

TELEPHONE CONVERSATION WITH PROSPECTIVE GIDEONS

Hello, (first name) . My name is John Oss. I am a member of the Gideons International ... you know, the Christian business and professional men who place Bibles in hotels.

(First name) , we've been contacting pastors and church leaders in the area, and your name came up in a conversation as a dedicated Christian man and I appreciated hearing about that.

It is my understanding that you are the (name of position) of (co. name) . Is this correct?

Pause and give the prospect an opportunity to answer. If the prospect is not eligible, you should say the following:

Eligible (NOT!)

Brother _____ I realize that as a born again Christian you understand the importance of prayer. We would appreciate it if you would be willing to pray for the Gideon ministry and the distribution of God's Word around the world (mention a specific prayer request). Would you be willing to do that? Thank you!

If eligible continue as follows:

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The reason I'm calling is the Gideons are inviting an outstanding group of Christian laymen, from the local area, to be our guest at a rare dinner event. We are expecting a select number of laymen representing many of the Bible-believing churches at the dinner. However, to be careful of the spiritual depth of the men we ask to represent each church, we always contact pastors and church leaders to verify laymen that they know to be "born again" Christian men; men really committed to Jesus.

And based on your testimony for the Lord, I am calling to extend to you an invitation to be a guest of the Gideons for dinner on **Tuesday evening, April 26th**. The meeting will be held at the **Black Bear Country Club**, and will begin at 7:00 p.m. And let me share with you that the dinner will be totally at our expense, and there is no cost to you, as this is NOT a fund raising event.

If unavailable for April 26th – Invite the prospect and his wife to the dinner meeting on:

Monday, May 16th. Same time and location. *(Also ask for wife's name so that we can include her on the invitation.)*

We realize you have probably heard of The Gideons. However, at this dinner we want to share with you and the other men, in perhaps more detail than you've heard before, who the Gideons are and how God is using our ministry today to win people to Christ. So, may we put you down as a man who will, God willing, make an honest effort to attend this dinner?

(Pause for his response. If the response is negative, terminate the call. If positive, continue)

Praise the Lord! We look forward to having you as our guest. Let me do this. I will mail you (or email if you prefer) a letter to confirm all the information I mentioned earlier regarding the dinner, the time, the place, etc., and in this confirmation I will include a telephone number. Then if something unforeseen should come up and you can't attend, you would be kind enough to give us a call wouldn't you?

NOTE SHEET

To what address would you like me to send the letter? (Fill in Pocket card)

I will send you the confirmation soon, and will include a link to our website. The website will provide you with some good information about our ministry, as well as some important items that we would ask you to pray about and consider prior to the dinner.

I look forward to meeting you in person at the dinner.

Good night.

(Immediately after the call is completed, be sure to complete the pocket card)