

DOOR APPROACH – Bible Stories

Some of the different objections you meet at the door

Knock . . .

Hi, _____ name of person?

****No.**

Oh, I'm sorry, may I speak to him? (If he doesn't go get him, and says who are you?)

My name is _____ may I speak to him for a minute please? (If he says, who are you still?)

Oh, as I mentioned, my name is _____, and I'm with HHES, may I speak to him just for a moment please? There's no problem, I just have a quick question for him.

(Then when customer comes)

Hi _____? My name is _____, and I'm with HHES and we supply the information you requested on the Bible Story books.

You wouldn't mind if I stepped in briefly while I explain.

****He is not home.**

Oh okay, when will be the best time to give him a call? Morning, afternoon, or evening?

(If they say, who are you?)

As I mentioned, my name is _____, there's no problem, I just have some information he requested for HHES, when will be the best time to give him a call?

****Yes**

(Take a brief step back)

Hi _____, my name is _____. I have the information you requested on _____; (show them the lead card).

You wouldn't mind if I stepped in briefly while I explain. (Break eye contact, pick up brief case and move in)

(I did not expect someone to come to my home for a personal visit. I was expecting something from the mail)

Mr./Mrs. _____ What really can we send through the mail to answer most people's questions?

You wouldn't mind...

(At the door)

1. By the way, where did you find this card? (Break eye contact, try to get in as they answer, hopefully they move back).
2. Was that the first time you saw this, or have you seen these books before? (Optional)
3. What did you have in mind when you filled out this card? -if no answer- Was it something for you, or for the family?

(Optional) If yes, this year the Bible Story is celebrating its 50th anniversary, and unlike any other books, the Bible Story never gets outdated, it becomes more revealing and fulfilling. 10 years ago, they actually revised the set to make it even SIMPLER to read.

I mentioned I would be brief, let me stick with my promise.

(Present book now, begin canvass)

Have you seen this book in a waiting room before? I am sure you're familiar with this book, aren't you?

If yes, What did you like most about the Bible Story book?

Okay, good, let me just share a few things with you that you probably didn't notice when you saw it. First of all, what's most appreciated about the Bible Story is that it starts right at the beginning here, In Genesis, and where on book leaves off, the next one continues until you complete the whole Bible in story book form.

Quick Facts

10 Volumes, which took 7 years in the making

The first 6 the Old Testament, the last 4 cover the New Testament

411 Stories

119 stories on the life of Christ

Stories from 5-8 minutes.

Over 1300 beautiful illustrations done by 20 artists from 9 denominations

If you were to read 1 story a day and 2 on your day of worship within a year, you would read the Bible in story book form.

And before each one of these stories, you can look here to locate it in Scripture.

4th – 5th grade reading level

Written for children, but no childish (personal testimony)

Every story brings out a specific lesson (test of love, and Noah and flood)

Just like any good Encyclopedia set, the Bible Story comes complete with 4 indexes

First, all of the 411 Bible stories are in chronological order, volume and page number

Next, all 454 Bible Story men and women in alphabetical order and where they are located throughout the Bible Story set.

1. (Give example, Noah) Nice thing about this index, it helps you distinguish between people with the same name.

Third index is best of all, brings out the Great Bible teachings and character-building lessons

1. It is broken into 111 topics with multiple stories
2. For example, if your child asks you, "what are angels?" Well, right here, you have 9 stories on angels and how they ministered for God to His people.
3. Stories about importance of studying the Bible, about recognizing the calling of god, faith, courage, example of faith, penalty of grumbling—I'm sure your children never grumble (with smile), "if yes—explain Pete's story.
4. How many times in the past have you heard children say: "Why can't I do this and that?" And right here, you have stories on the 'results of sin,' and then the outcome of WRONG decisions made on things that appeared right.
5. Best of all, it's right from God's Word.

Fourth and last, you can cross-reference the book of the Bible and where they can be found in the Bible Story books.

And also, we'll include Bible Readings for the Home, 300 topics, 4000 Q's and A's right from God's Word.

Closing

Do you have any other questions other than the cost or how we make these books available?

(If no)

I take it this is basically what you had in mind then?

Have you ever priced any other books before, for comparison sake, like Britanica or World Book Encyclopedia?

(If yes)

Oh, Really? Which ones? Do you recall how much you paid for it? And when was that?

(If no)

Have you gone to college within the past 5-10 years?

Even an average textbook in college is \$150.00. People pay as high as \$600.00 a semester on books!

I'm happy to tell you, our books cost nothing like that.

If you were to get the Bible Story books, all 411 stories, and the two study books, we have it available for only 499.00 plus a little tax and postage.

And we have a number of ways you can take care of that:

1. First, you could pay cash, check, or any major credit card.
2. Or you could do 90 days same as cash.
3. Or you could pay as little as \$38.00 a month.

Also, either ever way you decide, the books will be delivered to your door within 2 – 3 weeks by UPS.

Which would be best for you... or...

How would you like to take care of this, cash or budget?

(Quiet, wait for response)