

BIBLE REFERENCE LIBRARY CANVASS

PRECANVASS

MAKE FRIENDS...CREATE NEED

Mr. and Mrs. Jones, let me start by showing you some studies that have been done to help you to see why we do this work. It seems like the world is falling apart today, doesn't it? Morals have tumbled down, crime and violence are on a steady increase, and our children are the ones who are trapped. That is why more and more people are turning to the Bible. But many people find the Bible hard to read and hard to understand. That's why the **BIBLE STORIES** and the **BIBLE REFERENCE LIBRARY** were developed--because they are easy-to-read and easy-to-understand.

CANVASS

When you have seen the **BIBLE STORIES** in the doctor's office, have you had a chance to see how they read? (Open BS Covers) I could not bring all of the books with me, so I brought all the covers. The first six deal with the Old Testament and the last four deal with the New Testament. This is the only Bible Story on the market that goes completely from Genesis to Revelation and covers every tellable story for children. This is the oldest and most complete set on the market today. This is the set that is used mostly for children.

We have also developed the **BIBLE REFERENCE LIBRARY**. (Show covers) This is our adult set. The first four volumes cover the Old Testament, the next six deal with the New Testament, and the last two are our study volumes.

This is the approximate size of each volume (Show the BRL Prospectus). Let me show you some reason why they are so popular.

FEATURE:

The first reason is the books themselves. They are made with a DuPont Mylar cover. We call them "*coffee and jelly donut*" proof. They are double-hinged with nylon stitching every eight pages.

BENEFIT:

Your set will last a lifetime for your children and your grandchildren.

PERSONAL EXPERIENCES:

FEATURE:

The second reason is because of the artwork.

BENEFIT:

Studies have shown that we learn ten times faster by seeing than by hearing or reading alone. That is why every few pages you find a picture to help you visualize and remember what you are reading.

BRIDGE:

The volume that I have to show you is a display copy. It has portions of each book, so even though it has the cover of the **BIBLE READINGS FOR THE HOME**, it starts out with **PATRIARCHS AND PROPHETS**.

PP pg. 1

FEATURE:

PATRIARCHS AND PROPHETS begin with the age-old question, "Why was sin permitted?" It gets right down to the basics, doesn't it? This chapter answers the very important question of how a God of love could allow so much sin and suffering. After this, it goes through Creation, the Flood and all the other great stories of the Old Testament, giving you the Bible texts the chapter is based on.

BENEFIT:

Our books aren't designed to take the place of the Bible, but to help you understand it and then take you right back to your Bible.

FEATURE:

Many people feel that the Old Testament is boring old history, but these books use the gospel to bring the Old Testament to life! Take for instance the Sanctuary Service. It brings out that Jesus is the "Lamb of God" which takes away the sin of the world. It also shows how the candelabra symbolized Jesus as the "Light of the World," how the showbread symbolized Jesus as "The Bread of Life," and how the altar of incense symbolized the "Righteousness of Christ" which ascends to heaven when we pray.

BENEFIT:

See how these books point to Jesus as our Saviour, even in the Old Testament.

FEATURE:

Are you familiar with the story about the fiery serpents that invaded the Israelite camp? This fascinating story shows how God commanded Moses to make a bronze serpent and put it on a pole. All the people had to do was look at it and they would be healed. But they refused, and many died as a result. This sounds so unbelievable but really it's no different today, is it? *John 3:14, 15 says, "Even as Moses lifted up the serpent in the wilderness, so must the Son of Man be lifted up, that whosoever believeth in Him should not perish but have everlasting life."* All we have to do is look to Jesus for salvation, but millions refuse and are miserable and dying as a result. (Read Quote--"While we realize our helpless condition...") Though millions refuse, God still persistently pleads with all to look to Jesus and receive salvation.

BENEFIT:

Isn't it beautiful how Jesus brings the Old Testament to life?

PATRIARCHS AND PROPHETS goes all the way through King David, then **PROPHETS AND KINGS** picks up with David's son, Solomon, and goes through the rest of the Old Testament.

FEATURE:

PROPHETS AND KINGS helps us to understand the meaning of true faith from the lives of such men and women as Elijah, Elisha, Isaiah, Daniel, and Queen Esther. It reminds us of God's unconditional love, showing how He lives to bless us with no thought of return.

BENEFIT:

This book is a great encouragement when you start to feel discouraged or hopeless.

DA pg. 409

FEATURE:

THE DESIRE OF AGES is our most famous book. It takes Matthew, Mark, Luke, and John and puts them into chapter form, giving the Bible text at the beginning of each chapter. The Library of Congress says that out of their 10,000 volumes on the life of Christ, this is the one people like to read the most.

DA pg. 463

Option 1:

One of my favorite chapters is "The Blessing of the Children." The apostles didn't think that Jesus had time for children, but He did. Jesus has time for each of us, doesn't He? The other day, I found this paragraph and I've been sharing it with families. Please take a second to read it. (Or read to a customer.) Children are a gift from God, aren't they? And it's a big responsibility to train them properly. That is why these books are so popular. They have been proven to help children learn and practice Bible principles. I know most parents today are looking for all the help they can find.

DA pg. 289

Option 2:

One of my favorite chapters is "The Invitation." This shows how God's love addresses such common every day problems as stress and worry. (Read Quote--"Worry is blind and cannot discern the future...") See how the books make the Bible so practical!

DA pg. 623

FEATURE:

The last chapters of this book, from the Garden of Gethsemane on, will touch your heart. It says that on that night Jesus sweat "great drops of blood" as He made that final decision to die for us. Jesus might have remained at the Father's side. But He voluntarily chose to die the death we deserved to bring life to the perishing.

DA pg. 675

Every time I read this chapter on Calvary, I'm touched that Christ's sacrifice was for the world. It involved every sinner that had lived or should live till the end of time. And if we are lost at last, it won't be because we didn't do enough for God to save us, but because we deliberately would not receive the salvation He had already given us.

BENEFIT:

This book will change your life as you come to understand and appreciate more deeply what Christ did for us on Calvary.

FEATURE:

ACTS OF THE APOSTLES begins just before the great day of Pentecost, when the Holy Spirit was poured out on God's people. It goes through all of Peter and Paul's missionary journeys, making you feel as if you're there.

BENEFIT:

It's really exciting to see how the early Church developed and how the message of God's unconditional love "turned the world upside down." (Acts 17:6) This volume will inspire you as you see the effect God's love had on the early Christians.

GC pg. 6, 375, 483,

581

FEATURE:

_____ TRIUMPH OF GOD'S LOVE covers the last 2,000 years of church history showing how Bible prophecies have been fulfilling. It starts with the destruction of Jerusalem which happened exactly as Jesus foretold in Matthew 24. Then it takes you through the early Christians struggle for freedom down to today with the role America plays in current world events and prophecy. You'll read chapters on spiritualism and the occult, and it helps answer those thought-provoking questions like "What is the mark of the beast?" and "Who is the antichrist?" Then it reaches a thrilling climax with the soon return of Christ.

BENEFIT:

This book has helped thousands to better understand and believe that God is Love. (Last Page)

BR pg. 6,

88

FEATURE:

BIBLE READINGS FOR THE HOME is our question and answer book. It has 300 topics with over 4,000 questions. Say you have a question on faith--look it up and there will be a list of questions most asked on that topic. Each question is answered directly from the Bible and not man's opinion.

BENEFIT:

When you need to find an answer from the Bible, this book will help.

BR pg. 548 or 550

Isn't this a beautiful picture of the New Jerusalem, Mr. and Mrs. Jones? Of course, it is only one artist's concept, but the reason I do this work is because I want to see you and your family there. *John 17:3* says, "*This is eternal life, that they may know you the only true God, and Jesus Christ whom you have sent.*" These books help you to do just that.

It is the **object lessons** in every story, the **art work** to bring the stories to life, and the **scripture references** that continually bring you back to your Bible that will help you to gain a deeper experience with God.

IF YOU HAD THIS SET IN YOUR HOME, WOULD YOU USE THEM?

CLOSE

Are there any questions, Mr./Mrs. _____? Have I explained everything well enough? Good! Then just let me quickly share with you how you can purchase our material.

1. PAYMENT PLAN:

We have three plans. Cash, 90 days same-as-cash, or our Christian Budget Plan where you make a small deposit today and so much a month. Whichever plan you choose, your books arrive in just two or three weeks by Federal Express.

2. COMPARE:

Mr./Mrs. _____, have you ever priced books before? You can see that these are top quality. In fact, we are compared with encyclopedias. If you went out today and bought a set of World Books, they would start at \$700-\$800, with Child Craft they are over \$1,200 and that teaches your children evolution.

Then there's the Cadillac edition like Encyclopedia Britannica, which start at \$1,600 and goes as high as \$9,000.

Encyclopedias are important, but the problem is they get outdated in five to six years. The nice thing about our material is they never get outdated because the Bible never changes.

3. GIVE PRICE:

Secondly, they don't cost nearly as much. All 22 volumes of **THE BIBLE STORIES** and **THE BIBLE REFERENCE LIBRARY**, run only _____ a month, or _____. Many families like to purchase _____ all the books, but some like to purchase one set at a time. Let me break it down for you. **THE BIBLE STORIES** with your choice of an adult book, is only _____ a month, or _____. **THE BIBLE REFERENCE LIBRARY** is only _____ a month, or _____.

4. RE-CLOSE:

Mr./ Mrs. _____, I want to share with you two things in closing. First, out of everything that you have purchased for your child, this is one thing that God will always pay for. Now, I don't mean He will rain down a check outside but if He provided for your home, car, food; He will always provide for your children's spiritual needs.

Option 1 - In *Proverbs 22:6*, it tells us, "*Train up a child in the way he should go and when he is old, he will not depart from it.*" This is the beauty of our materials--they help you to do just that. Parents have found that investing in **THE BIBLE STORIES** is like an insurance plan that helps prevent their children from being involved in the problems young people face today.

Option 2 - *Matthew 6:33* says, "*Seek ye first the kingdom of God, and His righteousness, and all these things will be added unto you.*" This is the beauty of our materials. By giving you a deeper understanding of the Bible, they prepare you to receive the blessings God has in store for you.

5. ASK FOR ORDER:

- A. Which of the sets were you most interested in? (Wait for reply)
- B. Mr. /Mrs. _____, which payment plan would you normally use for this kind of purchase?
Cash, 90 days, monthly? (Wait for reply)
BEGIN WRITING ORDER IMMEDIATELY!
- C. How would you like to make your payment today? (Wait for reply)