

# DOOR TO DOOR CANVASSING

## THE INTRODUCTION

When doing door to door surveys, people want the answers to three main questions in the first 20 seconds:

1. Who are you?
2. Why are you here?
3. How long will you stay?

The canvass that we will use will answer all three of these messages. It is comprised of four main parts:

- 1) *"Hi, my name is \_\_\_\_\_ and this is my friend \_\_\_\_\_."*
- 2) *"We are volunteers with a worldwide television and radio program called Amazing Facts."*
- 3) *"We are looking for ways to help the local community and are taking a very short survey to get people's opinion on what programs we could offer in the area that would be most helpful to them. There are only a few short questions that will take just a couple minutes of your time."*
  - (If they say that they don't listen to that tv or radio program, respond with, *"Oh, well we offer a number of live seminars and classes right here in your area! This survey will benefit you and will only take a few minutes. The first question is..."*)

## GETTING THEM TO DO THE SURVEY

If they are will to take the survey, proceed to ask them the questions. Give them opportunity to dialogue as they desire. This will be your opportunity to talk with them and get to know them a little. Remember Christ's method...sympathize and minister to their hearts...win their confidence. Look for something that may be a felt need, something you have in common, or something in their yard or on the house that you can talk about with them.

If they say no to the survey, say this:

*"You know, this would really help the community, and you may even find something that would be beneficial to yourself or your family. I would hat for you to miss out, and I promise that it will only take a minute or two! The first question is..."* If they say no again, thank them, wish them a good day and move on.

## INTRODUCING THE BIBLE STUDY PROGRAM

Once you complete the survey with them, say this:

*"Thanks for doing the survey! Your feedback will help us and your community better serve you and your loved ones! Before I go, I'd like to share with you a free program that Amazing Facts is offering right now to help people with the spiritual area. It is a free Bible study program."*

*"Here is the first lesson...It is an intriguing Bible study on the reliability of the Bible. These study lessons answer questions that many people are having today such as:*

**WHAT HAPPENS WHEN YOU DIE?**

**IF GOD IS SO GOOD, WHY IS THE WORLD SO BAD?**

**DOES THE BIBLE TALK ABOUT THE UNITED STATES?**

*"There are people throughout the community that are already doing them. I would like to leave you with this first lesson to look over during the week. I've found that most people find it helpful to set up a convenient time where I can come back, briefly review the lesson together with you, answer any questions you may have, and leave the next lesson with you. It only takes about 30-45 minutes of your time. I am out in this area on Thursdays and Sundays. What day is best for you? Would \_\_\_pm work? (Suggest a time)"*

If they decline, say something to help them reconsider...

*"I understand that life is very busy! I am busy too. However, the world that we live in seems to be uncertain and getting worse daily. It is important to have some sort of assurance and security of what lies ahead. Many people have found that these lessons provide just that! At least give them a try...why not do three lessons with me? If you don't like them, we'll call it quits!"*

If they still decline, go to the drop-off studies

*"I understand life can be busy and it's hard to fit things in. Here's what I can do for you. You can keep this first lesson and complete it in the privacy of your own home and then next week I will drop off the next lesson for you. We don't have to sit down together; you can just complete them at your convenience."*

## ENDING THE SURVEY

For all whom do the survey but refuse the in-home or drop-off Bible study, try to leave the study and a bookmark as a special gift and say:

*"Thank you for taking time to do this survey. Please keep the study and the bookmark as a special gift from us."*

Close with: *"It was really good to meet you! Thanks for your time. I hope that you have a great day!"*

If appropriate: *"May we have a short prayer together before I go? Is there anything special you'd like me to pray for?"*

(There are some times when people won't be comfortable with prayer, but many will accept and it will melt their hearts and prepare the way for your visit the next week).

## ADDRESSING POTENTIAL CONCERNS

### 1. Are you safe to study with? – Addressing the fear that you might be a Jehovah's Witness or the like.

While they may not ask it, the person may wonder if you are a Christian of a mainstream church or a member of some cult. Assure them that you believe in the fundamentals of the Christian faith just like they do – the divinity of Christ and salvation through grace alone.

The Canvass:

*"Now you need to know who you are studying with, because if you are like me you wouldn't want to study with just anyone."*

*"Let me assure you that I am a Bible-believing Christian who believes that Jesus Christ is God. He came to this world and lived a perfect life and then died on the cross to pay the penalty for our sins."*

### 2. Who are you with? – Addressing the Denominational Concern

*"I am a volunteer with a Christian ministry called Amazing Facts. They have a TV and radio ministry for people of all faiths. Their main purpose is to teach people how to know the Word of God for themselves."*

If people press the issue, I will tell them that I am a Seventh-day Adventist Christian!

*"I personally attend the Adventist Church. I've made this choice because I've found their teachings to be in harmony with the Bible. That is what I feel is important – the Bible, not what a church teaches."*

You can answer this spoken or unspoken question without specifically stating "I am a Seventh-day Adventist." There are two advantages to doing this:

- 1) Prevents confusion with unwelcome cultic groups.
- 2) Prevents mental roadblocks. "The only reason they are saying this is because they want me to join their church." This is prejudice against organized religions. (See quote below.)

#### The Canvass:

"Of course, I attend a church I am very proud of, and I don't mind sharing with you where I like to attend by my main purpose is to show you how to follow the Bible and not the teachings of any particular church."

"I believe that as you take God's Word, and through study follow it, God leads His children to where they need to be." "Are you comfortable with this?"

### 3. What is your purpose for studying with me? – Addressing their concern that I may have a hidden motive.

While I would love to see them become a member of my church this is NOT my primary reason for studying with them. What are my reasons?

I want to teach them how to find in their own Bible the answers to their Bible questions so they are not dependent on the interpretation of others.

I want to give them the keys for unlocking the Bible for themselves, especially end-time prophecies that will keep them from being deceived in the last days.

I want to lead them into a born-again experience with Christ so they are willing to follow Him wherever He wants to lead them.

I want to learn my Bible better as I study it with them.

Your ultimate goal is to make them a follower of Christ – not a follower of a church! In reality, if they are following Christ, He will lead them to His remnant church.

#### The Canvass:

"The thing I like to focus on is helping people to know how to study the Bible for themselves. Once a person has the tools to unlock the Bible, they can find answers to any Bible question they might have. I will feel that I have succeeded when I ultimately become useless to you." "Are you comfortable with this?"

## SURVEY QUESTIONS AND STATEMENTS THAT YOU MAY HEAR

What to say when asked:

1. Q – **What church do you represent? Or What church is sponsoring this?**  
A – "We are working with a radio and television program and people from many different denominations help sponsor this program."
2. Q – **What church do you attend?**  
A – "I am attending the Adventist Christian (or 7<sup>th</sup> Day Adventist) church"
3. Q – **How much do these studies cost?**  
A – "They are free – No cost to you!"

4. **Q – How much time do the studies take?**

A – *“Each lesson takes about 30-40 minutes. Of course, if there are questions it could take a little longer. I can assure you that if you want to know more about the scriptures and what the Bible has to say about the future, the time you spend with the studies will be well worth it.”*

5. **Q – When do you think Jesus will come? Or when do you think the end of the world will come? Or when will the anti-Christ come? Or what about the Sabbath?** Or pretty much any **“what do you think”** type of question.

A – *“That is a very good question; it shows that you are thinking about the future. We will be having a whole study on that subject soon and we will see what the scriptures have to say on that subject.”*

6. **Q – Do you really think this is going to help the community?**

A – *“Yes, I do! In other communities where we have been involved, many have changed their life style habits and praised us for our help.”*

7. **Q – I’ll do the survey, but do I have to sign my name and put my address here?**

A – *“No, however if we don’t have your address, it will make it impossible for us to notify you of any events or seminars that may be of interest to you. We are very careful to use the names we receive only for that reason.”*

8. **Q – How many Bible Studies are there?**

A – *“We try to cover the main teaching of scriptures, which could take several weeks if you do one a week. I can assure you that the more you study the more you will want to learn.”*

9. **Statement – “I’m too busy.”** This is a common one, and sometimes it is the truth!

Reply – *“Great! These studies are for you then! They are designed for busy people. They only take about 30 minutes of your time each week. Many people like to just work on them for about 5-10 minutes when they wake up or before they go to bed.”* Many times, people can’t get out of that one, and you can sometimes find out what the real reason is.

10. **Statement – I study at my own church!**

Reply – *“That’s great! It’s always good news when you hear of people studying God’s word. Have you studied the prophecies of Daniel and Revelation lately? Have you learned what the Bible teaches about the end times? We are finding that few are studying the books of Daniel and Revelation. These two books are the main prophetic books that tell the future events of end times, just before the end of the world.”*

**Statement – I study at my own church!**

Reply (optional) – *“That’s wonderful! It’s great to meet fellow students of the Bible! In order to know the needs of others in our community to better serve them, we like to discover what kinds of studies that people are doing in their respective churches. This allows us to develop our studies to meet the needs and interests of Christians around the world. Would you be willing to try them out and help us with this project?”*

**Statement – I study at my own church!**

Reply (optional) – *“Really? That’s awesome! It’s great to see that you’re studying the word of God with fellow believers. You know, many people have found these lessons helpful within their own studies, because they discover that it gives them the confidence and knowledge to lead out in Bible study and Sunday school at their own churches. These studies could do the same thing for you. They will give you a wealth of knowledge about the Bible.”*

## DEALING WITH THE OBJECTIONS:

There is not a manual or book to give an answer to every objection or reason for “no” answers that people will give you. People are going to say some strange things to you at times. However, there are some common objections that people will throw at you. There are some principal responses that will work well. Listed some of the most common ones:

## IF YOU SENSE THAT A PERSON IS HOSTILE

Ask simple questions like: “You seem like you might have had a hurtful experience at some time or another. Would you like to share it? If they do, LISTEN. If they say, “You don’t really want to hear it.” Assure them that you really would. Again, if they do, LISTEN. You don’t have to feel like you need to have an answer for everything, because none of us do. Many times, people just need to blow off steam. You can say something like “That must have been terrible for you.” Many times, if you will show the person that you care by really listening to them, you will win their confidence!

## WHAT DENOMINATION ARE YOU FROM?

It's not always wise to tell your denominational identity right away.

“Behold, I send you forth as sheep in the midst of wolves: be ye therefore wise as serpents, and harmless as doves.” Matthew 10:16

Jesus told His disciples not to reveal His identity before the appropriate time.

Then He commanded His disciples that they should tell no one that He was Jesus the Christ. From that time Jesus began to show to His disciples that He must go to Jerusalem, and suffer many things from the elders and chief priests and scribes, and be killed, and be raised the third day. Matthew 16:20-21

Jesus told the disciples to wait until His resurrection before telling certain things.

Now as they came down from the mountain, He commanded them that they should tell no one the things they had seen, till the Son of Man had risen from the dead. Mark 9:9

Barriers and prejudice are often created by telling too much too soon.

**Prepare the Soil Before Sowing the Seed** - In laboring in a new field, do not think it your duty to say at once to the people, We are Seventh-day Adventists; we believe that the seventh day is the Sabbath; we believe in the non-immortality of the soul. This would often erect a formidable barrier between you and those you wish to reach. Speak to them, as you have opportunity, upon points of doctrine on which you can agree. Dwell on the necessity of practical godliness. Give them evidence that you are a Christian, desiring peace, and that you love their souls. Let them see that you are conscientious. Thus you will gain their confidence; and there will be time enough for doctrines. Let the heart be won, the soil prepared, and then sow the seed, presenting in love the truth as it is in Jesus. {Ev 200.2}

I have been shown that our ministers go too rapidly through their subjects and bring the most objectionable features of our faith too early into their effort. There are truths that will not involve so great a cross, that should be kept before their minds, day after day and even weeks before the Sabbath and immortality questions are entered upon. Then you gain the confidence of the people as being men who have clear, forcible arguments, and they think you understand the Scriptures. When once the confidence of the people is gained, then it is time enough to introduce publicly the Sabbath and immortality questions. {Ev 246.3}

...every advantage should be taken to get acquainted with these men; not in a way to produce anything like prejudice. We must appear to them as trying to help others, working on the line of the Christian help work. As they see the good work we do on these lines, their prejudice will be removed in a large measure, and their hearts will be open for more. Then we should not present the Sabbath, but let us present Christ. What if they should begin to oppose you and say, Oh, that's a Seventh-day Adventist? - Lift Christ up higher and still higher. It means a great deal to be wise as serpents and harmless as doves. {5MR 67.5}

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## FIRST SHARE THE MINISTRY YOU WORK WITH:

*“My desire is to encourage others to read the Bible and learn how to find God, rather than pushing a particular denomination. “I work with Amazing Facts (or other ministry). Amazing Facts is a Christian Ministry that provides Bible study resources to people of all different beliefs.”*

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## IF THEY PRESS YOU FOR A FURTHER ANSWER:

*“I personally attend the Adventist Church. I’ve made this choice because I’ve found their teachings harmonize with the Bible. What the Bible teaches is most important. The goal of these Bible studies is to simply study the Bible. I have found peace and understanding in the prophecies of the Bible, and I would like to share them with you.”*

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## IF THEY ASK YOU WHAT THE ADVENTIST CHURCH BELIEVES:

*“I appreciate your interest in what the Adventist church teaches. It would take too much time to tell you everything the church believes in just a few moments, but I can briefly share with you a basic summary of what the church teaches. Everything else is connected with these four main points.”* Share with them the Adventist four C’s: Christ, Commandments, Cross, and Second Coming.

- Christ – *We believe Christ is the divine Son of God.*
- Commandments – *We believe in the 10 Commandments.*
- Cross – *We believe that Jesus died on the cross for our sins and rose from death.*
- Second Coming – *We believe in His soon return, the second coming.*

## ADDITION TIPS FOR OUTREACH

1. Dress appropriately  
Women – Dresses or dress pants/no sleeveless shirts.  
Men – Slacks (no jeans) collared shirts (no tee-shirts).  
No thongs or flip-flops. Socks are to be worn.
2. Drive around your outreach territory before you even being working there and claim souls for God. (Jericho Ride)
3. When working with a partner always decide ahead of time who the spokesperson and silent prayer partner will be.  
Things to pray for...
  - Holy Spirit speaking through the speaker
  - Interest is willing to do the survey
  - Interest desires Bible studies
  - Bind Satan and any distractions
4. Pray to yourself as you walk between houses! You never know what divine appointment God has for you at the next house.
5. Take turns so both get the experience of praying and speaking. Doing three surveys and then switching roles works well.  
Three surveys mean actually doing the survey! Knocking on the door of 3 homes where no one is home or refuses to take the survey does not count! 😊
6. Try not to cut across lawns. It may take more time to reach each door, but it shows respect for the home owner’s property.
7. Pray together before each Bible study or visitation. Mention each person in the study by name. Pray that God will remove any distractions from the meeting before it even begins.
8. Never park your car in front of the house you are visiting for prayer or organizational duties. People quickly become suspicious or being to think that you have an agenda. Park around the corner and pray before driving up to the home.
9. Park on the street out of the way...never in the driveway. You don’t want to have to stop your Bible study and move your car to let someone out that you blocked in. Satan will use any way he can to interrupt your study.
10. If they mark Neighborhood Bible Study (small group), explain to them that if there are several in the are that would like to get together, we will let them know. But we do have a special set of lessons that we would like to share with them.
11. If there are children, let them know that we do have a set of children lessons. Encourage the parents to study with you and let your prayer partner study with the children.

12. Always remember to SMILE...even when you're discouraged. 😊 There is a soul out there that needs you to tell them about Jesus!
13. When you become discouraged, stop for 5 minutes to pray and share a Bible promise with your partner. Don't complain or murmur; it only worsens the situation, makes the devil successful, and prevents God's blessing.

REMEMBER:

***WE ARE HERE TO BE SUCCESSFUL FOR GOD...NOT THE DEVIL!***

***SUCCESS IS IN DOING THE WORK...NOT IN NUMBERS!***

***WE DO OUR BEST WITH GOD'S HELP!***

***THE REST IS UP TO HIM!***

***THE BATTLE IS THE LORD'S!***