

Door to Door Surveying:

Need:

Phone Numbers, Maps, Directions,

The 5 Essentials:

- 1. Smile*
- 2. Walk Quickly*
- 3. Confidence (make friends)*
- 4. Pray*
- 5. In the Hand*

Guidelines:

- Houses: It is best if we don't go into houses, unless, lets say, its an older lady and she can't get to the door...*
- Stay together*
- It is best to leave valuables in the car or not bring them with you.*
- One is praying while the other is surveying*

I. THE INTRODUCTION

When doing door to door surveys, people want the answers to 3 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 3 main parts:

- 1)“Hi, my name is:_____ and this is my friend, _____.**
- 2) “We are local christians concerned about the health of this community, and we want to know how your doing?”**
- 3) “We have a health survey with a few short questions.”**

II. GETTING THEM TO DO THE SURVEY

If they are willing 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 & minister to their needs... Win their confidence.

If they say no to the survey, you could say something like 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 hate for you to miss out, and I promise that it will only take a minute or two!”

If they say no again, you can say,

“Thank you for your time, This flyer gives more information on a recent health documentary coming right here to Castle Rock this February. Thank you and Have a great day!” (which is found on the bottom of the survey)

III. THE SURVEY

The following are the questions you will ask.

(The survey)

IF THEY DECLINE, SAY SOMETHING TO HELP THEM RECONSIDER...

“I understand that life is very busy! I myself am. However, it seems that our health is becoming a more important thing in the media and our lives. One of the greatest epidemics in America today is our health!”

V. ENDING THE SURVEY

For all who do the survey but refuse to give their info say:

“Thank you for taking time to do this survey. As a thank you for your time, This flyer gives more information on a recent health documentary coming right here to Castle Rock this February. Thank you and Have a great day!”

Show them the info on the back.

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

If appropriate, you can pray with them, **“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.)

Survey Questions and Statements That You Will Hear:

What do you say when they ask:

Q – What church do you represent?

A - I go to the Seventh-Day Adventist Church.

Q – What group is sponsoring this?

A - I go to the Seventh-Day Adventist Church, and our main focus with this is the health of this community.

Q – How much does this cost?

A – It is free!

Q – When do you think Jesus will come or end of the world or anti Christ will come, or about the Sabbath?

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 the subject.

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

A – Yes I do. We have already been finding people that thank us for coming and say this is just what they need.

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 the seminars of interest. We are very careful to use the names we get only for our use for notifying them of events of interest.

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 and common objections that people will throw at you. There are some principle responses that work well. I have listed some of the most common.

- 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?” Sometimes they will. 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!**