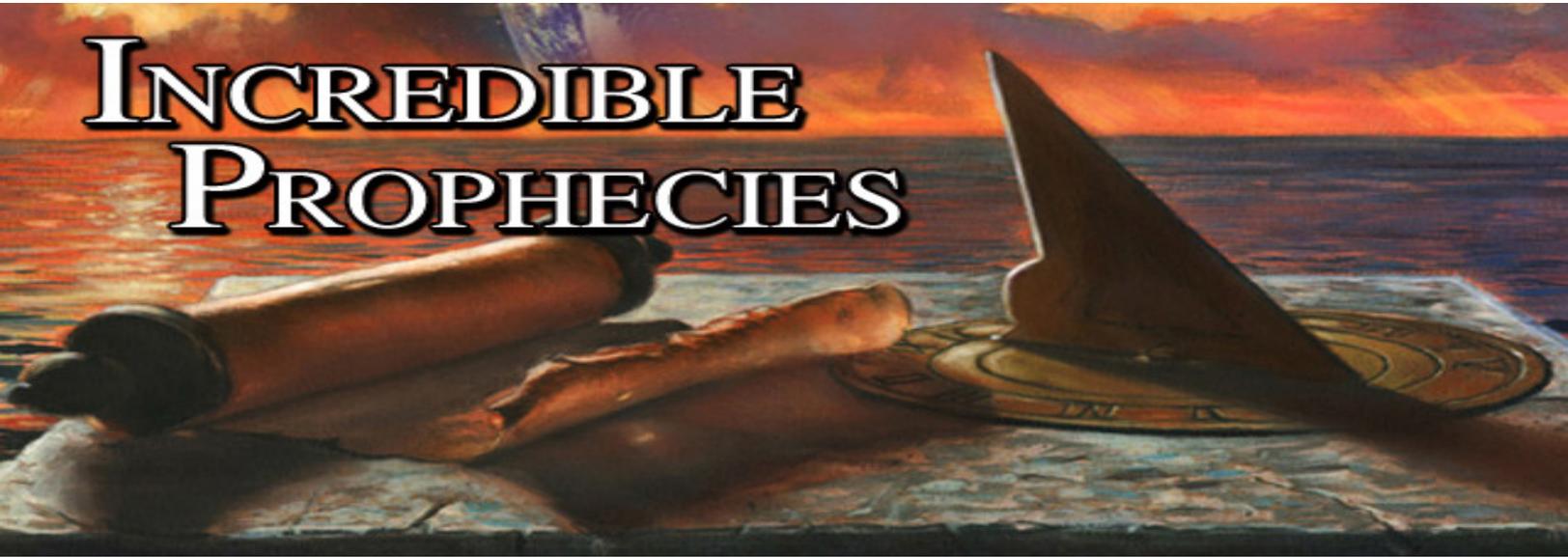


INCREDIBLE PROPHECIES



TELEPHONE VISITATION COMMITTEE

NOTE: Two or three individuals, preferably women, are needed to make very short phone calls to attendees who came one or two nights or as directed by Dan Bentzinger. People who are "phone people" should be selected.

The goal of this call to those who came only one or two nights near the beginning of the lectures is to give them a friendly invitation to return to the meetings. Keep the call short - no longer than five minutes. You may also be asked to call regular attendees before very important subjects to encourage them to be in attendance on a particular night.

Most of the people you call will be positive. However, if one should be negative, keep the following in mind. Never defend the program if the one you are calling is upset or angry. Listen to what they have to say and then quickly respond with something like, "Thank you for sharing your opinion with me. I'm sorry that the program wasn't what you expected, but we are glad that you did come. I hope you have a nice afternoon, and I hope that we might see you again. Good-bye."

The following is a sample of what you could say on most calls. Put it into your own words so it doesn't sound memorized.

1. **"Good evening. Dan Bentzinger of the INCREDIBLE PROPHECIES series has asked me to give you a call, thanking you for coming the other evening. I certainly hope you enjoyed the program and that you might be able to come again."**

Listen for their response and try to determine by what they say and how they say it whether they enjoyed the program. Once they finish their comments, or if they don't have any comment, continue on to the next question.

2. **"Have you ever been to programs like this before?"**

If they haven't been to lectures like this, put on your sheet, "Lectures New".

If they say, "Oh yes, I was to Kenneth Cox" (etc - any

SDA meeting) put on the sheet "Lectures Old - name of meetings."

TELEPHONE VISITATION COMMITTEE - 2

- 3 “One of the main reasons I’m calling is to inform you Friday night begins at 7:00 pm. The presentation Friday night is ‘Incredible Prophecies Reveal the End of World Suffering’. Is it possible that you might be able to make it back on Friday night?”**

Never try to pressure a positive response, but listen to what they have to say and record the response in just a word or two on your sheet beside their name.

"It certainly has been nice talking with you. Remember, my name is (say your first name only). Ask for me when you come. I would like to meet you."

"Have a nice afternoon. I hope to see you soon. Good-bye."

Do not linger long with this phone call even if it is very positive!!

The call should never exceed 5 minutes.