 10 volumes in the Bible Story set. The first six volumes cover the Old Testament, and the last four volumes cover the New Testament. This takes you through the entire Bible from Genesis to Revelation. This is why so many parents prefer this over ordinary Bible story books."

Ask them for Volume 1 back. Do not leave it in their hands. If they have books in their hands while you're trying to show them other volumes, they won't be listening to you. You want their undivided attention.

At this point, if their TV is blaring loud, say, "Would you mind turning your TV off? My voice is kind of weak today and those people are professionals and I am not." (Smile)

Show the washable cover. "Mrs. Jones, a lot of people call this our peanut butter and jelly proof cover. Of course, your children wouldn't get peanut butter and jelly on these, would they!" (Laugh)

Bend the books back-to-back. "These books are stitched with 30 lb. test nylon cord. They are really built to last."

Turn to the picture just past the fly-leaf and read the section that says, "Dedicated To Boys and Girls In Every land and To All Who Love The Bible."

"That means all of us, doesn't it! (Look at them and nod your head.) Some mothers have said, 'I never knew so much about the Bible until I got these for the children.' Personally, I've learned a lot from these myself."

(Fan the pages out with your left hand and go slowly past the colorful pictures.)

"Mrs. Jones, there is a million dollars worth of art work in these volumes. It really does make it appealing to young people, doesn't it?" (Nod your head up and down.)

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"I like the title in many of these chapters. For instance here. The story of Noah and the ark is called God's Shipbuilder. (Point with pen.) It gives us the size of the ark in feet instead of cubits and compares it to a modern ship. That makes it easy to understand, doesn't it! (Look them in the eye and nod again and smile.)

TURN TO PAGE 113

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"Mrs. Jones, one little boy was looking at this and he said, 'Mama, they missed the boat, didn't they?' (Smile again and laugh with them.) Many young people are missing the boat today, aren't they? There is so much of drugs and crime everywhere. (Add a short local experience that has happened recently, if possible.) We call on homes, continually, where families tell us about an experience they have had in their own family where somebody has experimented with drugs. There is, also, all kinds of influences on our children today that most of us would prefer were not there. We know our children will probably be exposed to these negative influences at school, in the neighborhood, or even on television. There is very little that is wholesome and good on TV today, but these beautiful volumes do help to instill those wholesome Christian traits we want in our children. I've often told people if this would just help save one child in the family, it would be worth many times any sacrifice we make to have them."

(Take Volume 1 and lay down where they can see it, but do not put in their hand. Pull out Volume 10 and go to the index.)

"Here is a listing of all 409 stories—you see the volume and page where each story is found. (Point with your pen.) If you would take five to ten minutes with your family to read just one story each evening and two on Sunday, you would go through the Bible in a year's time. Most people never read the Bible through! Do they? This is an easy way to do it."

(Go to the next section of the index.)

"Here are all the men and women of the Bible listed alphabetically. Notice even minor characters are listed. Here is a fellow most people have never heard of, a man named Buz found in Volume 1, page 177. (Again, be sure to point to each with a pen.) He had a twin brother named Huz. Huz and Buz (smile). You see the same volume and page. They were twins. You see, even minor characters are listed here. If you should teach a Sunday School class and you're in a hurry on Saturday night, you can find material here to help you in just a few minutes."

(Go to the next part of the index.)

"The next part of the index has the great Bible teachings and character building lessons. Children will sometimes ask hard questions like, 'Mother, what are angels?' Here are several stories on angels."

"You might want to read them something about boasting, or obedience, or kindness."
Go to last page of index.)

"Then here you find all the books of the Bible and where these are found."
(Turn to Volume 10, page 70.)

"There are maps like this throughout the series to help you in understanding where you are traveling through the Bible. This is a relief map of Paul's journey.. You see where he was shipwrecked and put into prison, where he was struck down on the road to Damascus. (Point with pen.) That makes it a lot easier, doesn't it?"

(Turn to page 130 [point with your pen]).

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"Even these paintings teach a lesson. If children want to be like Jesus, they will look out for their brothers and sisters, be kind to their pets, courteous to their playmates, and respect their elders. There's not enough of that anymore, either, is there?" (Nod. Almost everyone will agree with you.)

"Turn to page 146 of 'Christ's Coming.'"

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"Isn't this beautiful? You don't see many pictures of Christ's coming, do you? Yet the Bible speaks a great deal of it. One mother looked at this and said, 'The only thing I will take with me on that day is my family.' This is so true and that is why I feel so good about every set of these I leave in a home. I know what a blessing these have brought to my home and they will do the same for you."

"To go along with this, we have a lovely adult set called *Bible Readings for the Home*. (Bring them out.)"

"There are two of these volumes. Our minister can't answer every question we have, and, so often, when we look things up in a concordance, we may not recall all the texts after we have looked them up. But this is a beautiful, topical study of the Bible that enables you to read at a glance a number of scriptures on so many important subjects."

(Turn to page 43.)

"A lot of people say, 'Where did sin begin?' Did it begin with Adam and Eve, or their children? Where did sin really begin? You see, it asks that question here under the topic Origin of Evil — With Whom Did Sin Originate? And it quotes from 1 John 3:8, 'He that committeth sin is of the devil for the devil sinneth from the beginning.' So, the first one was Satan, wasn't it? It's followed by many other texts that deal with that same subject. We can't read one chapter in the Bible and know everything about these various topics. But, as we take related text from throughout the Bible, it helps us to understand better God's plan for our lives."
(Turn to page 156.)

"Here it explains some of the great mysteries of Daniel and Revelation. These things are not nearly as complicated as many have revealed. Maybe you have questions about what happens when somebody dies, or what are the signs of Christ's second coming, and various topics like this are covered in these two volumes."

"What do you think about this service? Do you see how this would be a blessing in your home? (Look at them and measure their reaction. At this point, you may show more on the BRL set. Lay Bible Readings down and go to Volume 9.)

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