

Richard T. Martin



**Dynamic
Door
Approaches**

Fifty Successful
Tracting and Telephone
Dialogues for Missionaries

Dynamic Door Approaches

Latter-day Saint missionaries everywhere will be thrilled with these fresh new dialogues for contacting potential investigators. In addition to more than fifty highly effective, pre-tested contacting dialogues, *Dynamic Door Approaches* covers a variety of essential topics like introducing yourself, setting appointments, overcoming common objections, street contacting, telephone contacting, captive-audience dialogues, and transitional statements.

This guide provides appropriate words for tongue-tied missionaries that are sure to elicit interest in the gospel message. All dialogues and recommendations are fully in keeping with missionary standards. They also utilize effective salesmanship techniques in order to spark interest.

Full-time and stake missionaries will all benefit greatly from *Dynamic Door Approaches*, one of the most effective tools now available for advancing the great proselyting effort to spread the Gospel of Jesus Christ through every nation, kindred, tongue, and people.



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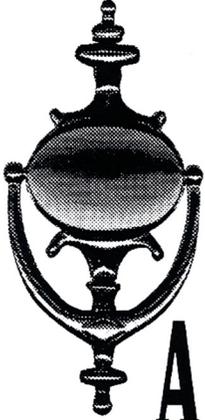
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Richard T. Martin



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Preface

A few years ago I had an unusual dream. I was looking down a suburban street and heard a voice. It said: “The thing you do best is missionary work.” I awoke, wondering if the dream was inspired.

I served a full time mission from 1973 to 1975 in the California Los Angeles Mission. I’ve always felt that it was a great privilege to represent the Lord. Never was it considered a sacrifice to spend two years presenting the gospel message. Through the grace of God, I experienced success and moments of great joy. My missionary companions were true brothers. If necessary, many would have been willing to give their lives for the Lord’s work. They were like angels, and I felt humble in their presence

I used every method I knew to interest people in hearing the gospel message. We contacted member and Visitor Center referrals, made street and business contacts, held open houses and firesides, persuaded local officials to declare family week, spoke to church groups and clubs, and tracted door to door.

I learned most of my door approaches from my trainer. He was the best trainer in the mission. Most Elders knew only three door approaches. He taught me six. He was intelligent, enthusiastic, and assertive. During our first week of tracting together, we set twenty-five appointments in a difficult area of the mission. We set a mission record for tracting appointments.

After I returned from my mission, I was called as a Stake Missionary and was later ordained a Seventy. For years I went out almost every week, assisting the full-time mis-

sionaries. I recognized that when hard-working missionaries were assigned to our ward, the number of appointments increased. With timid elders, the number of investigators declined. I believe there's a direct correlation between the success missionaries enjoy and the faith, attitude and skills they exercise.

A couple of years ago, a very diligent elder was transferred to the ward where I live. He asked me if I'd work with him on Friday evenings. For the next four months we worked together every week. Due to his faith and dedication, it wasn't surprising to see him have success. As a result of our discussions, I began to think of several new ways to approach potential investigators.

Most elders and sisters know three or even four door approaches. Sometimes these door approaches are weak and uninteresting. Most dialogues become mechanical and stale because they're overused. Even good dialogues can become less effective. Many missionaries don't know what to say when objections are raised. This has nothing to do with their level of dedication nor their desire to excel.

I met Elder Troy Davis in 1995 while he was serving as a zone leader in the Texas Houston Mission. I shared some of my ideas about contacting approaches with him. He liked my suggestions and invited me to present them in a zone conference. After the meeting, Elder Davis and the rest of the missionaries selected their favorite dialogues and key phrases from those I presented and immediately began using them in their tracting efforts.

A month later when we met again in a zone conference, everyone was enthusiastic. They had all experienced greater success than before. Their confidence had increased. One elder commented that tracting was fun at last. Another elder said he'd wasted much of the first year of his mission as compared to how effective he'd become. Still another elder

said that he knew what to say now when confronted with responses he'd not been able to handle previously.

The enthusiastic response of the missionaries was encouraging. It inspired me to work on expanding the dialogues and to improve them. This book is the result of that effort. I believe that the ideas in this book can measurably improve the effectiveness of both elders and sisters in their missionary endeavors.

I take full responsibility for the ideas presented. They have not been authorized nor endorsed by The Church of Jesus Christ of Latter-day Saints nor its leaders. This guide is not intended to replace any Church training material, nor to replace any instruction from mission presidents or officers of the Church. Missionaries of the Church should use only those dialogues, phrases, or statements that are recommended or authorized by their mission presidents or Church leaders, if such limitations are set by mission officials.

—Richard T. Martin

Preliminary Suggestions



1**Basic Techniques for
Effective Presentations**

Just asking someone if he'd like to hear the missionary lessons can produce some beneficial effect. Even if done poorly, talking with people will yield a few good results. The purpose of this manual is to improve and maximize missionary efforts. In order to do so, you should memorize a number of dialogues and vary their use.

Both you and your companion should speak at every door, gesturing naturally and speaking clearly, without hurry. Utilize appropriate dialogues, and make only those statements that you know to be true. The Lord is a God of truth (Jacob 4:13). To have the power of the Holy Ghost with you, you must speak only the truth.

Memorizing

You'll be more effective if you memorize your favorite dialogues. In many situations you won't have time to hesitate. It's difficult to confront uncomfortable situations. The natural inclination of most people is to avoid them. Therefore, many people will give you very little time to present your message.

It's vital that you express yourself in a straightforward and confident manner. Something needs to spur people's interest. When your presentation is memorized, your message will

have the best chance to be effective and meaningful. Memorizing will give you confidence. Your primary purpose is to present a gospel message that touches people's minds and hearts.

Both Missionaries Contribute

With each door approach, both you and your companion should speak. You may choose to alternate who begins and who closes. The door approach is more interesting and dynamic if both missionaries take their turn to speak. You'll be more convincing when you present the testimony of two witnesses. The Lord said: "In the mouth of two or three witnesses shall every word be established" (D&C 6:28). Two enthusiastic, smiling missionaries, sharing their ideas, are impressive.

Variety

I suggest that you use a variety of door approaches. Otherwise, you run the risk of your approaches becoming stale. After you've memorized a number of dialogues, a few will become your favorites. However, even your favorite dialogue will become mechanical if you don't alternate it with others. Memorizing a number of dialogues will allow the Spirit to guide you to a wider range of thoughts and ideas. Inspiration and freshness gives you power to be successful.

Body Language and Rate of Delivery

Be relaxed and be yourself. If you normally gesture with your hands, continue to do so. Gesture from the heart. Body language can communicate sincerity. The pace at which you deliver your message will influence your effectiveness. Don't rush. Emphasize certain words. It will be more interesting both to you and to your listener.

Sincerity and Enthusiasm

To be effective, you must be sincere, enthusiastic, confident, and have a good attitude. Filling your mind with good thoughts and focusing on what's positive will strengthen these traits. The mind is always active. Read, study and concentrate on constructive things or you'll think destructive thoughts instead. When you focus on things which are positive, and doing so becomes your way of life, you'll feel better. You'll enjoy the good things that come to individuals who exercise faith. You determine your thoughts.

Speak sincerely and earnestly. You should say only what you believe. Never say anything just to be saying it. Feel your words as you speak them. It's important to your contacts that you convey the Spirit, rather than simply speak words.

People are impressed with enthusiasm. Few people truly possess it. If you exude excitement, your sincerity will come through more strongly. You should increase your energy level and smile.

Confidence

People are attracted by a person with a confident manner. Lots of people aren't sure of themselves. Everyone respects the person who knows what he's doing. However, the majority of the persons you contact will reject your message. Don't be discouraged. Paul and Silas sang in prison after being beaten (Acts 16:23-25).

If you look sad and discouraged, your contacts won't be attracted to you or to what you say. Look and act happy and you'll feel that way. What you've been called to do is hard work. Those people whose lives you touch will respect you if you stand up straight and speak with energy and conviction. Even though they may reject your message, they will admire you for your determination and courage. But don't be

overbearing. Your love, friendliness and courage will win with the honest in heart.

Positive Attitude

Don't judge your contacts before you meet them. Don't think: "They don't want me on their doorstep. They hate me being here." Such thoughts will make you timid. The worst thing in the world, when making an initial contact, is to be timid. Don't worry about what others think. You do not have to be perfect in your manner or your way of speaking to be effective. Beware of negative thoughts. Have faith in Jesus Christ and all things will work together for your good.

The Popularity Question

All of us, since we were very young, have wanted to be accepted. We want to be liked by everyone we meet. Paul said: "If it be possible, as much as lieth in you, live peaceably with all men" (Romans 12:18). If you're to get along well with others, you need to be friendly and considerate. You should always practice civility and good manners.

As missionaries, it isn't always possible to be received as you'd like. In fact, if everyone seems to like you, maybe you're not saying what needs to be said. A problem that confronts every missionary is the danger of offending contacts by stating the truth. As Nephi said: "The guilty taketh the truth to be hard, for it cutteth them to the very center" (1 Nephi 16:2).

Nephi wasn't popular with two of his older brothers. They came to hate him because of his righteousness. This didn't stop him from telling the truth. Their response to him was not the important thing. Due to their treatment of him, Nephi suffered greatly. Speaking to Laman and Lemuel he said: "Behold, my soul is rent with anguish because of you, and my heart is pained . . ." (1 Nephi 17:47). In order for Nephi to fulfill his mission, he spoke as the Spirit of the Lord

“opened his mouth to utterance that he could not shut it” (2 Nephi 1:27).

All of us need to be like Nephi. As a missionary, you should speak as the Holy Ghost inspires you. Sometimes speaking with the Spirit is difficult because you want to be liked. Sometimes you may be tempted to soften your message. You should never water down gospel truths to make them seem more acceptable to your contacts. This will change truth to distortion.

You don't need to apologize for truth. It doesn't always conform to some people's current ideas of truth, but you can't alter the word of God. Resolve never to compromise the message of the restored gospel.

The dialogues in this manual will help you say what you should instead of that which might make you feel accepted. The truth you speak will penetrate the heart of the honest seeker. Your Father in Heaven will give his approval, and that's what really matters.

Even if you were able to make perfect presentations with enthusiasm, this would have little effect on a majority of people. Our Savior didn't convert many people during his earthly mission, yet His example was perfect. His look, gestures and feelings of love were just as they should have been, but only a few accepted him as the Son of God. He stated that he was the bread of life and must be accepted if one is to achieve eternal life, but he was generally rejected (John 6).

You're acting in the Lord's stead. The world perceives you differently than you really are. Don't ever view yourself as the world does. You'll be blessed forever for your willingness to serve and even suffer in the name of Christ. Do all that you can to persuade your contacts to set an appointment to hear your gospel message.

2**Introducing Yourself**

Most people have heard of the Mormon Church, but know very little about it. The name “Mormon” has an unusual sound to some of them. There are misconceptions associated with the name Mormon. With only a few exceptions you will want to say the full name of the Church when you introduce yourself. You are telling the people that you have a special calling, which is to represent the Lord and to teach the gospel. Although hardly anyone will understand the significance of what you say when you first introduce yourself, state with honor and joy your calling and whom you represent.

If you can, always use the name of the contact when you introduce yourself. You’ll get names from mailboxes, area directories, mailing lists, new move-in lists, newborn lists, etc. If your contacts ask you how you know their name, tell them. Using the contact’s name will actually give you more time to present your dialogue.

Nine Introductions

The following are several variations of classic introductions you may wish to use:

1. Good afternoon (or morning). I’m (state your name), and this is (state your companion’s name). We’re representatives of The Church of Jesus Christ of Latter-day Saints.

2. I'm (state your name) and this is (state your companion's name). We're ministers for The Church of Jesus Christ of Latter-day Saints.

3. Good afternoon. We hope you've had a good day. I'm (state your name) and this is (state your companion's name). We represent The Church of Jesus Christ of Latter-day Saints.

4. Good morning. I hope you're having a good day. My companion and I are representatives for The Church of Jesus Christ of Latter-day Saints.

5. Good evening. I hope you've had a good day. My associate and I are missionaries for The Church of Jesus Christ of Latter-day Saints.

6. Good afternoon. I hope you've had a good day. This is (state your companion's name) and I'm (state your name). We're missionaries for The Church of Jesus Christ of Latter-day Saints.

7. Good evening. We're here to speak with Mr. Roberts. Is he in? Hello, Mr. Roberts, I'm (state your name) and this is (state your companion's name). We're from The Church of Jesus Christ of Latter-day Saints.

8. Good afternoon. Are you Mr. Roberts? Mr. Roberts, this is (state your companion's name), and I'm (state your name). We represent The Church of Jesus Christ of Latter-day Saints.

9. **First Missionary:** Good morning. I'm (state your name).

Second Missionary: I'm (state your name).

First Missionary: We represent The Church of Jesus Christ of Latter-day Saints.

Choose the introduction with which you are most comfortable. Introduce yourself cheerfully. Don't say the name of the Church too fast or too slowly—make sure you are clearly understood, but don't over-emphasize the Church's name.

3

Setting the Appointment

Most missionaries are apprehensive when setting an appointment with new contacts. This can be minimized by memorizing the closing dialogues.

After you have said your door approach, you'll want to ask: "May we come in?" If the people you contact say "No," then you assume that it's an inconvenient time for them. Tell your contact what you want to do. The best transitional phrase to use is: "What we'd like to do, then, is set up another time that would be convenient for you."

Next, ask if it's better to see them in the morning or afternoon. When they answer, suggest two specific times. After setting the time for your appointment, write down their name and telephone number. Tell them that you're looking forward to meeting with them and wish them a nice day.

Example Number One

Missionary: May we come in?

Contact: This isn't a good time.

Missionary: What we'd like to do then, is set up another time that would be more convenient for you. Is it better to see you in the morning or afternoon?

Contact: Mornings are usually better.

Missionary: Would it be better to meet with you this Friday at ten or Saturday at ten-thirty?

Contact: Friday is fine.

Missionary: Great. Friday's good for us, also. What's your name and telephone number?

Contact: Mary Jones. 555-5555. (Write it down.)

Missionary: Thank you. It's been a pleasure meeting you, Ms. Jones. We look forward to seeing you this Friday at ten. Have a great day!

There will be times when it will be better not to ask to come inside. You'll want to set an appointment for a later date. Begin by saying: "We'd like to set up a time to meet with you again. Is it usually more convenient for you in the morning or in the afternoon?" Suggest two specific times. Ask for their name and telephone number. Tell them that you look forward to seeing them again and wish them a good day.

Example Number Two

Missionary: We'd like to set up a time to share our belief in God with you, and explain how we can keep his commandments. Is it better to see you in the morning or the afternoon?

Contact: Afternoon.

Missionary: Great! That's usually good for us too. Would Wednesday at three, or Thursday at one, be better for you?

Contact: Thursday would probably be better.

Missionary: Fine. Thursday is good for us. What's your name and telephone number?

Contact: John Smith. 555-5555. (Write it down.)

Missionary: Thank you. It's been a pleasure meeting you, Mr. Smith. We'll look forward to seeing you this Thursday at one o'clock. Have a good day!

Example Number Three

Missionary: We'd like to set a time to meet with you again. Is it usually easier to see you in the morning or afternoon?

Contact: Evenings are usually better for me.

Missionary: Evenings are fine for us too. Would this Thursday at seven, or this Friday at seven-thirty be better for you?

Contact: Neither time would be good for me.

Missionary: Oh, you're busy this week. Then, would it be better to see you at seven-thirty next Monday evening, or seven-thirty next Tuesday evening?

Contact: Tuesday would be a better day for me.

Missionary: Great! Tuesday is good for us, also. What's your name and telephone number?

Contact: Michael Jones. 555-5555. (Write it down.)

Missionary: Thank you. It's been a pleasure meeting you, Mr. Jones. We'll look forward to visiting with you next week on Tuesday at seven-thirty. Have a great day!

Example Number Four

Missionary: We'd like to set up a time to visit with you and talk more about these truths. Is it better to see you in the morning or afternoon?

Contact: Morning.

Missionary: Would Tuesday at nine-thirty, or Wednesday at ten, be better for you?

Contact: Wednesday would be better for me.

Missionary: Wednesday is great for us! What's your name and telephone number?

Contact: Jane Smith. 555-5555. (Write it down.)

Missionary: Thank you. It's been a pleasure meeting you, Ms. Smith. We'll look forward to meeting with you this Wednesday at ten o'clock. Have a great day!

4

Meeting Common Objections

New contacts will often give one of the following reasons for not wanting to take the time to hear your message: “We already have a church; I’m not interested; I’ve heard you believe . . . (a false or misunderstood Latter-day Saint teaching).” Successfully answering the contact’s objections will give you another opportunity to immediately teach a lesson or to set an appointment.

We Have a Church

Contact: Thank you for coming by, but we already have a church.

First Missionary: It’s good to be active in church. To follow the knowledge you’ve received is commendable and leads to eternal life. Are you completely satisfied with the church you presently attend?

Contact: Yes.

First Missionary: You’re fortunate. Most people don’t believe all that their church teaches. The majority of persons I’ve met follow their religion out of habit, not because they’ve studied and accepted all their church’s doctrines.

Second Missionary: Please understand us. We want you to keep all you have that is true; your true belief in Christ—your

knowledge of his life and atonement. This is truth that will never change.

But we have more good news. God loves us, and because of his love for us, he's sent ministering angels to the earth to restore much of His gospel that has been lost or misunderstood for centuries.

What we'd like to do is to spend half an hour with you and explore some of the most wonderful ideas ever taught by God to his children. May we come in?

(Or)

Second Missionary: We'd like you to keep most of your beliefs. What we're saying is that the fullness of the gospel has been restored to the earth by ministering angels. This is good news! It means that the church, as Christ originally organized it, is back on the earth again.

What we'd like to do is spend thirty minutes with you to explore some of the most wonderful ideas ever taught by God to his children. May we come in?

Set the Appointment

I'm Not Interested

Always assume the least objectionable reason for your contact's not wanting to talk with you. Assume that he does not have time to visit with you at the moment.

Contact: I'm not interested.

Missionary: Oh, I understand. We've caught you at an inconvenient time. What we'd like to do is set up a time that would be better for you. Is it better to see you in the morning or afternoon?

Contact: I told you that I'm not interested.

First Missionary: I know it can be inconvenient to set a time, but I think if you realize the significance of our message, you'll gladly take time. Out of all your activities, 30 minutes

with us will be among the most interesting you've ever spent. I guarantee you'll not be disappointed.

Second Missionary: May we meet with you? If you don't find our visit interesting, we promise we'll gladly leave.

Contact: All right. Monday is OK.

If he or she says No, or becomes rude, say: We thank you for your time, and hope you have a nice day.

False or Negative Remarks

Contact: Don't you teach . . . , [or] Your church is a cult.

First Missionary: There are some false ideas about our church in circulation. In Acts it says that the Church of Christ was called a "sect" and it was spoken against everywhere (Acts 28:22). I've met some people who've never read *The Book of Mormon* nor any of our church literature, yet they say our church is false or even evil without giving it an honest investigation.

Second Missionary: Most people who take the time to read *The Book of Mormon* believe it came from God. We'd like to invite you to read this account by the Prophet Joseph Smith telling how he received the book (hand the brochure to the contact). In a week or so we'd like to come back and see what you think about what you've read. Is it usually best to see you in the morning or afternoon?

Extreme Abuse or Vulgarity

First Missionary: We're sorry you feel that way. Thank you for your time. (Leave immediately.)

Miscellaneous #1

First Missionary: Instead of watching television for half an hour, why not spend some time with us? Great things

sometimes happen because of small decisions. Perhaps the best part of your life hasn't occurred yet because you lack the key. We believe we have the key to unlock your full potential as a son/daughter of God. May we come in?

Miscellaneous #2

First Missionary: Some people don't feel they need our message because they don't understand what we're really saying. God loves all his children, and he wants us all to understand and live his gospel.

Second Missionary: Through ministering angels, God has brought back to the earth much of his gospel that for centuries was lost or misunderstood. This is good news. The bad news is that some people will reject it because they won't take time to learn about it. Christ said: "Narrow is the way that leads unto life and few there be that find it" (Matthew 7:14).

What we'd like to do is set up a convenient time so we can discuss these ideas in more depth. Would it be better to meet with you in the morning or the afternoon?

Remember: "Not now" usually means "Never." Always try two or three times to set an appointment. You're fighting for the souls of your brothers and sisters. If they don't listen now, perhaps they never will.

*Behold, I will send for many fishers,
saith the Lord, and they shall fish them;
and after will I send for many hunters,
and they shall hunt them from every hill,
and out of the holes of the rocks.*

—Jeremiah 16:16

Door Approaches



1**Christ in America***Introduce Yourself*

First Missionary: We appreciate your time.

The reason we're here today is to acquaint you with some wonderful truths you may not know about. Have you ever heard of Christ's visit to America after his resurrection? Two thousand years ago, Christ was crucified in Jerusalem. The Savior, as a glorified, resurrected being, came to the people living in America and personally taught them his gospel. The story of his coming is beautifully told in *The Book of Mormon*, which is another testament of Jesus Christ.

Second Missionary: *The Book of Mormon* doesn't replace the *Bible*. It's the religious record of God's ancient people in the New World. When you read the book, you'll find there are more of Christ's words in *The Book of Mormon* than there are in the *Bible*. Most people who read *The Book of Mormon* gain a greater understanding of God than they ever had before. They also learn how to solve life's problems. We'd like to spend thirty minutes with you to explore some of the most wonderful ideas ever taught by God to his children. May we come in?

[Or] We'd like to set up a time to explain the story of *The Book of Mormon* to you. Is it usually better to see you in the morning or afternoon?

Set the Appointment

Scriptures**• John 10:16**

Other sheep I have, which are not of this fold: them also I must bring, and they shall hear my voice; and there shall be one fold, and one shepherd.

• 3 Nephi 15:21-24

Verily I say unto you, that ye are they of whom I said: Other sheep I have which are not of this fold; them also I must bring, and they shall hear my voice; and there shall be one fold, and one shepherd.

And they understood me not, for they supposed it had been the Gentiles; for they understood not that the Gentiles should be converted through their preaching.

And they understood me not that I said they shall hear my voice; and they understood me not that the Gentiles should not at any time hear my voice—that I should not manifest myself unto them save it were by the Holy Ghost.

But behold, ye have both heard my voice and seen me; and ye are my sheep, and ye are numbered among those whom the Father hath given me.

• 3 Nephi 11:14

Arise and come forth unto me, that ye may thrust your hands into my side, and also that ye may feel the prints of the nails in my hands and in my feet, that ye may know that I am the God of Israel, and the God of the whole earth, and have been slain for the sins of the world.

• Mormon 7:9

For behold, this is written for the intent that ye may believe that; and if ye believe that ye will believe this also; and if ye believe this ye will know concerning your fathers, and also the marvelous works which were wrought by the power of God among them.

2

Spiritual Void

Introduce Yourself

First Missionary: We want to thank you for giving us a few minutes to share a message with you.

Religious surveys show that most people don't attend church regularly. What I've learned from my missionary experience is that most people believe in God, but they're not completely satisfied with the religion in which they were raised.

Second Missionary: I've observed the same thing. People want to do the right thing. They want to be helpful and to be good neighbors, but they lack the key to unlock their full potential as sons and daughters of God. They seek after things, but they're not satisfied. This lack of fulfillment is evidence of a spiritual void in their lives.

In my opinion, the only way to be completely satisfied is to learn God's will and to keep his commandments. (Do you think this is true?)

We have more that we'd like to share with you. May we come in?

Set the Appointment

Scriptures**• Ecclesiastes 5:10**

He that loveth silver shall not be satisfied with silver; nor he that loveth abundance with increase: this is also vanity.

• Micah 6:14

Thou shalt eat, but not be satisfied; and thy casting down shall be in the midst of thee; and thou shalt take hold, but shalt not deliver; and that which thou deliverest will I give up to the sword.

• Isaiah 55:1-2

Ho, every one that thirsteth, come ye to the waters, and he that hath no money; come ye, buy, and eat; yea, come, buy wine and milk without money and without price.

Wherefore do ye spend money for that which is not bread? And your labor for that which satisfieth not? Harken diligently unto me, and eat ye that which is good, and let your soul delight itself in fatness.

• Isaiah 55:6-7

Seek ye the Lord while he may be found, call ye upon him while he is near:

Let the wicked forsake his way, and the unrighteous man his thoughts: and let him return unto the Lord, and he will have mercy upon him; and to our God, for he will abundantly pardon.

• 2 Nephi 9:51

Wherefore, do not spend money for that which is of no worth, nor your labor for that which cannot satisfy. Harken diligently unto me, and remember the words which I have spoken; and come unto the Holy One of Israel, and feast upon that which perisheth not, neither can be corrupted, and let your soul delight in fatness.

• D&C 136:32

Let him that is ignorant learn wisdom by humbling himself and calling upon the Lord his God, that his eyes may be opened that he may see, and his ears opened that he may hear.

3

The Day of Judgment

Introduce Yourself

First Missionary: We're glad to be here and hope you'll enjoy our visit.

The scriptures tell us that in the future, everyone will give a personal account of his life to God. This is known as the "Day of Judgment." We believe that there are certain things everyone must do to be ready for that great day.

Second Missionary: For example, we believe that we must have faith in Jesus Christ and repent of our sins. We also believe that we must be baptized by immersion, receive the gift of the Holy Ghost, and continue to improve our lives until the end.

The reason we're here today is to share these truths with you. We ask that you give us just thirty minutes of your time to explore some of the most wonderful truths God has ever revealed to his children. May we come in?

Set the Appointment

Scriptures**• Ecclesiastes 3:17**

I said in mine heart, God shall judge the righteous and the wicked; for there is a time there for every purpose and for every work.

• Ecclesiastes 11:9-10

Rejoice, O young man, in thy youth; and let thy heart cheer thee in the days of thy youth, and walk in the ways of thine heart, and in the sight of thine eyes: but know thou, that for all these things God will bring thee into judgment.

Therefore remove sorrow from thy heart, and put away evil from thy flesh: for childhood and youth are vanity.

• Ecclesiastes 12:13-14

Let us hear the conclusion of the whole matter: Fear God, and keep his commandments: for this is the whole duty of man.

For God shall bring every work into judgment, with every secret thing, whether it be good, or whether it be evil.

• Matthew 12:36

But I say unto you, That every idle word that men shall speak, they shall give account thereof in the day of judgment.

• Acts 2:37-38

Now when they heard this, they were pricked in their heart, and said unto Peter and to the rest of the apostles, Men and brethren, what shall we do?

Then Peter said unto them, Repent, and be baptized every one of you in the name of Jesus Christ for the remission of sins, and ye shall receive the gift of the Holy Ghost.

- **Romans 14:10-12**

But why dost thou judge thy brother? Or why dost thou set at nought thy brother? For we shall all stand before the judgment seat of Christ.

For it is written, As I live, saith the Lord, every knee shall bow to me, and every tongue shall confess to God.

So then every one of us shall give account of himself to God.

- **Revelation 20:12-13**

I saw the dead, small and great, stand before God; and the books were opened: and another book was opened, which is the book of life: and the dead were judged out of those things which were written in the books, according to their works.

And the sea gave up the dead which were in it; and death and hell delivered up the dead which were in them: and they were judged every man according to their works.

- **Alma 34:33**

Now, as I said unto you before, as ye have had so many witnesses, therefore, I beseech of you that ye do not procrastinate the day of your repentance until the end; for after this day of life, which is given us to prepare for eternity, behold, if we do not improve our time while in this life, then cometh the night of darkness wherein there can be no labor performed.

4

Depression and Obedience

Introduce Yourself

First Missionary: Thank you for the opportunity to share our message with you.

As a missionary, I've learned that all that is good is true and beautiful. I believe that all good comes from God. As we seek to become more like God, he blesses us with greater ability to solve our problems. Eventually, as we receive more of his Spirit, we'll be able to overcome all of our problems.

Second Missionary: I agree. Sin is depressing to the Spirit. I believe that most of the time, when we're depressed or discouraged, it's because we're not obeying God's commandments.

We'd like to show you how you can more easily obey God and live a more fulfilling life. May we come in?

[Or] We'd like to set up a time when we can discuss some of the most wonderful truths taught by God to his children. Is it usually better to see you in the afternoon or evening?

Set the Appointment

Scriptures

• Isaiah 40:28-31

Hast thou not known? Hast thou not heard, that the everlasting God, the Lord, the Creator of the ends of the earth,

fainteth not, neither is weary? There is no searching of his understanding.

He giveth power to the faint; and to them that have no might he increaseth strength.

Even the youths shall faint and be weary, and the young men shall utterly fall:

But they that wait upon the Lord shall renew their strength; they shall mount up with wings as eagles; they shall run, and not be weary; and they shall walk, and not faint.

• **Alma 26:27**

Now when our hearts were depressed, and we were about to turn back, behold, the Lord comforted us, and said: Go amongst thy brethren, the Lamanites, and bear with patience thine afflictions, and I will give unto you success.

• **Ether 3:11-12**

And the Lord said unto him: Believest thou the words which I shall speak?

And he answered: Yea, Lord, I know that thou speakest the truth, for thou art a God of truth, and canst not lie.

• **Moroni 7:12-13**

Wherefore, all things which are good cometh of God; and that which is evil cometh of the devil; for the devil is an enemy unto God, and fighteth against him continually, and inviteth and enticeth to sin, and to do that which is evil continually.

But behold, that which is of God inviteth and enticeth to do good continually; wherefore, every thing which inviteth and enticeth to do good, and to love God, and to serve him, is inspired of God.

• **D&C 124:48**

For instead of blessings, ye, by your own works, bring cursings, wrath, indignation, and judgments upon your own heads, by your follies, and by all your abominations, which you practice before me, saith the Lord.

5

Fulfilled Prophecy and The Book of Mormon

Introduce Yourself

First Missionary: We're glad to be here and hope you enjoy our message.

An interesting fact about the Prophet Joseph Smith is that he received a revelation from God in 1832 that predicted the American Civil War and both World Wars. I'd like to read it to you. It'll only take a minute.

The revelation reads: "Verily, thus saith the Lord concerning the wars that will shortly come to pass, beginning at the rebellion of South Carolina, which will eventually terminate in the death and misery of many souls; And the time will come that war will be poured out upon all nations, beginning at this place. For behold, the Southern States shall be divided against the Northern States, and the Southern States will call on other nations, even the nation of Great Britain, as it is called, and they shall also call upon other nations, in order to defend themselves against other nations; and then war shall be poured out upon all nations. And it shall come to pass, after many days, slaves shall rise up against their masters, who shall be marshaled and disciplined for war" (D&C 87:1-4).

Second Missionary: Everything predicted in this revelation has taken place. South Carolina did rebel and the states were

divided. The southern states did ask for help from Great Britain. During the war, two hundred thousand slaves served in the Union army. Later, Great Britain asked other nations to help in its defense, which led to World Wars I and II.

I know that Joseph Smith was inspired by God. These prophecies are evidence that *The Book of Mormon, Another Testament of Jesus Christ*, is a true book of scripture.

We'd like to spend ten minutes with you to explain the story of *The Book of Mormon*. May we come in?

Set the Appointment

Scriptures

• D&C 17:6

He has translated the book, even that part which I have commanded him, and as your Lord and your God liveth it is true.

• D&C 20:14-16

Those who receive it [*The Book of Mormon*] in faith, and work righteousness, shall receive a crown of eternal life;

But those who harden their hearts in unbelief, and reject it, it shall turn to their own condemnation—

For the Lord God has spoken it;

• D&C 38:29

Ye hear of wars in far countries, and you say that there will soon be great wars in far countries, but ye know not the hearts of men in your own land.

• D&C 45:63

Ye hear of wars in foreign lands; but, behold, I say unto you, they are nigh, even at your doors, and not many years hence ye shall hear of wars in your own lands.

• **D&C 98:16**

Renounce war and proclaim peace, and seek diligently to turn the hearts of the children to their fathers, and the hearts of the fathers to the children.

• **D&C 130:12-13**

I prophesy, in the name of the Lord God, that the commencement of the difficulties which will cause much bloodshed previous to the coming of the Son of Man will be in South Carolina.

It may probably arise through the slave question. This a voice declared to me, while I was praying earnestly on the subject, December 25th, 1832.

6

The Numberless Creations of God

Introduce Yourself

First Missionary: We're happy to be here, and we hope you'll enjoy hearing our message.

Many people wonder whether there's life on other planets, and if the earth is the only inhabited planet in the universe. The scriptures answer these questions. I'd like to read them to you. It will only take a minute. In the Book of Moses we read: [Read the verses from your scriptures.]

"Moses cast his eyes and beheld the earth, yea, even all of it; and there was not a particle of it which he did not behold, discerning it by the spirit of God . . .

And he beheld many lands; and each land was called earth, and there were inhabitants on the face thereof" (Moses 1:27, 29).

"And were it possible that man could number the particles of the earth, yea, millions of earths like this, it would not be a beginning to the number of thy creations; and thy curtains are stretched out still; and yet thou art there, and thy bosom is there; and also thou art just; thou art merciful and kind forever" (Moses 7:30).

Second Missionary: I believe these scriptures reveal the greatness and power of God. Recent scientific research

estimates that there are some fifty billion galaxies in the universe, and our galaxy, which is considered average, has an estimated one hundred billion stars.¹ The wonder of all this to me is that God promises to share everything he has with his faithful children. He'll bless us with might, power and glory. That means it's worth everything to obey Heavenly Father's will and keep his commandments.

May we come in and tell you more?

Set the Appointment

Scriptures

• **D&C 76:94-96**

They who dwell in his presence are the church of the Firstborn; and they see as they are seen, and know as they are known, having received of his fulness and of his grace;

And he makes them equal in power, and in might, and in dominion.

And the glory of the celestial is one, even as the glory of the sun is one.

• **D&C 88:107**

Then shall the angels be crowned with the glory of his might, and the saints shall be filled with his glory, and receive their inheritance and be made equal with him.

• **Moses 1:32-35**

By the word of my power, have I created them, which is mine Only Begotten Son, who is full of grace and truth.

And worlds without number have I created; and I also created them for mine own purpose; and by the Son I created them, which is mine Only Begotten.

And the first man of all men have I called Adam, which is many.

But only an account of this earth, and the inhabitants thereof, give I unto you. For behold, there are many worlds

¹ "Astronomers Starry-Eyed Over New Hubble Finds." *Houston Chronicle*, January 16, 1996, p. 4A.

that have passed away by the word of my power. And there are many that now stand, and innumerable are they unto man; but all things are numbered unto me, for they are mine and I know them.

• **Moses 1:37-39**

And the Lord spake unto Moses, saying: The heavens, they are many, and they cannot be numbered unto man; but they are numbered unto me, for they are mine.

And as one earth shall pass away, and the heavens thereof even so shall another come; and there is no end to my works, neither to my words.

For behold, this is my work and my glory—to bring to pass the immortality and eternal life of man.

7

Tradition and Habit

Introduce Yourself

First Missionary: Thank you for giving us a few minutes to share our message with you.

I've found that most people don't have a clear understanding of what Mormons believe. For that matter, I have discovered that most people have never studied any religion. Most people follow their religion out of habit or tradition, not because they've studied and believe all their church teaches.

Second Missionary: I agree with Elder Smith. I've met people who aren't enthusiastic about the church they were raised in. They're members in name only. The *Bible* makes it clear that God requires more of his children. I believe he wants each of us to make him the center of our lives—that he wants us to devote more time to studying his will and to living his commandments. (Do you believe this is true?)

We have more that we'd like to share with you. May we come in?

Set the Appointment

Scriptures**• Alma 60:32**

Behold, can you suppose that the Lord will spare you and come out in judgment against the Lamanites, when it is the tradition of their fathers that has caused their hatred, yea, and it has been redoubled by those who have dissented from us, while your iniquity is for the cause of your love of glory and the vain things of the world?

• Helaman 3:35

They did fast and pray oft, and did wax stronger and stronger in their humility, and firmer and firmer in the faith of Christ, unto the filling their souls with joy and consolation, yea, even to the purifying and the sanctification of their hearts, which sanctification cometh because of their yielding their hearts unto God.

• D&C 74:4

It came to pass that the children, being brought up in subjection to the law of Moses, gave heed to the traditions of their fathers and believed not the gospel of Christ, wherein they became unholy.

• D&C 88:118

As all have not faith, seek ye diligently and teach one another words of wisdom; yea, seek ye out of the best books words of wisdom; seek learning, even by study and also by faith.

• D&C 93:39

That wicked one cometh and taketh away light and truth, through disobedience, from the children of men, and because of the tradition of their fathers.

• D&C 123:7

It is an imperative duty that we owe to God, to angels, with whom we shall be brought to stand, and

also to ourselves, to our wives and children, who have been made to bow down with grief, sorrow, and care, under the most damning hand of murder, tyranny, and oppression, supported and urged on and upheld by the influence of that spirit which hath so strongly riveted the creeds of the fathers, who have inherited lies, upon the hearts of the children, and filled the world with confusion, and has been growing stronger and stronger, and is now the very main-spring of all corruption, and the whole earth groans under the weight of its iniquity.

8

Honest With Ourselves and God

Introduce Yourself

First Missionary: We're happy to be here, and we hope you enjoy our message.

It's said that on the day of judgment, God will judge us all according to the intents of our heart. In other words, our true motives will be known to God. In my opinion, we get into trouble when we try to hide our sins and fail to repent. Many of the problems that people have come as a direct result of their failing to confront and overcome sin. People sometimes ignore their conscience, but this doesn't solve their problems. The Bible says that on judgment day, we'll remember every detail of our lives. Christ said: "Every idle word that men shall speak, they shall give account thereof in the day of judgment" (Matthew 12:36). Everything we do has significance. And we'll only be found clean if we're honest with ourselves and with God.

Second Missionary: I agree with Elder Smith. It's important that we examine our hearts honestly. We might think we're doing just fine, but it may be that we're so used to our bad habits that we don't see them as wrong. It's possible for us to think that evil is good and good is evil. We shouldn't try to

hide from God, nor even from ourselves. Our Eternal happiness depends on being honest with ourselves.

We have more that we'd like to share with you. May we come in?

Set the Appointment

Scriptures

• Isaiah 5:20

Woe unto them that call evil good, and good evil; that put darkness for light, and light for darkness; that put bitter for sweet, and sweet for bitter!

• Matthew 12:35-37

A good man out of the good treasure of the heart bringeth forth good things: and an evil man out of the evil treasure bringeth forth evil things.

But I say unto you, That every idle word that men shall speak, they shall give account thereof in the day of judgment.

For by thy words thou shalt be justified, and by thy words thou shalt be condemned.

• 2 Corinthians 4:2

But have renounced the hidden things of dishonesty, not walking in craftiness, nor handling the word of God deceitfully; but by manifestation of the truth commending ourselves to every man's conscience in the sight of God.

• Alma 29:5

Yea, and I know that good and evil have come before all men; he that knoweth not good from evil is blameless; but he that knoweth good and evil, to him it is given according to his desires, whether he desireth good or evil, life or death, joy or remorse of conscience.

- **Mormon 9:3**

Then will ye longer deny the Christ, or can ye behold the Lamb of God? Do ye suppose that ye shall dwell with him under a consciousness of your guilt? Do ye suppose that ye could be happy to dwell with that holy Being, when your souls are racked with a consciousness of guilt that ye have ever abused his laws?

- **D&C 97:8**

Verily I say unto you, all among them who know their hearts are honest, and are broken, and their spirits contrite, and are willing to observe their covenants by sacrifice—yea, every sacrifice which I, the Lord, shall command—they are accepted of me.

- **D&C 137:7-9**

Thus came the voice of the Lord unto me, saying: All who have died without a knowledge of this gospel, who would have received it if they had been permitted to tarry, shall be heirs of the celestial kingdom of God;

Also, all that shall die henceforth without a knowledge of it, who would have received it with all their hearts, shall be heirs of that kingdom;

For I, the Lord, will judge all men according to their works, according to the desire of their hearts.

9 Prayer

First Missionary: We're ministers of The Church of Jesus Christ of Latter-day Saints. We'd like to say a prayer and leave a blessing on your home. May we come in?

Say a prayer asking for a blessing on the members of the family. After the prayer, teach a lesson or set a future appointment.

Scriptures

- **1 Samuel 12:23-24**

Moreover as for me, God forbid that I should sin against the Lord in ceasing to pray for you: but I will teach you the good and right way:

Only fear the Lord, and serve him in truth with all your heart: for consider how great things he hath done for you.

- **Psalms 55:17**

Evening, and morning, and at noon, will I pray, and cry aloud: and he shall hear my voice.

- **Jeremiah 29:13**

Ye shall seek me, and find me, when ye shall search for me with all your heart.

- **Alma 33:3-11**

Do ye remember to have read what Zenos, the prophet of old, has said concerning prayer or worship?

For he said: Thou art merciful, O God, for thou hast heard my prayer, even when I was in the wilderness; yea, thou wast merciful when I prayed concerning those who were mine enemies, and thou didst turn them to me.

Yea, O God, and thou wast merciful unto me when I did cry unto thee in my field; when I did cry unto thee in my prayer, and thou didst hear me.

And again, O God, when I did turn to my house thou didst hear me in my prayer.

And when I did turn unto my closet, O Lord, and prayed unto thee, thou didst hear me.

Yea, thou art merciful unto thy children when they cry unto thee, to be heard of thee and not of men, and thou wilt hear them.

Yea, O God, thou hast been merciful unto me, and heard my cries in the midst of thy congregations.

Yea, and thou hast also heard me when I have been cast out and have been despised by mine enemies; yea, thou didst hear my cries, and wast angry with mine enemies, and thou didst visit them in thine anger with speedy destruction.

And thou didst hear me because of mine afflictions and my sincerity; and it is because of thy Son that thou hast been thus merciful unto me, therefore I will cry unto thee in all mine afflictions, for in thee is my joy; for thou hast turned thy judgments away from me, because of thy Son.

• **3 Nephi 18:21**

Pray in your families unto the Father, always in my name, that your wives and your children may be blessed.

• **Moroni 7:48**

Wherefore, my beloved brethren, pray unto the Father with all the energy of heart, that ye may be filled with this love, which he hath bestowed upon all who are true followers of his Son, Jesus Christ; that ye may become the sons of God; that when he shall appear we shall be like him, for we shall see him as he is; that we may have this hope; that we may be purified even as he is pure. Amen.

10

Plan of Salvation

Introduce Yourself

First Missionary: We appreciate the time you've given to hear our message.

Life's most important questions are: why are we alive, where did we come from, and what happens when we die? The way we answer these questions affects everything in our lives. For example, if a person doesn't believe in God or in life after death, his outlook on life is different from someone who does. I believe that the answer to these questions has a great influence on our happiness in this life.

Second Missionary: I agree with Elder Smith. I believe we're all children of God and that he is literally our Father in Heaven. I believe he has a plan for us all. This plan is called the Plan of Salvation.

God created this world for us to be tried and tested. The trial is to see if we have sufficient faith to believe in Christ and the integrity to follow his commandments. Our Heavenly Father rewards us according to how well we keep his commandments.

We'd like to set up a time when we can talk with you about these wonderful truths. Is it usually better to see you in the morning or afternoon?

Set the Appointment

Scriptures**• 2 Corinthians 12:2-4**

I knew a man in Christ above fourteen years ago, (whether in the body, I cannot tell: or whether out of the body, I cannot tell: God knoweth;) such an one caught up to the third heaven.

And I knew such a man, (whether in the body, or out of the body, I cannot tell: God knoweth;)

How that he was caught up into paradise, and heard unspeakable words, which it is not lawful for a man to utter.

• 2 Nephi 9:13

O how great the plan of our God!

• 2 Nephi 10:24

Wherefore, my beloved brethren, reconcile yourselves to the will of God, and not to the will of the devil and the flesh; and remember, after ye are reconciled unto God, that it is only in and through the grace of God that ye are saved.

• D&C 76:43-44

Who glorifies the Father, and saves all the works of his hands, except those sons of perdition who deny the Son after the Father has revealed him.

Wherefore, he saves all except them—they shall go away into everlasting punishment, which is endless punishment, which is eternal punishment, to reign with the devil and his angels in eternity, where their worm dieth not, and the fire is not quenched, which is their torment.

• Moses 6:62

This is the plan of salvation unto all men, through the blood of mine Only Begotten, who shall come in the meridian of time.

• Abraham 3:25

We will prove them herewith, to see if they will do all things whatsoever the Lord their God shall command them.

11

Children of God

Introduce Yourself

First Missionary: Thank you for allowing us a few minutes of your time. I think you'll enjoy our message today.

We believe that every person is a child of God and that everyone has the potential to become like our Father in Heaven. Because of his love for us, he wants us to return to him with power and glory forever.

Second Missionary: This is the hope and beauty of religion. God loves us so much that he will bless his worthy children with everything that he has. He sent his Son so that this could happen. Everyone who believes in Christ and keeps God's commandments will enjoy eternal life.

We'd like to set up a time that's convenient for you to talk some more about these truths. Is it usually better to see you in the afternoon or evening?

Set the Appointment

Scriptures**• Psalms 82:6**

I have said, Ye are gods; and all of you are children of the most High.

• John 10:34-36

Jesus answered them, Is it not written in your law, I said, Ye are gods?

If he called them gods, unto whom the word of God came, and the scripture cannot be broken;

Say ye of him, whom the Father hath sanctified, and sent into the world, Thou blasphemest; because I said, I am the Son of God?

• Acts 17:29

Forasmuch then as we are the offspring of God, we ought not to think that the Godhead is like unto gold, or silver, or stone, graven by art and man's device.

• Romans 8:16-18

The Spirit itself beareth witness with our spirit, that we are the children of God:

And if children, then heirs; heirs of God, and joint-heirs with Christ; if so be that we suffer with him, that we may be also glorified together.

For I reckon that the sufferings of this present time are not worthy to be compared with the glory which shall be revealed in us.

• 3 Nephi 28:10

For this cause ye shall have fullness of joy; and ye shall sit down in the kingdom of my Father; yea, your joy shall be full, even as the Father hath given me fullness of joy; and ye shall be even as I am, and I am even as the Father; and the Father and I are one.

• D&C 76:50-70

And again we bear record—for we saw and heard, and this is the testimony of the gospel of Christ concerning them who shall come forth in the resurrection of the just—

They are they who received the testimony of Jesus, and believed on his name and were baptized after the manner of his burial, being buried in the water in his name, and this according to the commandment which he has given—

That by keeping the commandments they might be washed and cleansed from all their sins, and receive the Holy Spirit by the laying on of the hands of him who is ordained and sealed unto this power;

And who overcome by faith, and are sealed by the Holy Spirit of promise, which the Father sheds forth upon all those who are just and true.

They are they who are the church of the Firstborn.

They are they into whose hands the Father has given all things—

They are they who are priests and kings, who have received of his fullness, and of his glory;

And are priests of the Most High, after the order of Melchizedek, which was after the order of Enoch, which was after the order of the Only Begotten Son.

Wherefore, as it is written, they are gods, even the sons of God—

Wherefore, all things are theirs, whether life or death, or things present, or things to come, all are theirs and they are Christ's, and Christ is God's.

And they shall overcome all things.

Wherefore, let no man glory in man, but rather let him glory in God, who shall subdue all enemies under his feet.

These shall dwell in the presence of God and his Christ forever and ever.

These are they whom he shall bring with him, when he shall come in the clouds of heaven to reign on the earth over his people.

These are they who shall have part in the first resurrection. These are they who shall come forth in the resurrection of the just.

These are they who are come unto Mount Zion, and unto the city of the living God, the heavenly place, the holiest of all.

These are they who have come to an innumerable company of angels, to the general assembly and church of Enoch, and of the Firstborn.

These are they whose names are written in heaven, where God and Christ are the judge of all.

These are they who are just men made perfect through Jesus the mediator of the new covenant, who wrought out this perfect atonement through the shedding of his own blood.

These are they whose bodies are celestial, whose glory is that of the sun, even the glory of God, the highest of all, whose glory the sun of the firmament is written of as being typical.

12

Answers to Life's Great Questions

Introduce Yourself

First Missionary: Thank you for allowing us a few minutes of your time. I think you'll enjoy our message today.

In my opinion, the most important questions to answer are those concerning our eternal lives. For example: When we die, will we continue to live in some form? What will our existence be like at that time? What was God's purpose in placing us here on earth? Did we live before this life, or did life begin when we were born into the world? I believe that the answers to these questions are essential to knowing who I am. What we believe is that the purpose of life determines the quality of our lives.

Second Missionary: I agree with Elder Smith. In my opinion, we all need to take time to answer life's great questions. The purpose of life can't be found in science alone. God must reveal to men through angels or by revelation the reasons we exist. Then we can know for sure that we will continue to live after we die.

If you'll allow us thirty minutes, we'll tell you about some of the greatest truths revealed by God to his children. May we come in?

Set the Appointment

Scriptures**• Jeremiah 1:4-5**

Then the word of the Lord came unto me, saying,
Before I formed thee in the belly I knew thee; and
before thou camest forth out of the womb, I sanctified thee,
and I ordained thee a prophet unto the nations.

• Moroni 7:29-31

And because he hath done this, my beloved brethren,
have miracles ceased? Behold I say unto you, Nay; neither
have angels ceased to minister unto the children of men.

For behold, they are subject unto him, to minister
according to the word of his command, showing them-
selves unto them of strong faith and a firm mind in every
form of godliness.

And the office of their ministry is to call men unto
repentance, and to fulfill and to do the work of the
covenants of the Father, which he hath made unto the chil-
dren of men, by declaring the word of Christ unto the cho-
sen vessels of the Lord, that they may bear testimony of
him.

• D&C 130:2

That same sociality which exists among us here will
exist among us there, only it will be coupled with eternal
glory, which glory we do not now enjoy.

• D&C 138:17

Their sleeping dust was to be restored unto its perfect
frame, bone to his bone, and the sinews and flesh upon
them, the spirit and the body to be united never again to be
divided, that they might receive a fullness of joy.

13

Accepting God and His Commandments

Introduce Yourself

First Missionary: Thank you for letting us spend a few minutes with you. I think you'll enjoy our message today.

In my opinion, we all need to decide if we believe in God. If we believe in God, it's up to us to learn his will and obey his word. Some people say they believe in God, but they're not willing to keep his commandments. They think God will take them into Heaven, even if they don't obey him.

Second Missionary: I agree with Elder Smith. If we're honest with ourselves, we know that God requires us to obey him. God has given us life on earth as a divine test, to see if we'll keep his commandments. We've come here today to help you learn God's will and to show you how to keep his commandments.

We'd like to spend thirty minutes with you and explore some of the most wonderful truths taught by God to his children. May we come in?

Set the Appointment

Scriptures**• Joshua 24:15**

And if it seem evil unto you to serve the Lord, choose you this day whom ye will serve; whether the gods which your fathers served that were on the other side of the flood, or the gods of the Amorites, in whose land ye dwell: but as for me and my house, we will serve the Lord.

• Matthew 10:22

Ye shall be hated of all men for my name's sake: but he that endureth to the end shall be saved.

• Luke 6:46

Why call ye me, Lord, Lord, and do not the things which I say?

• 2 Nephi 28:8-9

And there shall also be many which shall say: Eat, drink, and be merry; nevertheless, fear God—he will justify in committing a little sin; yea, lie a little, take the advantage of one because of his words, dig a pit for thy neighbor; there is no harm in this; and do all these things, for tomorrow we die; and if it so be that we are guilty, God will beat us with a few stripes, and at last we shall be saved in the kingdom of God.

Yea, and there shall be many which shall teach after this manner, false and vain and foolish doctrines, and shall be puffed up in their hearts, and shall seek deep to hide their counsels from the Lord; and their works shall be in the dark.

• Helaman 14:31

He hath given unto you that ye might know good from evil, and he hath given unto you that ye might choose life or death; and ye can do good and be restored unto that which is good, or have that which is good restored unto you; or ye can do evil, and have that which is evil restored unto you.

14

Love Not the World

Introduce Yourself

First Missionary: We're glad to meet you, and we hope that you enjoy our visit.

Most of us realize that we're only on this earth for a short time. Sometimes people believe that this life is all there is. With serious reflection, however, most of us realize that there must be an important meaning to life. The death of a loved one causes us to stop and think about the fleeting nature of mortal life. It's the eternal things that truly matter. As John said: "Love not the world, neither the things that are in the world. If any man love the world, the love of the Father is not in him" (1 John 2:15).

Second Missionary: I feel the same as Elder Smith. God gave us life for a divine purpose. He allows the evil one to tempt us. Satan's strategy is to distract us from the real purpose of life. If we get caught up in the pleasures and concerns of mortal life, we won't think much about the true purpose of life. That purpose is to learn God's will and to keep his commandments. But if we are not careful, the world will distract us from our true mission. As one scripture points out: "Wo unto him . . . that wasteth the days of his probation, for awful is his state" (2 Nephi 9:27).

We'd like to spend thirty minutes with you to explore some of the most wonderful truths ever taught by God to his children. May we come in?

Set the Appointment

Scriptures**• Ecclesiastes 9:12**

For man also knoweth not his time: as the fishes that are taken in an evil net, and as the birds that are caught in the snare; so are the sons of men snared in an evil time, when it falleth suddenly upon them.

• 1 John 2:15-17

Love not the world, neither the things that are in the world. If any man love the world, the love of the Father is not in him.

For all that is in the world, the lust of the flesh, and the lust of the eyes, and the pride of life, is not of the Father, but is of the world.

And the world passeth away, and the lust thereof: but he that doeth the will of God abideth for ever.

• 2 Nephi 9:27

But wo unto him that has the law given, yea, that has all the commandments of God, like unto us, and that transgresseth them, and that wasteth the days of his probation, for awful is his state!

• 2 Nephi 28:21-24

And others will he pacify, and lull them away into carnal security, that they will say: All is well in Zion; yea, Zion prospereth, all is well—and thus the devil cheateth their souls, and leadeth them away carefully down to hell.

And behold, others he flattereth away, and telleth them there is no hell; and he saith unto them: I am no devil, for there is none—and thus he whispereth in their ears, until he grasps them with his awful chains, from whence there is no deliverance.

Yea, they are grasped with death, and hell; and death, and hell, and the devil, and all that have been seized therewith must stand before the throne of God, and be judged according to their works, from whence they must go into the place prepared for them, even a lake of fire and brimstone, which is endless torment.

Therefore, wo be unto him that is at ease in Zion!

15

Testimony of Joseph Smith

Introduce Yourself

First Missionary: Thank you for letting us have a few minutes of your time. We promise to be brief.

We've come to invite you to read this brochure. It's called *The Testimony of Joseph Smith*. It gives an account of his experiences in his own words. When he was just fourteen years old, he asked God which church he should join. God the Father and his son Jesus Christ actually visited him and answered his question personally.

Second Missionary: Later, when Joseph was seventeen, an angel of God visited him. Joseph describes what the angel looked like and the message he received. Everyone who reads this pamphlet finds it very interesting. We'd like to leave it with you.

After you've read it, we'd like to come back and get your reactions to it. Is it better to see you in the afternoon or evening?

Set the Appointment

NOTE: If your contact refuses to set up a time, ask: "Would it be all right if we called back at a later time when we're in the area?"

Scriptures**• 2 Nephi 3:24**

And there shall rise up one mighty among them, who shall do much good, both in word and in deed, being an instrument in the hands of God, with exceeding faith, to work mighty wonders, and do that thing which is great in the sight of God, unto the bringing to pass much restoration unto the house of Israel, and unto the seed of thy brethren.

• Joseph Smith—History 1:17

It no sooner appeared than I found myself delivered from the enemy which held me bound. When the light rested upon me I saw two Personages, whose brightness and glory defy all description, standing above me in the air. One of them spake unto me, calling me by name and said, pointing to the other, *This is My Beloved Son. Hear Him!*

• Joseph Smith—History 1:30-32

While I was thus in the act of calling upon God, I discovered a light appearing in my room, which continued to increase until the room was lighter than at noonday, when immediately a personage appeared at my bedside, standing in the air, for his feet did not touch the floor.

He had on a loose robe of most exquisite whiteness. It was a whiteness beyond anything earthly I had ever seen; nor do I believe that any earthly thing could be made to appear so exceedingly white and brilliant. His hands were naked, and his arms also, a little above the wrist; so, also, were his feet naked, as were his legs, a little above the ankles. His head and neck were also bare. I could discover that he had no other clothing on but this robe, as it was open, so that I could see into his bosom.

Not only was his robe exceedingly white, but his whole person was glorious beyond description, and his countenance truly like lightning. The room was exceedingly light, but not so very bright as immediately around his person. When I first looked upon him, I was afraid; but the fear soon left me.

16

Problems

Introduce Yourself

First Missionary: We appreciate your time today. We have an important message, but we promise to be brief.

I think we'd all agree that this world isn't a perfect place. Our lives are short and difficult. It's certain that we'll face many problems before we leave this earth.

Our character is determined by how well we handle our challenges in life. Problems are difficult, and it's hard to find solutions. The solution to most of life's problems is found in the teachings of Jesus Christ.

Second Missionary: I agree with Elder Smith. By conforming our lives to the teachings of our Savior, we develop the discipline to confront our problems with courage. Our outlook improves, and we don't worry so much. Reading the scriptures, praying, and attending church give us a greater understanding of God's will, and it will strengthen us.

We'd like to spend thirty minutes with you reviewing some of the most wonderful truths ever taught by God to his children. May we come in?

Set the Appointment

Scriptures**• John 16:33**

These things I have spoken unto you, that in me ye might have peace. In the world ye shall have tribulation: but be of good cheer; I have overcome the world.

• Acts 14:22

Confirming the souls of the disciples, and exhorting them to continue in the faith, and that we must through much tribulation enter into the kingdom of God.

• Mosiah 23:21-22

Nevertheless the Lord seeth fit to chasten his people; yea, he trieth their patience and their faith.

Nevertheless—whosoever putteth his trust in him the same shall be lifted up at the last day. Yea, and thus it was with this people.

• D&C 58:3

Ye cannot behold with your natural eyes, for the present time, the design of your God concerning those things which shall come hereafter, and the glory which shall follow after much tribulation.

• D&C 121:7-8

My son, peace be unto thy soul; thine adversity and thine afflictions shall be but a small moment;

And then, if thou endure it well, God shall exalt thee on high; thou shalt triumph over all thy foes.

• D&C 124:48

For instead of blessings, ye, by your own works, bring cursings, wrath, indignation, and judgments upon your own heads, by your follies, and by all your abominations, which you practice before me, saith the Lord.

17**Recognizing the Truth***Introduce Yourself*

First Missionary: Thank you for giving us a few minutes of your time. We have an important message, but we value your time and will be brief.

Have you ever had the experience of meeting someone for the first time, but feeling that you've met before? This feeling of recognition is similar to hearing truth presented to us. If we really want to know if something is true, God will let us recognize it in our heart and in our mind.

Second Missionary: The reason we've come today is to share some truths that you'll recognize the moment you hear them. As you take the time to listen, you'll have inspirational feelings that will confirm the truth of what you're hearing.

We'd like to spend thirty minutes with you and explore some of the most wonderful truths ever taught by God to his children. May we come in?

Set the Appointment

Scriptures**• Luke 24:30-32**

And it came to pass, as he sat at meat with them, he took bread, and blessed it, and brake, and gave to them.

And their eyes were opened, and they knew him; and he vanished out of their sight.

And they said one to the another, Did not our heart burn within us, while he talked with us by the way, and while he opened to us the scriptures?

• 2 Nephi 31:3

For my soul delighteth in plainness; for after this manner doth the Lord God work among the children of men. For the Lord God giveth light unto the understanding; for he speaketh unto men according to their language, unto their understanding.

• Mosiah 12:27

Ye have not applied your hearts to understanding; therefore, ye have not been wise. Therefore, what teach ye this people?

• 3 Nephi 15:18

And now, because of stiffneckedness and unbelief they understood not my word; therefore I was commanded to say no more of the Father concerning this thing unto them.

• 3 Nephi 17:3

Therefore, go ye unto your homes, and ponder upon the things which I have said, and ask of the Father, in my name, that ye may understand, and prepare your minds for the morrow, and I come unto you again.

• D&C 88:11

And the light which shineth, which giveth you light, is through him who enlighteneth your eyes, which is the same light that quickeneth your understandings.

18

Many Churches and the Restoration

Introduce Yourself

First Missionary: We appreciate your time, and we promise to be brief.

As you know, there are many Christian churches today. Do you ever wonder why would that be?

When Jesus was on the earth, he set up his church with all the teachings and ordinances necessary for us to gain salvation. But the Savior's Church was never popular with most people. Our Lord was crucified, and all of his apostles were killed. After that, men joined the church who began to teach their own ideas. They changed the pure teachings of Christ.

Second Missionary: We believe that the Lord's church was corrupted by the philosophies of men. Spiritual gifts eventually ceased, and false teachings and practices came into existence. Church offices were sold [simony], sins were forgiven for money [indulgences], and torture was used to suppress unorthodox beliefs [the inquisition]. Good, honest men sought to correct these evil things. They organized churches of their own, attempting to restore the original teachings of Christ. Members of these new churches sometimes disagreed, and they set up more churches based on their own ideas.

First Missionary: Though much good came out of this Reformation, the multiplying of churches caused even more confusion. Heavenly Father loves us, and won't leave his children confused forever.

In the early 1800's, God sent angels to chosen men to teach again the fullness of his gospel that had been lost.

Second Missionary: We believe that this is the greatest message that has come to the earth since Christ was here. The good news is that the fullness of the gospel has been restored. We'd like to share it with you. We believe you'll find it profoundly interesting.

With your permission, we'd like to come in and talk about the things that happened to the church that Jesus Christ set up.
Set the Appointment

Scriptures

• 2 Thessalonians 2:1-3

Now we beseech you, brethren, by the coming of our Lord Jesus Christ, and by our gathering together unto him,

That ye be not soon shaken in mind, or be troubled, neither by spirit, nor by word, nor by letter as from us, as that the day of Christ is at hand.

Let no man deceive you by any means: For that day shall not come, except there come a falling away first, and that man of sin be revealed, the son of perdition.

• 1 Nephi 13:28-29

Wherefore, thou seest that after the book hath gone forth through the hands of the great and abominable church, that there are many plain and precious things taken away from the book, which is the book of the Lamb of God.

And after these plain and precious things were taken away it goeth forth unto all the nations of the Gentiles; and after it goeth forth unto all the nations of the Gentiles, yea, even across the many waters which thou hast seen with the

Gentiles which have gone forth out of captivity, thou seest—because of the many plain and precious things which have been taken out of the book, which were plain unto the understanding of the children of men, according to the plainness which is in the Lamb of God—because of these things which are taken away out of the gospel of the Lamb, an exceedingly great many do stumble, yea, insomuch that Satan hath great power over them.

• **Mormon 9:20**

The reason why he ceaseth to do miracles among the children of men is because that they dwindle in unbelief, and depart from the right way, and know not the God in whom they should trust.

• **D&C 1:15**

For they have strayed from mine ordinances, and have broken mine everlasting covenant.

• **Joseph Smith—History 1:19**

I was answered that I must join none of them, for they were all wrong; and the Personage who addressed me said that all their creeds were an abomination in his sight; that those professors were all corrupt; that: “they draw near to me with their lips, but their hearts are far from me, they teach for doctrines the commandments of men, having a form of godliness, but they deny the power thereof.”

19

Worthy Goals

Introduce Yourself

First Missionary: We appreciate your time. We have an important message, but we promise to be brief.

Boredom, idleness, and feelings of despair are indications that we lack direction in our lives. If we don't work to achieve worthy goals, we'll experience at least some degree of depression. Time is meant to be used well or we'll become dissatisfied with our lives.

Second Missionary: I agree with Elder Smith. Accumulating wealth, power and popularity aren't worthy goals. Frequently, after acquiring what they desire, people realize they're not satisfied.

Worldly pleasures never last, and they don't advance our standing with God. King Solomon compared seeking worldly pleasures to "Laboring for the wind" (Ecclesiastes 5:16). Real joy comes from doing God's will.

As representatives of Jesus Christ, we'd like to explain how you can achieve balance and fulfillment in your life. May we come in?

Set the Appointment

Scriptures**• Ecclesiastes 5:16**

And this also is a sore evil, that in all points as he came, so shall he go: and what profit hath he that hath laboured for the wind?

• Helaman 3:35

Nevertheless, they did fast and pray oft, and did wax stronger and stronger in their humility, and firmer and firmer in the faith of Christ, unto the filling their souls with joy and consolation, yea, even to the purifying and the sanctification of their hearts, which sanctification cometh because of their yielding their hearts unto God.

• Helaman 13:38

But behold, your days of probation are past; ye have procrastinated the day of your salvation until it is everlastingly too late, and your destruction is made sure; yea, for ye have sought all the days of your lives for that which ye could not obtain; and ye have sought for happiness in doing iniquity, which thing is contrary to the nature of that righteousness which is in our great and Eternal Head.

• 3 Nephi 6:15

Now the cause of this iniquity of the people was this—Satan had great power, unto the stirring up of the people to do all manner of iniquity, and to the puffing them up with pride, tempting them to seek for power, and authority, and riches, and the vain things of the world.

• Moroni 10:22

If ye have no hope ye must needs be in despair; and despair cometh because of iniquity.

20

Pre-Mortal Life

Introduce Yourself

First Missionary: We appreciate your time, and we promise to be brief.

The birth of a baby is a wonderful, miraculous event. A newborn baby is innocent and pure. But where does an infant's spirit come from? Was his birth into this world the beginning of his existence? The answers to these questions are found in the scriptures.

Second Missionary: We believe that we are all literal children of God. God is the Father of our spirits. Before we were born, we lived with our Heavenly Father as his spirit children. We were taught there until we were sent to this world to be tested. We're on this earth for a divine and wonderful purpose.

We have more that we'd like to share with you. May we come in?

Set the Appointment

Scriptures**• Jeremiah 1:4-5**

Then the word of the Lord came unto me saying,
Before I formed thee in the belly I knew thee; and
before thou camest forth out of the womb I sanctified thee,
and I ordained thee a prophet unto the nations.

• Acts 17:26

[God] hath made of one blood all nations of men for to
dwell on all the face of the earth, and hath determined the
times before appointed, and the bounds of their habitation.

• D&C 93:21, 23

I was in the beginning with the Father, and am the
Firstborn; . . .

Ye were also in the beginning with the Father; that
which is Spirit, even the Spirit of truth.

• D&C 93:29

Man was also in the beginning with God. Intelligence,
or the light of truth, was not created or made, neither indeed
can be.

• D&C 93:33-34

For man is spirit. The elements are eternal, and spirit and
element, inseparably connected, receive a fulness of joy;

And when separated, man cannot receive a fulness of joy.

• D&C 93:38-39

Every spirit of man was innocent in the beginning; and
God having redeemed man from the fall, men became
again, in their infant state, innocent before God.

And that wicked one cometh and taketh away light and
truth, through disobedience, from the children of men, and
because of the tradition of their fathers.

21

Fullness of Joy

Introduce Yourself

First Missionary: We appreciate your time, and we promise to be brief.

God placed us here on earth for us to experience happiness. In the scriptures we read: “Adam fell that men might be, and men are that they might have joy” (2 Nephi 2:25). If we’re willing to have faith in Jesus Christ and keep his commandments, God promises that one day we’ll have a fullness of joy with Him.

Second Missionary: This fullness of joy comes because our bodies will be made perfect. We’ll have total peace without guilt. God’s promise is that he’ll share with us everything he has, and that we’ll be able to become just like him. All of us can rejoice with this knowledge if we’re willing to obey our Heavenly Father.

We’ve come here because we have a lot to share with you. We can show you the way back to our Father in Heaven, so that one day you may receive a fullness of joy. May we come in?

Set the Appointment

Scriptures**• 2 Nephi 2:24-25**

But behold, all things have been done in the wisdom of him who knoweth all things.

Adam fell that men might be; and men are, that they might have joy.

• Alma 12:34

Therefore, whosoever repenteth, and hardeneth not his heart, he shall have claim on mercy through mine Only Begotten Son, unto a remission of his sins; and these shall enter into my rest.

• 3 Nephi 28:10

And for this cause ye shall have fulness of joy; and ye shall sit down in the kingdom of my Father; yea, your joy shall be full, even as the Father hath given me fulness of joy; and ye shall be even as I am, and I am even as the Father; and the Father and I are one.

• D&C 88:27-29

For notwithstanding they die, they also shall rise again, a spiritual body.

They who are of a celestial spirit shall receive the same body which was a natural body; even ye shall receive your bodies, and your glory shall be that glory by which your bodies are quickened.

Ye who are quickened by a portion of the celestial glory shall then receive of the same, even a fulness.

22

Isaiah and The Book of Mormon

Introduce Yourself

First Missionary: We appreciate your time. We believe that our message is important, but we'll be brief because we value your time.

Isaiah prophesied that before the second coming of Christ, another book of scripture would come forth that would teach the doctrines of salvation (Isaiah 29:24). He said that those who believe the book's teachings would be blessed. His prophecy was that "In that day shall the deaf hear the words of the book, and the eyes of the blind shall see out of darkness" (Isaiah 29:18). The book he prophesied about is *The Book of Mormon*. It's another witness for Christ.

Second Missionary: It's been my experience that almost everyone who reads *The Book of Mormon* recognizes that it's come from God. When we read it along with the *Bible*, we come closer to God than ever before in our lives. I know this is true.

What we'd like to do is read a chapter of *The Book of Mormon* with you. May we come in?

[Or] What we'd like to do is leave this copy of *The Book of Mormon* with you, and ask that you read just one chapter. Will you do that for us?

(OK) After that, we'd like to meet with you next week and see how you feel about what you've read. Is it usually better to see you in the morning or afternoon?

(If the answer is No) I realize that it may be inconvenient, but of all your activities, ten minutes with *The Book of Mormon* will be among the most interesting that you've ever spent. Will you take ten minutes to read some of The Book of Mormon? (OK) Then, we'd like to . . .

(If the answer is still No) I understand your reluctance. Thank you for your time. We hope you have a great day. *Set the appointment if the answer is positive.*

Scriptures

• Isaiah 29:10-14

For the Lord hath poured out upon you the spirit of deep sleep, and hath closed your eyes: the prophets and your rulers, the seers hath he covered.

And the vision of all is become unto you as the words of a book that is sealed, which men deliver to one that is learned, saying, Read this, I pray thee: and he saith, I cannot; for it is sealed:

And the book is delivered to him that is not learned, saying, Read this, I pray thee: and he saith, I am not learned.

Wherefore the Lord said, Forasmuch as this people draw near me with their mouth, and with their lips do honor me, but have removed their heart far from me, and their fear toward me is taught by the precept of men:

Therefore, behold, I will proceed to do a marvelous work among this people, even a marvelous work and a wonder for the wisdom of their wise men shall perish, and the understanding of their prudent men shall be hid.

• Isaiah 29:17-19

Is it not yet a very little while, and Lebanon shall be turned into a fruitful field, and the fruitful field shall be esteemed as a forest?

And in that day shall the deaf hear the words of the book, and the eyes of the blind shall see out of obscurity, and out of darkness.

The meek also shall increase their joy in the Lord, and the poor among men shall rejoice in the Holy One of Israel.

• Isaiah 29:24

They also that erred in spirit shall come to understanding, and they that murmured shall learn doctrine.

• 2 Nephi 27:5-8

For behold, the Lord hath poured out upon you the spirit of deep sleep. For behold, ye have closed your eyes, and ye have rejected the prophets; and your rulers, and the seers hath he covered because of your iniquity.

And it shall come to pass that the Lord God shall bring forth unto you the words of a book, and they shall be the words of them which have slumbered.

And behold the book shall be sealed; and in the book shall be a revelation from God, from the beginning of the world to the ending thereof.

Wherefore, because of the things which are sealed up, the things which are sealed shall not be delivered in the day of the wickedness and abominations of the people. Wherefore, the book shall be kept from them.

23

Parable of the Sower

Introduce Yourself

First Missionary: We appreciate your time, and we promise to be brief.

In the New Testament, we read the Parable of the Sower. In this parable, the Lord explains that there are four types of people who hear God's word. First, there are some who briefly hear the word, but they are distracted by the devil and stop learning before they're converted. Second are those who believe and enjoy God's word for a time, but fall away when worldly temptations come.

Second Missionary: A third group are those who believe the gospel for most of their lives, but because they spend their time on worldly pursuits and pleasures, they lose sight of the importance of God's word. The last group is made up of those who receive the word with a good and honest heart. They believe the gospel, and they repent and put their lives in order. Then they strive to keep God's commandments all the rest of their lives.

We're here to share wonderful truths with you that will help you to hear and receive the word of God with a good and honest heart. May we come in?

Set the Appointment

Scriptures**• Luke 8:4-10**

And when much people were gathered together, and were come to him out of every city, he spake by a parable:

A sower went out to sow his seed: and as he sowed, some fell by the way side; and it was trodden down, and the fowls of the air devoured it.

And some fell upon a rock; and as soon as it was sprung up, it withered away, because it lacked moisture.

And some fell among thorns; and the thorns sprang up with it, and choked it.

And other fell on good ground, and sprang up, and bare fruit an hundredfold. And when he had said these things, he cried, He that hath ears to hear, let him hear.

And his disciples asked him, saying, What might this parable be?

And he said: Unto you it is given to know the mysteries of the kingdom of God: but to others in parables; that seeing they might not see, and hearing they might not understand.

• Luke 8:11-15

Now the parable is this: The seed is the word of God.

Those by the way side are they that hear; then cometh the devil, and taketh away the word out of their hearts, lest they should believe and be saved.

They on the rock are they, which, when they hear, receive the word with joy; and these have no root, which for a while believe, and in time of temptation fall away.

And that which fell among thorns are they, which, when they have heard, go forth, and are choked with cares and riches and pleasures of this life, and bring no fruit to perfection.

But that on the good ground are they, which in an honest and good heart, having heard the word, keep it, and bring forth fruit with patience.

24

Time to Listen

Introduce Yourself

First Missionary: Thank you for giving us a few minutes of your time to share a message with you.

We realize that some people avoid talking about religion like they avoid the plague. But we've come to your home today because many people are seeking the truth about God. When they hear it, these people will recognize the truth that we've been called to teach.

Second Missionary: I feel the same way as Elder Smith. It's my testimony that there is a God in Heaven. He brought back the fullness of the gospel to the earth because he loves his children. The Savior organized his church and atoned for our sins, but the gospel was generally rejected and the apostles were killed. Many of the Lord's teachings were changed by the philosophies of men. Although some of his teachings survived for centuries, many were lost. That's why there are more than six hundred different Christian churches in the world today. Because of this great confusion, God sent angels to the earth to restore the true church as the Savior had organized it.

We'd like to take a few minutes to share this important message with you. May we come in?

Set the Appointment

Scriptures**• 2 Nephi 26:20**

And the Gentiles are lifted up in the pride of their eyes, and have stumbled, because of the greatness of their stumbling block, that they have built up many churches; nevertheless, they put down the power and miracles of God, and preach up unto themselves their own wisdom and their own learning, that they may get gain and grind upon the face of the poor. And there are many churches built up which cause envyings, and strifes, and malice.

• Alma 34:32-33

For behold, this life is the time for men to prepare to meet God; yea, behold the day of this life is the day for men to perform their labors.

And now, as I said unto you before, as ye have had so many witnesses, therefore, I beseech of you that ye do not procrastinate the day of your repentance until the end; for after this day of life, which is given us to prepare for eternity, behold, if we do not improve our time while in this life, then cometh the night of darkness wherein there can be no labor performed.

• D&C 1:15-16

For they have strayed from mine ordinances, and have broken mine everlasting covenant;

They seek not the Lord to establish his righteousness, but every man walketh in his own way, and after the image of his own god, whose image is in the likeness of the world, and whose substance is that of an idol, which waxeth old and shall perish in Babylon the great, which shall fall.

• D&C 123:12

For there are many yet on the earth among all sects, parties, and denominations, who are blinded by the subtle craftiness of men, whereby they lie in wait to deceive, and who are only kept from the truth because they know not where to find it.

25

Conscience

Introduce Yourself

First Missionary: We appreciate your time, and we promise to be brief.

One of the basic principles we teach is that a person's conscience is a gift from God. This gift is given to everyone in the world. It's an inner feeling that teaches what's right. If we follow our conscience, our lives improve. When we go against our conscience, we feel guilt and remorse. It's like how our body warns us that something is wrong by feeling pain. Our conscience is warning us to avoid mental and spiritual pain.

Second Missionary: I agree with my companion. God has given us commandments to obey, and when we obey them, we feel good. When we break God's laws, we feel guilt and suffer. If we have faith in Jesus Christ, we'll repent of our sins and be baptized so we can become clean in the sight of God. This brings us peace and eternal life.

We have more that we'd like to share with you. May we come in?

Set the Appointment

Scriptures**• Romans 2:15**

Which shew the work of the law written in their hearts, their conscience also bearing witness, and their thoughts the mean while accusing or else excusing one another.

• Mosiah 4:3

And it came to pass that after they had spoken these words the Spirit of the Lord came upon them, and they were filled with joy, having received a remission of their sins, and having peace of conscience, because of the exceeding faith which they had in Jesus Christ who should come, according to the words which king Benjamin had spoken unto them.

• Mormon 9:3-4

Then will ye longer deny the Christ, or can ye behold the Lamb of God? Do ye suppose that ye shall dwell with him under a consciousness of your guilt? Do ye suppose that ye could be happy to dwell with that holy Being, when your souls are racked with a consciousness of guilt that ye have ever abused his laws?

Behold, I say unto you that ye would be more miserable to dwell with a holy and just God, under a consciousness of your filthiness before him, than ye would to dwell with the damned souls in hell.

• Moroni 7:19

Wherefore, I beseech of you brethren, that ye should search diligently in the light of Christ that ye may know good from evil; and if ye will lay hold upon every good thing, and condemn it not, ye certainly will be a child of Christ.

• D&C 93:2

I am the true light that lighteth every man that cometh into the world.

• D&C 130:21

When we obtain any blessing from God, it is by obedience to that law upon which it is predicated.

26

Our Work

Introduce Yourself

First Missionary: Thank you for allowing us a few minutes to share a message with you.

As missionaries, our work is to preach the word of God: that ministering angels sent by our Heavenly Father have restored his gospel to the earth. That's the good news. The bad news is that many people will reject God's word, just as many did when the Savior preached here on earth.

Second Missionary: Maybe most of the people didn't reject his word. Maybe they just ignored it. As a missionary, that's what I've seen happen most often.

In Bible times, some people called the Apostle Paul mad. They ridiculed him for saying he'd seen a vision. But regardless of what others said, he knew that he'd seen the Lord. It's easier for some people to ignore God's word than to study and find the truth. But most of the time, the easy path isn't the right one.

We hope that you'll give us thirty minutes of your time to explain some of the most wonderful truths ever taught by God to his children. May we come in?

Set the Appointment

Scriptures

• Acts 17:18

Then certain philosophers of the Epicureans, and of the Stoics, encountered him. And some said, What will this babbling say? other some, He seemeth to be a setter forth of

strange gods: because he preached unto them Jesus, and the resurrection.

• **Acts 26:24-25**

And as he thus spake for himself, Festus said with a loud voice, Paul, thou art beside thyself; much learning doth make thee mad.

But he said, I am not mad, most noble Festus; but speak forth the words of truth and soberness.

• **2 Nephi 32:7**

And now I, Nephi, cannot say more; the Spirit stoppeth mine utterance, and I am left to mourn because of the unbelief, and the wickedness, and the ignorance, and the stiff-neckedness of men; for they will not search knowledge, nor understand great knowledge, when it is given unto them in plainness, even as plain as word can be.

• **Helaman 12:4-6**

O how foolish, and how vain, and how evil, and devilish, and how quick to do iniquity, and how slow to do good, are the children of men; yea, how quick to hearken unto the words of the evil one, and to set their hearts upon the vain things of the world!

Yea how quick to be lifted up in pride; yea, how quick to boast, and do all manner of that which is iniquity; and how slow are they to remember the Lord their God, and to give ear unto his counsels, yea, how slow to walk in wisdom's paths!

Behold, they do not desire that the Lord their God, who hath created them, should rule and reign over them; notwithstanding his great goodness and his mercy towards them, they do set at naught his counsels, and they will not that he should be their guide.

• **D&C 35:12**

And there are none that doeth good except those who are ready to receive the fullness of my gospel, which I have sent forth unto this generation.

27

Prepare to Meet God

Introduce Yourself

First Missionary: We appreciate your time and hope you find our message meaningful.

One of the things Jesus warned against was man's tendency to devote his life so much to worldly things that he loses sight of what's really important. Our hearts should focus on the things of God. If your doctor told you that you had only one month to live, your outlook on life would probably change drastically. Owning an expensive automobile would become unimportant. If we were on our deathbed, we wouldn't wish for more time at the office.¹ We'd probably want to spend more time with our family, and we'd want to learn more about God's will.

Second Missionary: It's normal to desire worldly comforts and financial security. To work hard to support our family is right and good. But if we're not careful, it's easy for us to get out of balance, spending too little time with family members and not enough time trying to learn and do God's will. There's a scripture that says: "This life is the time for men to prepare to meet God" (Alma 34:32).

Elder Smith and I are here today to share the teachings of Christ, to help you prepare for that great day of judgment when we'll meet God face to face. May we come in?

Set the Appointment

¹ Covey, Stephen R., *First Things First*, p. 17.

Scriptures**• Matthew 12:36**

But I say unto you, That every idle word that men shall speak, they shall give account thereof in the day of judgment.

• Alma 34:32-35

For behold, this life is the time for men to prepare to meet God; yea, behold the day of this life is the day for men to perform their labors.

And now, as I said unto you before, as ye have had so many witnesses, therefore, I beseech of you that ye do not procrastinate the day of your repentance until the end; for after this day of life, which is given us to prepare for eternity, behold, if we do not improve our time while in this life, then cometh the night of darkness wherein there can be no labor performed.

Ye cannot say, when ye are brought to that awful crisis, that I will repent, that I will return to my God. Nay, ye cannot say this; for that same spirit which doth possess your bodies at the time that ye go out of this life, that same spirit will have power to possess your body in that eternal world.

For behold, if ye have procrastinated the day of your repentance even until death, behold, ye have become subjected to the spirit of the devil, and he doth seal you his; therefore, the Spirit of the Lord hath withdrawn from you, and hath no place in you, and the devil hath all power over you; and this is the final state of the wicked.

28

According to Their Will

Introduce Yourself

First Missionary: We're pleased to be here and hope that you'll find our message meaningful.

We believe God grants knowledge in accordance with our willingness to receive understanding. God promises to reveal his mysteries to those who have a willing heart and mind. That is why it's vital that we seek to understand and obey God's will.

Second Missionary: That's why we've come to see you today. We realize that most people are satisfied with their lives and won't look beyond their traditions. But there are many that want greater light and knowledge. Our message to them is that the gospel, as originally taught by Jesus Christ, has been restored to the earth by ministering angels. This didn't come about by way of a new interpretation of the Bible—divine messengers were sent to restore the gospel which had been lost for centuries. This is the most wonderful news given to the world since the Savior himself was here on earth.

We have proof that what we are saying is true. May we come in?

Set the Appointment

NOTE: The proof of the restoration of the gospel is The Book of Mormon.

Scriptures**• Alma 16:16**

And there was no inequality among them; the Lord did pour out his Spirit on all the face of the land to prepare the minds of the children of men, or to prepare their hearts to receive the word which should be taught among them at the time of his coming—That they might not be hardened against the word, that they might not be unbelieving, and go on to destruction, but that they might receive the word with joy, and as a branch be grafted into the true vine, that they might enter into the rest of the Lord their God.

• Alma 29:4

I know that he granteth unto men according to their desire, whether it be unto death or unto life; yea, I know that he alloteth unto men, yea, decreeth unto them decrees which are unalterable, according to their wills, whether they be unto salvation or unto destruction.

• Alma 29:8

For behold, the Lord doth grant unto all nations, of their own nation and tongue, to teach his word, yea, in wisdom, all that he seeth fit that they should have; therefore we see that the Lord doth counsel in wisdom, according to that which is just and true.

• D&C 84:47

And every one that hearkeneth to the voice of the Spirit cometh unto God, even the Father.

• D&C 110:11

After this vision closed, the heavens were again opened unto us; and Moses appeared before us, and committed unto us the keys of the gathering of Israel from the four parts of the earth, and the leading of the ten tribes from the land of the North.

• D&C 123:12

For there are many yet on the earth among all sects, parties, and denominations, who are blinded by the subtle craftiness of men, whereby they lie in wait to deceive, and who are only kept from the truth because they know not where to find it.

• D&C 124:9

And again, I will visit and soften their hearts, many of them for your good, that ye may find grace in their eyes, that they may come to the light of truth, and the Gentiles to the exaltation or lifting up of Zion.

29

Marriage for Time and Eternity

Introduce Yourself

First Missionary: We're pleased to meet with you and hope you'll find our message meaningful.

Most people believe that in heaven, they'll be with their wives or husbands, and with their loved ones. But of all the Christian churches in the world today, we are the only church that teaches and performs marriages for eternity. We believe that if worthy couples are sealed by those having authority, they'll live together forever as husbands and wives. This is an important part of Heavenly Father's plan for the happiness of his children.

Second Missionary: This isn't just wishful thinking. Through revelation from God, we've been given the Plan of Salvation. God has revealed that his children who are worthy of exaltation can have their spouses and family members with them forever. Heaven can be a continuation of the family life we enjoy here on earth.

This is one of the wonderful teachings of Jesus Christ. We have more about this subject that we'd like to share with you. May we come in?

Set the Appointment

Scriptures**• D&C 132:7**

And verily I say unto you, that the conditions of this law are these: All covenants, contracts, bonds, obligations, oaths, vows, performances, connections, associations, or expectations, that are not made and entered into and sealed by the Holy Spirit of promise, of him who is anointed, both as well for time and for all eternity, and that too most holy, by revelation and commandment through the medium of mine anointed, whom I have appointed on the earth to hold this power (and I have appointed unto my servant Joseph to hold this power in the last days, and there is never but one on the earth at a time on whom this power and the keys of this priesthood are conferred), are of no efficacy, virtue, or force in and after the resurrection from the dead; for all contracts that are not made unto this end have an end when men are dead.

• D&C 132:16

Therefore, when they are out of the world they neither marry nor are given in marriage; but are appointed angels in heaven, which angels are ministering servants, to minister for those who are worthy of a far more, and an exceeding, and an exceeding weight of glory.

• D&C 132:19

And again, verily I say unto you, if a man marry a wife by my word, which is my law, and by the new and everlasting covenant, and it is sealed unto them by the Holy Spirit of promise, by him who is anointed, unto whom I have appointed this power and the keys of this priesthood . . . and ye abide in my covenant . . . it shall be done unto them in all things whatsoever my servant hath put upon them, in time and through all eternity; and shall be of full force when they are out of the world.

30

The Narrow Way

Introduce Yourself

First Missionary: We're pleased to meet with you and hope you'll find our message meaningful.

The scriptures teach that all mankind is lost and fallen. The only way back to our Heavenly Father is through faith in Jesus Christ. Of course, we must also obey his laws and ordinances. Many people we meet believe in God, but their faith is weak. It's based solely on tradition. I believe that God requires more of his children.

Second Missionary: I agree. In Matthew, the Lord said: "Enter ye in at the [narrow] gate: for wide is the gate, and broad is the way, that leadeth to destruction, and many there be which go in thereat; Because narrow is the way, which leadeth unto life, and few there be that find it" (Matthew 7:13-14). Many people won't put forth the effort necessary to learn and obey God's will. When the fullness of the gospel is presented to them, they don't consider it because it conflicts with the way they're currently living.

First Missionary: We know the narrow way that leads back to our Father in Heaven. People in the world can't know what we're saying is true unless they take time to listen.

We'd like to teach you some of the most wonderful truths ever revealed to man. It will only take thirty minutes of your time. May we come in?

Set the Appointment

Scriptures**• Matthew 7:21**

Not every one that saith unto me, Lord, Lord, shall enter into the kingdom of heaven; but he that doeth the will of my Father which is in heaven.

• Matthew 13:10-16

And the disciples came, and said unto him, Why speakest thou unto them in parables?

He answered and said unto them, Because it is given unto you to know the mysteries of the kingdom of heaven, but to them it is not given.

For whosoever hath, to him shall be given, and he shall have more abundance: but whosoever hath not, from him shall be taken away even that he hath.

Therefore speak I to them in parables: because they seeing see not; and hearing they hear not, neither do they understand.

And in them is fulfilled the prophecy of Isaiah, which saith, By hearing ye shall hear, and shall not understand; and seeing ye shall see, and shall not perceive:

For this people's heart is waxed gross, and their ears are dull of hearing, and their eyes they have closed; lest at any time they should see with their eyes, and hear with their ears, and should understand with their heart, and should be converted, and I should heal them.

But blessed are your eyes, for they see: and your ears, for they hear.

31**Christmas Awakening***Introduce Yourself*

First Missionary: Merry Christmas! We're pleased to meet you, and hope you find our Christmas message meaningful.

In Charles Dickens' *A Christmas Carol*, Ebenezer Scrooge didn't have charity. He just focused on accumulating wealth. The story tells of three spirits that visited him. These spirits convinced him that he was headed for eternal doom if he didn't change his ways. When he woke up from his dream, he had a different view of reality. That Christmas morning, he decided to go out and repair the wrongs he'd committed, becoming a generous man at last.

Second Missionary: In my opinion, the story's ending is satisfying because Scrooge changed before it was too late. I believe that we can relate to Scrooge because we know we have to make amends for our sins. The scriptures teach us to repent and improve our lives. They teach that sinning never brings happiness. I believe that the only way to find lasting joy is to live our lives according to the teachings of Jesus Christ, whose birth we celebrate at this time of the year.

We have more that we'd like to share with you. May we come in?

Set the Appointment

Scriptures**• Helaman 13:38**

But behold, your days of probation are past; ye have procrastinated the day of your salvation until it is everlastingly too late, and your destruction is made sure; yea, for ye have sought all the days of your lives for that which ye could not obtain; and ye have sought for happiness in doing iniquity, which thing is contrary to the nature of that righteousness which is in our great and Eternal Head.

• Mosiah 27:24-26

For, said he, I have repented of my sins, and have been redeemed of the Lord; behold I am born of the Spirit.

And the Lord said unto me: Marvel not that all mankind, yea, men and women, all nations, kindreds, tongues and people, must be born again; yea, born of God, changed from their carnal and fallen state, to a state of righteousness, being redeemed of God, becoming his sons and daughters;

And thus they become new creatures; and unless they do this, they can in nowise inherit the kingdom of God.

• D&C 45:2

And again I say, hearken unto my voice, lest death shall overtake you; in an hour when you think not the summer shall be past, and the harvest ended, and your souls not saved.

32

Christmas and Christ's Rejection

Introduce Yourself

First Missionary: Merry Christmas! We'd like to share a brief Christmas message with you.

Almost two thousand years ago, our Savior was born in Bethlehem. An angel appeared to shepherds who were watching their flocks that night. The angel said to them: "I bring you good tidings of great joy, which shall be to all people. For unto you is born this day in the city of David a Savior, which is Christ the Lord" (Luke 2:10-11).

Second Missionary: When Christ began his ministry, many people followed after him just to observe his miracles. Some people called him Lord but didn't obey his word. Isaiah prophesied that he would be despised and rejected of men and would suffer many sorrows (Isaiah 53:3). Christ voluntarily offered up his life and was crucified by wicked men. He did this because of his love for us. He atoned for our sins in order to save all who will have faith in him, repent of their sins and be baptized.

First Missionary: The Lord taught the truth, but because knowing the truth obligated them to live it, most people rejected him. In my opinion, many people reject or ignore him today. They believe in God, but they don't want to be

bothered with the challenges and discipline of obeying God's commandments.

We have more that we'd like to share with you. May we come in?

Set the Appointment

Scriptures

- **Isaiah 53:3-4**

He is despised and rejected of men; a man of sorrows, and acquainted with grief: and we hid as it were our faces from him; he was despised, and we esteemed him not.

Surely he hath borne our griefs, and carried our sorrows: yet we did esteem him stricken, smitten of God, and afflicted.

- **Isaiah 53:11**

He shall see of the travail of his soul, and shall be satisfied: by his knowledge shall my righteous servant justify many; for he shall bear their iniquities.

- **Matthew 2:13-14**

And when they were departed, behold, the angel of the Lord appeareth to Joseph in a dream, saying, Arise, and take the young child and his mother, and flee into Egypt, and be thou there until I bring thee word: for Herod will seek the young child to destroy him.

When he arose, he took the young child and his mother by night, and departed unto Egypt.

- **Matthew 2:21-23**

And he arose, and took the young child and his mother, and came into the land of Israel.

But when he heard that Archelaus did reign in Judaea in the place of his father Herod, he was afraid to go thither: notwithstanding, being warned of God in a dream, he turned aside into the parts of Galilee:

And he came and dwelt in a city called Nazareth.

• Luke 2:7-14

And she brought forth her firstborn son, and wrapped him in swaddling clothes, and laid him in a manger; because there was no room for them in the inn.

And there were in the same country shepherds abiding in the field, keeping watch over their flock by night.

And, lo, the angel of the Lord came upon them, and the glory of the Lord shone round about them: and they were sore afraid.

And the angel said unto them, Fear not: for I bring you good tidings of great joy, which shall be to all people.

For unto you is born this day in the city of David a Saviour, which is Christ the Lord.

And this shall be a sign unto you; Ye shall find the babe wrapped in swaddling clothes, lying in a manger.

And suddenly there was with the angel a multitude of the heavenly host praising God, and saying,

Glory to God in the highest, and on earth peace, good will toward men.

• Luke 4:28-30

And all they in the synagogue, when they heard these things, were filled with wrath,

And rose up, and thrust him out of the city, and led him unto the brow of the hill whereon their city was built, that they might cast him down headlong. But he passing through the midst of them went his way.

• John 4:48

Then said Jesus unto him, Except ye see signs and wonders, ye will not believe.

• Luke 6:46

Why call ye me, Lord, Lord, and do not the things which I say?

33**Easter and Resurrection***Introduce Yourself*

First Missionary: We enjoy visiting with you during this Easter season, and appreciate the opportunity to share our message.

Easter is the celebration of Christ's victory over death. He was the first to be resurrected, and he made resurrection possible for all mankind.

Second Missionary: One of the teachings brought back to earth by the restoration of the gospel has to do with resurrection. Many people say that to be resurrected means to come back to life. This is true, but it's just part of the truth. Resurrection means to reunite our physical bodies with our immortal spirits forever. In the eternal world we'll have the same body that we have today, but it will be perfected and glorified.

First Missionary: This is one example of the beauty of the restored gospel. Truths are clearly taught that give us hope of a glorious future.

Our calling as representatives of Jesus Christ is to share his teachings with you. What we share will open your eyes to new truths and fulfill your spiritual needs. May we come in?

Set the Appointment

Scriptures**• Matthew 27:52-53**

The graves were opened; and many bodies of the saints which slept arose,

and came out of the graves after his resurrection, and went into the holy city, and appeared unto many.

• Luke 24:36-43

And as they thus spake, Jesus himself stood in the midst of them, and saith unto them, Peace be unto you.

But they were terrified and affrighted, and supposed that they had seen a spirit.

And he said unto them, Why are ye troubled? And why do thoughts [doubts] arise in your hearts?

Behold my hands and my feet, that it is I myself: handle me, and see; for a spirit hath not flesh and bones, as ye see me have.

And when he had thus spoken, he shewed them his hands and his feet.

And while they yet believed not for joy, and wondered [marveled], he said unto them, Have ye here any meat?

And they gave him a piece of a broiled fish, and of an honeycomb.

And he took it, and did eat before them.

• Alma 11:43-45

The spirit and the body shall be reunited again in its perfect form; both limb and joint shall be restored to its proper frame, even as we now are at this time; and we shall be brought to stand before God, knowing even as we know now, and have a bright recollection of all our guilt.

Now, this restoration shall come to all, both old and young, both bond and free, both male and female, both the wicked and the righteous; and even there shall not so much as a hair of their heads be lost; but every thing shall be restored to its perfect frame, as it is now, or in the body, and

shall be brought and be arraigned before the bar of Christ the Son, and God the Father, and the Holy Spirit, which is one Eternal God, to be judged according to their works, whether they be good or whether they be evil.

Now, behold, I have spoken unto you concerning the death of the mortal body, and also concerning the resurrection of the mortal body. I say unto you that this mortal body is raised to an immortal body, that is from death, even from the first death unto life, that they can die no more; their spirits uniting with their bodies, never to be divided; thus the whole becoming spiritual and immortal, that they can no more see corruption.

34

Resurrection

Introduce Yourself

First Missionary: Thank you for the opportunity to share a brief message with you.

We believe in Jesus Christ. We accept him as our Savior and the Lord of this world. Through his death and resurrection, he made it possible for all mankind to be resurrected.

Second Missionary: As a missionary, I've heard differing opinions about the resurrection. Some people say that resurrection means coming back to life. This is true, but it's only part of the truth. The resurrection is the reuniting of our physical bodies with our immortal spirits. Our perfected, glorified bodies of flesh and bones will be reunited with our spirits forever. Jesus made this clear when he said to his disciples: "Behold my hands and my feet, that is I myself: handle me, and see; for a spirit hath not flesh and bones, as ye see me have" (Luke 24:39).

First Missionary: This is one example of the beauty of the restored gospel. The Savior's teachings give us hope for a glorious future.

We'd like to share some truths that will help you appreciate the teachings of Christ. May we come in?

Set the Appointment

Scriptures**• Job 19:25-27**

I know that my redeemer liveth, and that he shall stand at the latter day upon the earth:

And though after my skin worms destroy this body, yet in my flesh shall I see God:

Whom I shall see for myself, and mine eyes shall behold, and not another; though my reins be consumed within me.

• Isaiah 26:19

Thy dead men shall live, together with my dead body shall they arise. Awake and sing, ye that dwell in dust: for thy dew is as the dew of herbs, and the earth shall cast out the dead.

• Ezekiel 37:5-6

Thus saith the Lord God unto these bones; Behold, I will cause breath to enter into you, and ye shall live:

And I will lay sinews upon you, and will bring up flesh upon you, and cover you with skin, and put breath in you, and ye shall live; and ye shall know that I am the Lord.

• Luke 24:38-40

And he said unto them, Why are ye troubled? And why do thoughts [doubts] arise in your hearts?

Behold my hands and my feet, that it is I myself: handle me, and see; for a spirit hath not flesh and bones, as ye see me have.

And when he had thus spoken, he shewed them his hands and his feet.

• Romans 8:11

But if the Spirit of him that raised up Jesus from the dead dwell in you, he that raised up Christ from the dead shall also quicken [make alive] your mortal bodies by his Spirit that dwelleth in you.

35

The Fourth of July and Liberty

Introduce Yourself

First Missionary: We appreciate the opportunity to share a brief message with you.

We believe that the founders of our country were raised up by God to establish a free nation. There has never been a time in history when so many prominent men were willing to sacrifice everything for the public good. The Constitution of the United States has protected our rights even to this day. It's fitting that we celebrate the Fourth of July to honor the memory of these noble men.

Second Missionary: As a church, we believe in the principle of liberty and justice for all men. We believe that God wants everyone to be free. Within the constraints of law, men and women should be allowed to live as they see fit. In the scriptures we read that "Men . . . are free to choose liberty and eternal life, through the great Mediator of all men, or to choose captivity and death, according to the captivity and power of the devil" (2 Nephi 2:27). Our happiness depends on making right choices. "Wickedness never was happiness" (Alma 41:10). When we follow God and resist pursuing the wickedness of the world, we are blessed.

As representatives of Jesus Christ, we want to share the gospel with everyone who will listen. There's more that we'd like to share with you. May we come in?

Set the Appointment

Scriptures

• **2 Nephi 2:27**

Wherefore, men are free according to the flesh; and all things are given them which are expedient unto man. And they are free to choose liberty and eternal life, through the great Mediator of all men, or to choose captivity and death, according to the captivity and power of the devil; for he seeketh that all men might be miserable like unto himself.

• **Alma 41:10**

Do not suppose, because it has been spoken concerning restoration, that ye shall be restored from sin to happiness. Behold, I say unto you, wickedness never was happiness.

• **D&C 98:5-7**

That law of the land which is constitutional, supporting that principle of freedom in maintaining rights and privileges, belongs to all mankind, and is justifiable before me.

Therefore, I, the Lord, justify you, and your brethren of my church, in befriending that law which is the constitutional law of the land;

And as pertaining to law of man, whatsoever is more or less than this, cometh of evil.

• **D&C 101:77-80**

[Rulers in authority over you] According to the laws and constitution of the people, which I have suffered to be established, and should be maintained for the rights and protection of all flesh, according to just and holy principles;

That every man may act in doctrine and principle pertaining to futurity, according to the moral agency which

I have given unto him, that every man may be accountable for his own sins in the day of judgment.

Therefore, it is not right that any man should be in bondage one to another.

And for this purpose have I established the Constitution of this land, by the hands of wise men whom I raised up unto this very purpose, and redeemed the land by the shedding of blood.

• **D&C 109:54**

Have mercy, O Lord, upon all the nations of the earth; have mercy upon the rulers of our land; may those principles, which were so honorably and nobly defended, namely, the Constitution of our land, by our fathers, be established forever.

36

Beliefs Determine Our View of Life

Introduce Yourself

First Missionary: We appreciate the opportunity to share a brief message with you.

Most people don't spend much time getting to know the meaning of life. There's much more to life than eating, sleeping, working and playing. God created each of us for a great and wondrous purpose. To discover the great potential that lies dormant within us, we need to learn the true meaning of life. Jesus said: "Ye shall know the truth, and the truth shall make you free" (John 8:32). The only way to be spiritually free is to know the truth and live it.

Second Missionary: I agree with Elder Smith. Every man's belief about the true purpose of life affects his satisfaction with life itself. Every aspect of our life is determined by our core beliefs, but very few of us take enough time to examine our beliefs.

We're here today to acquaint you with some wonderful truths you may not know about. We'd like to take thirty minutes to explore with you some of the most wonderful truths ever revealed by God to his children. May we come in?

Set the Appointment

Scriptures**• Proverbs 4:23**

Keep thy heart with all diligence; for out of it are the issues of life.

• Proverbs 14:12

There is a way which seemeth right unto a man, but the end thereof are the ways of death.

• Proverbs 23:7

For as he thinketh in his heart, so is he.

• Mosiah 4:10

Believe that ye must repent of your sins and forsake them, and humble yourselves before God; and ask in sincerity of heart that he would forgive you; and now, if you believe all these things see that ye do them.

• D&C 43:15

Hearken ye elders of my church, whom I have appointed: Ye are not sent forth to be taught, but to teach the children of men the things which I have put into your hands by the power of my Spirit.

• D&C 93:39

That wicked one cometh and taketh away light and truth, through disobedience, from the children of men, and because of the tradition of their fathers.

37

Responsibility

Introduce Yourself

First Missionary: Thank you for giving us the opportunity to share our message.

Every day people make decisions that benefit or hurt others. Everything in life is a result of cause and effect. What I do, whether good or bad, affects me and others too. Healthy people take responsibility for their own actions.

Second Missionary: I agree with my companion. God made the world and sent us here so everyone can be tested. I believe that as we take responsibility for our lives, we eliminate self-deception.

Deceiving ourselves destroys our ability to honestly evaluate our lives. When we're not honest with ourselves, we make excuses for our behavior. We rationalize about what we should change in ourselves and we don't repent.

Our message is that unless people are willing to make changes in their lives, they'll fail to achieve the purpose God has for them.

We'd like to spend a few minutes with you to talk about the design God has for his children. May we come in?

Set the Appointment

Scriptures**• Matthew 12:35-37**

A good man out of the good treasure of the heart bringeth forth good things: and an evil man out of the evil treasure bringeth forth evil things.

But I say unto you, That every idle word that men shall speak, they shall give account thereof in the day of judgment.

For by thy words thou shalt be justified, and by thy words thou shalt be condemned.

• Acts 17:26

[God] hath made of one blood all nations of men for to dwell on all the face of the earth, and hath determined the times before appointed, and the bounds of their habitation.

• 2 Corinthians 9:6

But this I say, he which soweth sparingly shall reap also sparingly; and he which soweth bountifully shall reap also bountifully.

• Galatians 6:7-9

Be not deceived; God is not mocked: for whatsoever a man soweth, that shall he also reap.

For he that soweth to his flesh shall of the flesh reap corruption; but he that soweth to the Spirit shall of the Spirit reap life everlasting.

And let us not be weary in well doing: for in due season we shall reap, if we faint not.

• Mosiah 12:13-15

And now, O king, what great evil hast thou done, or what great sins have thy people committed, that we should be condemned of God or judged of this man?

And now, O king, behold, we are guiltless, and thou, O king, hast not sinned; therefore, this man has lied concerning you, and he has prophesied in vain.

And behold, we are strong, we shall not come into bondage, or be taken captive by our enemies; yea, and thou hast prospered in the land, and thou shalt also prosper.

• **Alma 42:30**

O my son, I desire that ye should deny the justice of God no more. Do not endeavor to excuse yourself in the least point because of your sins, by denying the justice of God; but do you let the justice of God, and his mercy, and his long-suffering have full sway in your heart; and let it bring you down to the dust in humility.

38

God Requires the Whole Heart and Mind

Introduce Yourself

First Missionary: Thank you for the opportunity to share a brief message.

We believe in Jesus Christ. We accept him as the Savior and Lord of this world. Surveys show that most people in the United States believe in Christ, but I've observed that many people accept Jesus only on their own terms. The Savior said: "If ye love me, keep my commandments" (John 14:15). He also said: "Why call ye me, Lord, Lord, and do not the things which I say?" (Luke 6:46)

Second Missionary: I agree with Elder Smith. Men have changed much of what Jesus taught. They've watered down his teachings in order to make them easier to accept. The truth is, salvation requires a lot of desire and effort on our part. There's a scripture which says: "This much I can tell you, that if ye do not watch yourselves, and your thoughts, and your words, and your deeds, and observe the commandments of God, and continue in the faith of what ye have heard concerning the coming of our Lord, even unto the end of your lives, ye must perish. And now, O man, remember, and perish not" (Mosiah 4:30). I know this scripture is true.

We have more that we'd like to share with you. May we come in?

Set the Appointment

Scriptures

• **Matthew 10:22**

Ye shall be hated of all men for my name's sake: but he that endureth to the end shall be saved.

• **Luke 6:46**

Why call ye me, Lord, Lord, and do not the things which I say?

• **John 14:15**

If ye love me, keep my commandments.

• **John 14:21, 24**

He that hath my commandments, and keepeth them, he it is that loveth me: and he that loveth me shall be loved of my Father, and I will love him, and will manifest myself to him. . . .

He that loveth me not keepeth not my sayings: and the word which ye hear is not mine, but the Father's which sent me.

• **Philippians 2:12**

Wherefore, my beloved, as ye have always obeyed, not as in my presence only, but now much more in my absence, work out your own salvation with fear and trembling.

• **2 Nephi 25:23**

For we labor diligently to write, to persuade our children, and also our brethren, to believe in Christ, and to be reconciled to God; for we know that it is by grace that we are saved, after all we can do.

39**Love God With All Your Heart***Introduce Yourself*

First Missionary: Thank you for the opportunity to share a brief message.

We believe in Jesus Christ. We accept him as the Savior and the Lord of this world. We believe that the key to happiness is to love God with all our heart, mind and strength, and to love our fellow man as ourselves (Mark 12:30-31). In my opinion, we show our love for God by serving our families and our fellow men.

Second Missionary: I feel the same as Elder Smith. I think that on our deathbed we will realize that our eternal status before God is everything. Nothing else lasts—even our mortal lives.

Sometimes the scriptures refer to men as being fools. That's because they value the things of this world more than the things of God. The Savior asked: "What shall a man give in exchange for his soul?" (Matthew 16:26) For some, their goal is to become rich. For others, it's power or popularity. Still for others, it's the pleasures of the world. But all these are temporary. They don't last.

We all need to repent and humble ourselves before God. We need to listen to his servants, and be baptized in order to wash away our sins.

We have more that we want to share with you. May we come in?

Set the Appointment

Scriptures

- **Matthew 16:26**

For what is a man profited, if he shall gain the whole world, and lose his own soul? Or what shall a man give in exchange for his soul?

- **Mark 12:30-31**

Thou shalt love the Lord thy God with all thy heart, and with all thy soul, and with all thy mind, and with all thy strength: this is the first commandment.

And the second is like, namely this, Thou shalt love thy neighbor as thyself. There is none other commandment greater than these.

- **Mosiah 2:17**

I tell you these things that ye may learn wisdom; that ye may learn that when ye are in the service of your fellow beings ye are only in the service of your God.

- **Helaman 9:21**

O ye fools, ye uncircumcised of heart, ye blind, and ye stiffnecked people, do ye know how long the Lord your God will suffer you that ye shall go on in this your way of sin?

40

Seek Ye First the Kingdom of God

Introduce Yourself

First Missionary: We appreciate the opportunity to share a brief message with you.

There was a time when almost everyone concentrated on religion. The temple was the most important building in the center of the great ancient cities. Now the pendulum has swung in the other direction. It's unusual for people to have a religious discussion. Many people are embarrassed to discuss religion in public.

Second Missionary: We all know that we're all going to die, and leave our worldly goods behind. It makes sense to ponder and take a serious look at what we believe and why we believe it. In my opinion, our time is best spent in seeking to know God. Jesus said: "Seek ye first the kingdom of God and his righteousness" (Matthew 6:33). I believe that worldly pursuits should be secondary to finding the truth and obeying God's commandments.

We have some things we'd like to share with you in this regard. We would like to spend thirty minutes with you exploring some of the most wonderful truths ever revealed by God to his children. May we come in?

Set the Appointment

Scriptures**• Matthew 6:33**

Seek ye first the kingdom of God, and his righteousness; and all these things shall be added unto you.

• [JST] Matthew 6:38

Wherefore, seek not the things of this world but seek ye first to build up the kingdom of God, and to establish his righteousness; and all these things shall be added unto you.

• 3 Nephi 2:1-3

And it came to pass that thus passed away the ninety and fifth year also, and the people began to forget those signs and wonders which they had heard, and began to be less and less astonished at a sign or a wonder from heaven, insomuch that they began to be hard in their hearts, and blind in their minds, and began to disbelieve all which they had heard and seen—

Imagining up some vain thing in their hearts, that it was wrought by men and by the power of the devil, to lead away and deceive the hearts of the people; and thus did Satan get possession of the hearts of the people again, insomuch that he did blind their eyes and lead them away to believe that the doctrine of Christ was a foolish and a vain thing.

And it came to pass that the people began to wax strong in wickedness and abominations; and they did not believe that there should be any more signs or wonders given; and Satan did go about, leading away the hearts of the people, tempting them and causing them that they should do great wickedness in the land.

41

Disappointment

Introduce Yourself

First Missionary: We're pleased to be here, and we hope you'll enjoy our message.

If you've ever experienced disappointment, you know how tough sad times can be. We all have hopes and dreams, and unfavorable events can discourage us. Could it be that God allows us to suffer disappointment in order to develop compassion for others? The real challenge is to never allow disappointments to take away our hope.

Second Missionary: I agree with my companion. Our Heavenly Father provides us strength to endure adversity. If we view life as a temporary test of our belief in God and our willingness to obey his commandments, then the problems of life are more manageable. In my opinion, if we maintain a proper outlook, we'll understand the temporary nature of every disappointment.

We have more that we'd like to share with you. May we come in?

Set the Appointment

Scriptures**• Job 13:15-16**

Though he slay me, yet will I trust in him: but I will maintain mine own ways before him.

He also shall be my salvation: for an hypocrite shall not come before him.

• Romans 8:18

For I reckon that the sufferings of this present time are not worthy to be compared with the glory which shall be revealed in us.

• 2 Nephi 2:2

Nevertheless, Jacob, my firstborn in the wilderness, thou knowest the greatness of God; and he shall consecrate thine afflictions for thy gain.

• 2 Nephi 4:19

And when I desire to rejoice, my heart groaneth because of my sins; nevertheless, I know in whom I have trusted.

• Ether 12:27

And if men come unto me I will show unto them their weakness. I give unto men weakness that they may be humble; and my grace is sufficient for all men that humble themselves before me; for if they humble themselves before me, and have faith in me, then will I make weak things become strong unto them.

• D&C 121:7-8

My son, peace be to thy soul; thine adversity and thine afflictions shall be but a small moment;

And then, if thou endure it well, God shall exalt thee on high; thou shalt triumph over all thy foes.

42

Happiness

Introduce Yourself

First Missionary: We appreciate your letting us share a message with you.

In our world today, there are more divorces than ever before in history. There's addiction to alcohol and drugs, which causes a lot of people to live miserably. With these problems in the world, how can we really achieve happiness? I don't believe that we can find it by looking for pleasure.

As missionaries, we've learned that happiness comes as a result of living meaningful lives. It comes as we strive for worthy goals.

Second Missionary: I agree with Elder Smith. If lasting happiness could be found in worldly pleasures or material things, most everyone would have found it already. The greatest happiness comes by obeying our Father in Heaven. If we're sincere, we'll take time to study God's word so we'll know how to obey his commandments. That way, we'll achieve the true happiness we desire.

We'd like to spend thirty minutes with you to explore some wonderful truths taught by God to his children. May we come in?

Set the Appointment

Scriptures**• Mosiah 15:2**

Because he dwelleth in flesh he shall be called the Son of God, and having subjected the flesh to the will of the Father, being the Father and the Son—

• Alma 27:18

Now was not this exceeding joy? Behold, this is joy which none receiveth save it be the truly penitent and humble seeker of happiness.

• Helaman 13:38

But behold, your days of probation are past; ye have procrastinated the day of your salvation until it is everlastingly too late, and your destruction is made sure; yea, for ye have sought all the days of your lives for that which ye could not obtain; and ye have sought for happiness in doing iniquity, which thing is contrary to the nature of that righteousness which is in our great and Eternal Head.

• D&C 88:118

And as all have not faith, seek ye diligently and teach one another words of wisdom; yea, seek ye out of the best books words of wisdom; seek learning, even by study and also by faith.

43**Identifying the True Church***Introduce Yourself*

First Missionary: We appreciate the opportunity to share a message with you and hope you'll enjoy our visit.

Our Savior organized his church with teachings, ordinances, and gifts of the Spirit. The true Church of Jesus Christ today needs to be the same as it was when he lived on earth.

The true church should have apostles, prophets, bishops, elders, priests, teachers, and deacons. Gifts of the Spirit should be manifest. There should be healings, prophesying, visitation of angels, visions and other such gifts. Baptism by immersion, receiving the gift of the Holy Ghost by the laying on of hands, and other ordinances should be included.

Second Missionary: There are many churches that claim to follow the teachings of Christ, but since they teach different things, someone has to be mistaken. There's only one Bible, but there are more than six hundred different Christian religions. That's not what the Lord intended.

When we look for the true church, we need to be sincere in our desires, and we must be willing to obey the word of God. We need to do as James taught. He said that if we don't know what to do, we should ask God—he'll give us the answer (James 1:5-6). The only conditions are that we ask sincerely and have faith that we'll receive an answer.

We have more that we'd like to share with you. May we come in?

Set the Appointment

Scriptures**• I Corinthians 1:10**

Now I beseech you, brethren, by the name of our Lord Jesus Christ, that ye all speak the same thing, and that there be no divisions among you; but that ye be perfectly joined together in the same mind and in the same judgment.

• I Corinthians 14:1

Follow [pursue eagerly, earnestly] after charity, and desire spiritual gifts, but rather that ye may prophesy.

• Ephesians 4:3-5

Endeavoring to keep the unity of the Spirit in the bond of peace.

There is one body, and one Spirit, even as ye are called in one hope of your calling;

One Lord, one faith, one baptism,

One God and Father of all, who is above all, and through all, and in you all.

• Ephesians 4:11

And he gave some, apostles; and some, prophets; and some, evangelists; and some, pastors and teachers.

• Colossians 2:12

Buried with him in baptism, wherein also ye are risen with him through the faith of the operation of God, who hath raised him from the dead.

• James 1:5-6

If any of you lack wisdom, let him ask of God, that giveth to all men liberally, and upbraideth not; and it shall be given him.

But let him ask in faith, nothing wavering [doubting, hesitating]. For he that wavereth is like a wave of the sea driven with the wind and tossed.

- **James 5:14-15**

Is any sick among you? let him call for the elders of the church; and let them pray over him, anointing him with oil in the name of the Lord:

And the prayer of faith shall save the sick, and the Lord shall raise him up; and if he have committed sins, they shall be forgiven him.

- **Jacob 4:13**

The Spirit speaketh the truth and lieth not. Wherefore, it speaketh of things as they really are, and of things as they really will be; . . .

- **D&C 93:24-26**

Truth is knowledge of things as they are, and as they were, and as they are to come;

And whatsoever is more or less than this is the spirit of that wicked one who was a liar from the beginning.

The Spirit of truth is of God.

44**New Move In**

First Missionary: We understand you just moved in. Is that right? (Yes.) We'd like to welcome you, and we hope that you enjoy living here. Where did you move from? (Los Angeles.) Do you plan to make this your home now? (No, I hope not.) Do you still have family in Los Angeles? (Yes.) How many children do you have? (Two.) You're probably going to miss them. Will you be able to go back to visit them often? (Only on vacations.) I can see why living here wouldn't be very attractive to you. I've been here for about ten months. It took me a while to get used to it, but I like it now.

We're missionaries for The Church of Jesus Christ of Latter-day Saints. Do you know anything about our church? (Not much.) [*Note the similarities in this dialogue and the Captive Audience dialogue.*]

Second Missionary: Some people don't know very much about the Mormon Church. I've discovered that many people have never studied any religion. They just follow their religion out of habit or tradition, not because they've studied and believe what their church teaches. Don't you think that's true? (Yes, I think that's correct. At least that is how it is with me.) I think the main purpose of our lives should be to learn God's will and obey his word.

First Missionary: We've enjoyed meeting you, and we'd like to visit with you again. Would it be OK if we set up

a time to come back? (Sure.) Is it usually better to see you in the morning or afternoon?

Set the Appointment

Scriptures

- **Leviticus 19:34**

But the stranger that dwelleth with you shall be unto you as one born among you, and thou shalt love him as thyself; for ye were strangers in the land of Egypt: I am the Lord your God.

- **Luke 14:12-14**

Then said he also to him that bade him, When thou makest a dinner or a supper, call not thy friends, nor thy brethren, neither thy kinsmen, nor thy rich neighbors; lest they also bid thee again, and a recompense be made thee.

But when thou makest a feast, call the poor, the maimed, the lame, the blind:

And thou shalt be blessed; for they cannot recompense thee: for thou shalt be recompensed at the resurrection of the just.

- **D&C 93:39**

And that wicked one cometh and taketh away light and truth, through disobedience, from the children of men, and because of the tradition of their fathers.

45

Unchanging Laws

Introduce Yourself

First Missionary: We're happy to be here, and we hope you'll find our message meaningful.

We'd like to acquaint you with some truths that will help with every problem you face. Our lives are governed by certain underlying principles, or laws, that must be followed. Otherwise, we have problems. Most problems in life come as a direct result of breaking God's laws.

Second Missionary: I agree with Elder Smith. The key to achieving happiness is to learn God's will and obey him. Every commandment that Heavenly Father has given is based on unchanging truth. If we know the will of God, it's more likely that we'll keep his commandments. That way, we'll avoid the consequences of sin and unhappiness.

We'd like to discuss these truths with you in greater detail. May we come in?

Set the Appointment

Scriptures

• Acts 2:37-38

Now when they heard this, they were pricked in their heart, and said unto Peter and to the rest of the apostles, Men and brethren, what shall we do?

Then Peter said unto them, Repent, and be baptized every one of you in the name of Jesus Christ for the remission of sins, and ye shall receive the gift of the Holy Ghost.

• **Alma 41:8**

Now, the decrees of God are unalterable; therefore, the way is prepared that whosoever will may walk therein and be saved.

• **Alma 42:22-27**

But there is a law given, and a punishment affixed, and a repentance granted; which repentance, mercy claimeth; otherwise, justice claimeth the creature and executeth the law, and the law inflicteth the punishment; if not so, the works of justice would be destroyed, and God would cease to be God.

But God ceaseth not to be God, and mercy claimeth the penitent, and mercy cometh because of the atonement; and the atonement bringeth to pass the resurrection of the dead; and the resurrection of the dead bringeth back men into the presence of God; and thus they are restored into his presence, to be judged according to their works, according to the law and justice.

For behold, justice exerciseth all his demands, and also mercy claimeth all which is her own; and thus, none but the truly penitent are saved.

What do ye suppose that mercy can rob justice? I say unto you, Nay; not one whit. If so, God would cease to be God.

And thus God bringeth about his great and eternal purposes, which were prepared from the foundation of the world. And thus cometh about the salvation and the redemption of men, and also their destruction and misery.

Therefore, O my son, whosoever will come may come and partake of the waters of life freely; and whosoever will not come the same is not compelled to come; but in the last day it shall be restored unto him according to his deeds.

46

Commandments

Introduce Yourself

First Missionary: Thank you for letting us have a few minutes of your time. We promise to be brief.

I've never met anyone who deliberately breaks God's commandments who is a happy person. Our society has many problems. I believe that our problems stem from a lack of faith in God, as well as disobeying his commandments. (Do you believe this is true?)

Second Missionary: I agree with Elder Smith. We've all sinned to one degree or another. The scriptures teach that if we don't repent, we won't be clean when we stand before God. The reason we're here today is to teach you how to become clean from the sins of this world. It requires faith in Jesus Christ, repentance and baptism.

We'd like to spend thirty minutes with you to explore some of the most wonderful truths the Lord taught his children. May we come in?

Set the Appointment

Scriptures**• Acts 2:37-38**

Now when they heard this, they were pricked in their heart, and said unto Peter and to the rest of the apostles, Men and brethren, what shall we do?

Then Peter said unto them, Repent, and be baptized every one of you in the name of Jesus Christ for the remission of sins, and ye shall receive the gift of the Holy Ghost.

• 1 Nephi 15:34-36

But behold, I say unto you, the kingdom of God is not filthy, and there cannot any unclean thing enter into the kingdom of God; wherefore there must needs be a place of filthiness prepared for that which is filthy.

And there is a place prepared, yea, even that awful hell of which I have spoken, and the devil is the preparator of it; wherefore the final state of the souls of men is to dwell in the kingdom of God, or to be cast out because of that justice of which I have spoken.

Wherefore, the wicked are rejected from the righteous, and also from that tree of life, whose fruit is most precious and most desirable above all other fruits; yea, and it is the greatest of all the gifts of God.

• Alma 41:10-11

Do not suppose, because it has been spoken concerning restoration, that ye shall be restored from sin to happiness. Behold, I say unto you, wickedness never was happiness.

And now, my son, all men that are in a state of nature, or I would say, in a carnal state, are in the gall of bitterness and in the bonds of iniquity; they are without God in the world, and they have gone contrary to the nature of God; therefore, they are in a state contrary to the nature of happiness.

47**Continual Revelation***Introduce Yourself*

First Missionary: We're glad to be here, and we appreciate the time you give us to hear our message.

We believe God speaks to men today just as he did two thousand years ago. Some people don't believe that God reveals his truths to man any more. I think what we face in the world today makes revelation from God even more important than it was in biblical times.

Second Missionary: I agree with Elder Smith. The scriptures say that God is the same yesterday, today and forever. If God revealed his word in the past through visions, angels and revelations, he certainly can do so today. It depends on our faith in him. If we have a willing heart and mind, we can receive answers to our prayers and gain knowledge and power to overcome our problems.

There's more that we'd like to share with you. May we come in?

Set the Appointment

Scriptures**• Amos 3:7**

Surely the Lord God will do nothing, but [until] he revealeth his secret unto his servants the prophets.

• Galatians 1:11-12

But I certify you, brethren, that the gospel which was preached of me is not after man.

For I neither received it of man, neither was I taught it, but by the revelation of Jesus Christ.

• 2 Nephi 32:4

Wherefore, now after I have spoken these words, if ye cannot understand them it will be because ye ask not, neither do ye knock; wherefore, ye are not brought into the light, but must perish in the dark.

• Jacob 4:8

Behold, great and marvelous are the works of the Lord. How unsearchable are the depths of the mysteries of him; and it is impossible that man should find out all his ways. And no man knoweth of his ways save it be revealed unto him; wherefore, brethren, despise not the revelations of God.

• D&C 98:11-12

And I give unto you a commandment, that ye shall forsake all evil and cleave unto all good, that ye shall live by every word which proceedeth forth out of the mouth of God.

For he will give unto the faithful line upon line, precept upon precept; and I will try you and prove you herewith.

- **D&C 76:5-8**

For thus saith the Lord—I, the Lord, am merciful and gracious unto those who fear me, and delight to honor those who serve me in righteousness and in truth unto the end.

Great shall be their reward and eternal shall be their glory.

And to them will I reveal all mysteries, yea, all the hidden mysteries of my kingdom from days of old, and for ages to come, will I make known unto them the good pleasure of my will concerning all things pertaining to my kingdom.

Yea even the wonders of eternity shall they know, and things to come will I show them, even the things of many generations.

- **Article of Faith 9**

We believe all that God has revealed, all that he does now reveal, and we believe that he will yet reveal many great and important things pertaining to the Kingdom of God.

48

Truth Is Reality

Introduce Yourself

First Missionary: We're glad to be here, and we appreciate the opportunity to share our message with you.

I believe that truth and reality are the same. Truth is the knowledge of things as they really are, not necessarily the way we'd like them to be.

Nowadays, it's common for people to lie to take advantage of others, or to hide their sins. If I'm not mistaken, most psychological problems come as a result of people not facing the truth about themselves.

As long as we live a lie we're not likely to feel a need to change or repent. But avoiding the truth only increases our suffering.

Second Missionary: I agree with Elder Smith. Sometimes it appears easier to believe falsehoods than to accept the truth.

Maybe we want to believe something that's false because it offers what seems to be an easy solution to our problems. For example, diet plans are popular today, but most are proven not to work because the true weight-loss program requires that we maintain a healthy diet with regular exercise. Nevertheless, we want to believe the lie because it offers an easy solution.

This happens with religion too. Sometimes people accept religious teachings because they don't require much of us.

Taking the easy way will never bring spiritual strength. If we want eternal life, we need to repent of our sins, be baptized, and follow the example of Christ.

We'd like to spend thirty minutes with you, explaining God's plan for our lives. May we come in?

Set the Appointment

Scriptures

• **John 3:21**

He that doeth truth cometh to the light, that his deeds may be made manifest, that they are wrought in God.

• **Galatians 4:16**

Am I therefore become your enemy, because I tell you the truth?

• **2 Timothy 3:7**

Ever learning, and never able to come to the knowledge of the truth.

• **2 Peter 1:16**

For we have not followed cunningly devised fables, when we made known unto you the power and coming of our Lord Jesus Christ, but were eyewitnesses of his majesty.

• **2 Peter 2:1-2**

But there were false prophets also among the people, even as there shall be false teachers among you, who privily shall bring in damnable heresies, even denying the Lord that bought them, and bring upon themselves swift destruction.

And many shall follow their pernicious ways; by reason of whom the way of truth shall be evil spoken of.

- **1 John 2:21**

I have not written unto you because ye know not the truth, but because ye know it, and that no lie is of the truth.

- **Jacob 4:13**

He that prophesieth, let him prophesy to the understanding of men; for the Spirit speaketh the truth and lieth not. Wherefore, it speaketh of things as they really are, and of things as they really will be; wherefore, these things are manifested unto us plainly, for the salvation of our souls. But behold, we are not witnesses alone in these things; for God also spake them unto prophets of old.

- **D&C 93:24**

Truth is knowledge of things as they are, and as they were, and as they are to come.

49

Survey

Introduce Yourself

First Missionary: We're glad to be here. We hope that you enjoy our visit.

We're interested in learning how you feel about some religious topics.

[Or] We're interested in learning how you feel about some things that affect all of us. Our questions will take about four minutes. They're direct and honest, and I think you'll find them interesting.

Second Missionary:

Survey Approach One: God's Plan

[Reading from a clipboard] Do you believe in God? Do you believe that God has a plan for our lives? In your opinion, why did God create us? Why does God allow suffering to occur among his children? Why does evil exist in the world? What happens when we die? Do you feel that your present church answers these questions adequately?

Thank you for taking time for these questions. (Your answers have been thoughtful and interesting.) In my opinion, the way we answer these questions affects our happiness in life.

We'd like to discuss some of these topics further. Would it be all right if we came back again another day? Is it usually better to see you in the morning or afternoon?

Survey Approach Two: Family

Are you married? Do you have children? Do you believe that God intended us to live as families on earth? Do you believe in life after death? Do you think it's possible to live together as families in the world to come? Would you be happy in heaven without your family?

Thank you for taking time to answer our questions. Most churches teach that we'll live in heaven as individuals, not as married couples or families. We teach that all of God's worthy children can live together forever in families.

We'd like to spend ten more minutes with you to talk about how you can have your family forever. It may be the most important ten minutes you've ever spent. May we come in?

Survey Approach Three: Book of Mormon

Do you know why members of The Church of Jesus Christ of Latter-day Saints are called 'Mormons'? Do you know any members of the Mormon Church? Have you heard of *The Book of Mormon*? Have you read any Latter-day Saint literature or *The Book of Mormon*? Do you know that more of Jesus Christ's words appear in *The Book of Mormon* than in the Bible?

Thank you for taking time to answer our questions. It's been my experience that most people who read *The Book of Mormon* believe it's from God.

We'd like to spend ten minutes with you to explain the story of *The Book of Mormon*. May we come in?

Survey Approach Four: Churches

In your opinion, why are there so many different Christian churches in the world today? Does it make any difference what a person believes? Do you think most people follow their religion out of habit and tradition or because of their personal study and conviction? Is it important to follow the teachings of Jesus Christ to gain salvation? Do you think that men have

changed some of the original teachings of Christ? Is there a relationship between keeping God's commandments and finding happiness in life?

Thank you for your time to answer these questions. (I've found your answers very interesting.) I believe that we can only be happy as we exercise faith in God and keep his commandments.

There's more that we'd like to discuss with you. May we come in?

[Or] We'd like to visit with you again sometime. Would that be all right? Is it usually better to see you in the morning or afternoon?

Set the Appointment

Delete or add any questions that you believe are appropriate. Some contacts enjoy this approach. Others are suspicious or hesitant. The purpose of the questions is to encourage people to think. For some, it will be the first time they've had a discussion like this. It will be refreshing to them. This survey approach can be effective in street contacting.

50

Create A Dialogue

Maybe you'll want to create your own door approach. Begin with a sentence from the list of the *Opening Transitional Statements* such as "We appreciate your time. We have an important message, but we promise to be brief."

Write five or six sentences on a subject of interest. You might want to use a combination of door-approach dialogues, or reword a door approach that fits your preferences. Write five or six sentences for your companion to use. End with one of the *Closing Transitional Statements* such as "There's more we'd like to share with you. May we come in?" Look up the scriptures that support your statements.

Introduce Yourself

First Elder: _____

Second Elder: _____

Set the Appointment

Street and Telephone Contacting



5

Street Contacting

I once used a religious survey approach near the entrance to the Houston Zoo. I set four appointments in two hours. Most people are polite and willing to take the time to answer questions. They'll stop to answer your questions. They'll find them more interesting than the usual shopping survey.

The best way to do street contacting is to split up, while remaining within close sight of your companion. Both of you should hold a standard clipboard with question sheets attached. As a prospect approaches, ask: "May I have a few minutes of your time to answer a survey we're conducting? It will take about four minutes."

Then say: "Thank you for stopping. We're interested in learning your feelings about religion." [Or] "We're interested in learning how you feel about some things that affect all of us. The questions are direct and honest, and I think you'll find them interesting."

Proceed with any one of the four survey approaches in Door Approach Forty-Nine. Ask if you can meet with them on a future date. When they agree, write down their name, address and telephone number. Thank them for their time. Say it was a pleasure to meet them.

Your Mission President may want you to send the answers you glean from your surveys to the mission office. Maybe he'll decide to compile them and publish them in a newsletter.

6

Telephone Contacting

In many cities the best way to find new contacts is by telephone. The fact that many people are not home when you come to their door is a major drawback of tracting approaches. Also, it takes a lot of time to walk from door to door. Rain or inclement weather might prevent tracting altogether. My estimate is that going door to door, the average pair of missionaries might talk to five or six people in an hour. When good telephone dialogues are used, ten to twenty individuals can be called in the same amount of time.

A telephone call is less intimidating to some people than meeting a stranger face to face. A telephone approach often can be a better way to make initial contacts. Although some people don't like to be called on the phone, there are many others who will be open and happy to talk to you.

A short telephone approach is the key to successful telephone contacting. It allows you to find out quickly if the person is interested. A short dialogue is easier for the missionary as well as for the person being contacted. You'll be able to quickly determine if there's any interest, and then move on to the next call.

Telephone Dialogue: First Example

Missionary: Hello, may I please speak to Mr. Smith?

Missionary: Mr. Smith, this is Elder Jones with The Church of Jesus Christ of Latter-day Saints. Have you been looking

for a church? [*Note: church in this context can mean either a place of worship or a religion.*]

Contact: No.

Missionary: The reason I asked is that many people are looking for more meaning in their life, and they often begin by looking for a church. Are you completely satisfied with the church you presently attend?

Contact: Yes.

Missionary: Well, thank you for your time. Have a nice evening.

The purpose of this dialogue is to identify quickly who the Lord has prepared to receive the gospel message. Many people will respond in the manner shown in this example.

The next dialogue tells what to say when the contact responds more favorably.

Telephone Dialogue: Second Example

Missionary: Hello, May I please speak to Mr. Smith?

Missionary: Mr. Smith, this is Elder Jones from The Church of Jesus Christ of Latter-day Saints. Have you been looking for a church?

Contact: Yes, I have.

Missionary: Well, that's why I called. I'd like to set up a time to visit with you in your home and share some of the most wonderful truths God has ever taught to his children. Is it usually better to see you in the afternoon or evening?

Contact: The evening is usually best for me.

Missionary: Would Tuesday at 7:00 or Wednesday at 7:30 be better for you?

Contact: Wednesday would be fine.

Missionary: Great! Do you still live at 5555 West Street?

Contact: Yes.

Missionary: We'll look forward to seeing you Wednesday at 7:30. Have a great evening.

Many people use answering machines to take their calls when they're not home. Rather than hanging up, it's better to leave a message. Once in a while, people will actually return your call.

Telephone Dialogue: Third Example

Answering Machine gives message.

Missionary: Mr. Smith, this is Elder Jones. I called to ask if you've been looking for a church. Please call me at 555-555-5555.

7**Captive-Audience Dialogue:
Situation Contacting**

Often you can start a conversation with strangers and find they're willing to listen to your message. At a bus stop, in grocery store lines, on a park bench, in the stands at a sporting event or at a restaurant, you'll find opportunities to begin pleasant conversations. These can lead to gospel discussions.

Always be alert to captive-audience opportunities. These are situations where no one is going anywhere for a few minutes. While waiting in a line at the grocery store, you might begin a conversation with a person standing in the line next to you. These individuals aren't going to leave the store until their groceries are checked. This is a captive audience opportunity. A bus stop presents good opportunities. People waiting for the bus are frequently bored. The setting is perfect for beginning a conversation.

The following conversation takes place with a man at a bus stop on a sunny, pleasant day.

Missionary: Beautiful day, isn't it?

Contact: Yes, it is.

Note that you can always begin the conversation with some pleasantries about the weather. If the weather is hot you can say: "It sure is hot today, isn't it?" If it's raining, say: "It sure is a wet day today, isn't it?"

Missionary: Are you from around here?

Contact: No, I'm from Boston.

This is the most important statement you make. Notice how it breaks the ice. "Are you from around here?" It's casual and it's pleasant. It gives the contact an opportunity to express himself about where he's been and where he's going.

Missionary: How long have you been in Houston?

Contact: About two years.

Missionary: Do you like it here?

Contact: It's OK.

Even if your contact first said he lived in the same locality all his life, you still ask: "Do you like it here?" If the contact is a native of the area, your next question will be: "Does your family also live here in town?" Then: "Do you get to see them often?"

Missionary: Do you have family back in Boston?

Contact: Yes, my mother and two sisters live there.

Missionary: Do you miss them?

Contact: Yes, very much.

Always ask about their family. This special subject brings out their feelings. Asking sincerely about their family elevates the conversation. Your contact will often respond with thoughtful answers to your questions.

Missionary: I'd say you really love your family.

Contact: I certainly do.

Missionary: Do you think you'll make your home here?

Ask a native: Do you think you'll continue to live in this area the rest of your life?

Contact: I hope not.

If your contact makes a negative remark, refrain from making one in return. You should always speak positively about people and the town where you're working. Never say that the people are unfriendly. Don't make negative comments about the smog, crowded conditions, traffic, politics or anything else. Speak of good, hopeful, pleasant things and people will appreciate your positive attitude.

Contact: Where are you from?

Most people will eventually ask you where you're from. If your contact doesn't ask, bring up the subject yourself.

Missionary: I'm from Utah. Provo, Utah, to be exact. I'm a missionary for The Church of Jesus Christ of Latter-day Saints. Do you know anything about my church?

Contact: No, not really. I guess I've heard a couple of things.

Missionary: As a missionary I've noticed that some people don't know much about our Church. For that matter I find that most people have never studied any religion. The majority follow their religion out of habit or tradition, not because they've studied it and believe all that their church teaches. Do you think this is true?

Contact: Yes, I do. At least, that's how it is with me.

Missionary: I believe that the main purpose of life is to learn God's will and obey his commandments. (Do you believe that?)

Contact: I think so.

(The bus is now within sight, just a few stops away.)

Missionary: I've enjoyed talking with you. I'd like to set up a time to see you again. Would that be OK? What's your name? What's your address? Your telephone number? Is it usually better to see you in the morning or afternoon? Would it be all right for us to come by this Thursday morning at ten

CAPTIVE-AUDIENCE DIALOGUE: SITUATION CONTACTING 153

or would Friday at ten-thirty be better? Great! I look forward to seeing you Thursday at ten. It's been great meeting you!

This is a relaxed conversation. Ask if your contact is a native of the town where you're working. Ask about his family and encourage him to talk about his feelings regarding them. Tell him you're a missionary and ask his opinion. Tell him you'd like to meet with him again and set up an appointment. If you follow this formula, you'll have success. You'll have many enjoyable conversations.

You should memorize key phrases in the example dialogues. Practice with your companion. Take turns being the contact.

8

Transitional Statements

Opening Transitional Statements

After you've introduced yourself, you should use a natural-sounding, comfortable transitional sentence to start the main body of your dialogue. This is the most difficult part of the door approach. A number of different transitional statements have been included at the beginning of each dialogue. You'll be able to tell by your contact's body language which of them is most appropriate.

In general, don't apologize for taking your contact's time. If you're overly conscious of the time you spend at the door, you'll appear hesitant about the importance of your message. Tell your contact that you have a brief message. Say that your message is important. The average dialogue with *Introduction* and *Setting the Appointment* only takes two minutes.

Here are some examples of typical transitional statements that have proved effective:

- We appreciate your time. The reason we're here today is to acquaint you with some wonderful truths that you may not be aware of.
- We have an important message, but we promise to be brief.
- We want to thank you for giving us a few minutes to share our message.

- We're glad to be here and hope that you enjoy our visit.
- Thank you for giving us a few minutes to share our message with you.
- Thank you for allowing us a few minutes of your time. I hope you enjoy our message today.
- We're pleased to meet you and hope you find our Christmas message meaningful.
- We enjoy visiting you during this Easter season and thank you for allowing us a few minutes to share our message.

Closing Transitional Statements

To move from the main body of your message to the *Set the Appointment* dialogue, you should use a closing transitional statement. For example:

- We'd like to spend thirty minutes with you to explore some of the most wonderful truths ever taught by God to his children.
- We'd like to set up a time to talk about some of the most wonderful truths God has taught to his children.
- It may well be the most important ten minutes that you'll ever spend.
- As representatives of Jesus Christ, we want to explain how you can achieve balance and fulfillment in your life.
- We'd like to ask a half hour of your time to explore some of the most wonderful truths taught by God to his children.
- All we ask is ten minutes to explain the story of *The Book of Mormon*.

- We can show you the way back to our Heavenly Father, so that one day you may receive a fullness of joy.
- May we come back another day to visit with you again?
- We'd like to spend thirty minutes with you exploring some of the most wonderful truths ever taught by God to his children. May we come in?

9

Conclusion

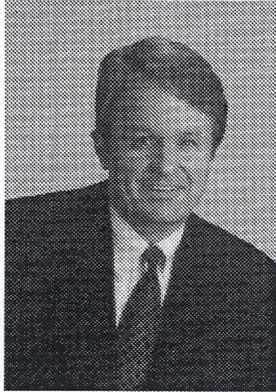
Remember, as you proceed to do missionary work, you will go not only under your own strength and determination, but you will be aided by the greatest power in the universe, the Power of God. This will be your right, because of your willingness to consecrate one and a half or two years to this important work.

After your mission, you will be able to say, as Ammon did, “We have traveled from house to house, relying upon the mercies of the world—not upon the mercies of the world alone but upon the mercies of God. And we have entered into their houses and taught them, and we have taught them in their streets . . . that perhaps we might be the means of saving some soul (Alma 26:28-30).

If you get discouraged, God will comfort you (Alma 26:27). Angels will watch over you (D&C 84:42). Because of your faith, you will be a great benefit to your fellow man (Mosiah 8:18). Finally, you’ll feel great joy over the fruits of your labors (Alma 26:16). But these blessings will come only through work and dedication.

You may be surprised at how many hours a typical missionary spends going door to door. If you tract an average of ten hours a week, that will come to 1,040 hours during a two-year mission. If you converse with just five persons an hour during your tracting efforts, you’ll visit with 5,200 individuals. Generally, you’ll find people are polite but not interested. A few people may be rude, but they are the exception. Many

may be curious, but they won't comprehend the depth of your message. Only a few will have the integrity to listen and obey the message of the restored gospel, but you will still touch the lives of thousands, and the work will help you to grow stronger in many ways. Do it!



About the Author

Richard T. Martin was born in Little Rock, Arkansas, and raised in Houston, Texas. He joined the Church at age 14 and has been interested in missionary work ever since.

Brother Martin earned his B.S. Degree in Business from the University of Houston in 1979, working his way through school by publishing a newspaper for the oil industry.

After teaching Marketing and Distributive Education for two years, he founded his own company and quickly established himself nationally as a top annuity broker. He is still recognized as one of the top brokers in his field, having won significant national awards including *National Broker of the Year* in 1991 and 1994.

From 1973 to 1975, Brother Martin served in the California Los Angeles Mission. He also labored six years as a stake missionary and taught the Gospel Essentials class for four years. He has served as an elders quorum president and counselor, has taught early morning seminary for five years and institute for a year. He has been a Gospel Doctrine teacher, ward clerk, ward activities chairman, has taught Sunday School and Primary, and has been a genealogical instructor. He also has coached church basketball. In his community he has coached youth basketball teams for years, leading them to championship levels.

He is the author of two books which show his genealogical interests: *The Sharp Family in America* and *The Massey and Bowles Families*.

He and his wife Karen Piquet are the parents of four children: Jonathan, Sarah, Michael and Rebecca.

Additional Door Approaches

“Looking for a Church”

This is my favorite approach and it can be used anywhere. On the telephone, at a bus stop, in a grocery store and at the door tracting.

Introduce yourself

Missionary: **“Have you been looking for a church?”**

Prospect: “No.” (usual answer)

Missionary: “(Well) the reason I asked is that when a person begins to **search for more meaning in their life** they often begin by looking for a church. Are you totally satisfied with the church you presently attend?”

Missionary: “I asked because a person’s search for **more truth in their life** often begins by looking for a church. Are you totally satisfied with the church you presently attend?”

Prospect: “Yes.” (usual answer).

Missionary: “Thank you for your time.”

Prospect: “Yes. I have been looking for a church.”

Missionary: “That is why we came to see you today. May we come in?” or “That is why we came to see you today. What we would like to do is set up a time to see you. Are mornings or afternoons more convenient?”

Note: This is a wonderful door approach. It has been tested and really does work. It is a quick way to find out who is ready for the gospel right now!

Missionary: “...Are you totally satisfied with the church you presently attend?”

Prospect: “Yes.”

Missionary: “You’re lucky (fortunate). Most people I’ve met are not totally satisfied with the church they attend. For that matter most people I’ve met do not attend any church regularly. We have great things to share with you. What we would like to do is set up a time to see you when it is more convenient. Is it usually better to see you in the afternoon or evening?”

Note: There are many ways to continue the conversation after the prospect’s second reply. If you feel directed to do so move the discussion into another direction, try to set

up an appointment, or just thank them for their time and leave if canvassing quickly for interested people in a large area.

“Blessing on the Home”

Another favorite approach, which I have found to work well, is to immediately ask to come in and say a prayer on the home.

Introduction: Elder Jones and I are missionaries for the restored church of Jesus Christ; or Elder Jones and I are missionaries from the church; (or anyway you like to introduce yourself). **We would like to say a prayer with you and leave a blessing on your home. May we come in?**

Prospect: “No thank you.”

“We realize that we may have caught you at a bad time. What we would like to do then is set a time that would be more convenient for you. Is it (usually) better to see you in the morning or afternoon?”

Note: Always assume the least objectionable reason for them not wanting to see you.

Asking to leave a blessing on the prospect’s home is a nice and inoffensive approach, but interesting to note, if overused its effectiveness decreases. Use occasionally as guided by the spirit.

Saying a Prayer at the Door-In Conjunction with Any Approach

Regardless of the door approach the majority of people will say no to wanting to meet with you. At this point, if prompted, say, “I appreciate the time you have given us. Before we go we would like to say a prayer with you. Would that be all right?”

Prospect: Okay.

Missionary: “What is your name?” Say the prayer standing with the contact. Say a **brief**, but meaningful prayer from the heart. Do not think of this as just another approach. This is an attempt to bring the spirit into their lives. So say a sincere prayer from your heart and ask Heavenly Father to bless this person and their family. Who knows what kind of pain they are going through and your love may touch their hearts. Remember: most people know nothing, or next to nothing, about our wonderful faith. The spirit can touch them through prayer.

In rare circumstances the following dialogue may be appropriate.

Missionary: Would it be all right if we kneeled? (Start to kneel on the porch). At this point some will be embarrassed and say, “No, no that’s alright don’t kneel down; but there are some that will say, “No, don’t kneel here. Come on inside.” Regardless, they

will remember your visit for the rest of their lives. After all, when would they have ever had a kneeling prayer at their front door? Do not use this approach at the majority of doors. It is to be used only when guided by the spirit. On the other hand, if you never use it is probably because you are scared and that is not good either.

“Authority to Baptize”

I learned the next approach personally from Hartman Rector, a former general authority. At one time he was President of the most successful English speaking mission in the world. One of the best door and street dialogues that his missionaries used was this simple, but profound approach.

Elder: **“We are Mormon Elders (We are Elders from the Church of Jesus Christ of Latter-day Saints). We have authority to baptize. Would you like to be baptized?”**

There are people in this world that have thought to themselves that they need to be baptized. They may have been raised in a family that never went to church and never were baptized. They know they need to do this, but don’t know what to do. This statement will be meaningful to them. Also, those who respond positively will be humble, teachable kind of people.

A variation on this approach is to say:

(Introduce yourself) “We have authority to teach you the gospel. May we come in?”

I hope you often use the word **authority** in what you initially say. It is a true statement for you are the only authorized ministers in the world to preach the good news of the restoration. Nevertheless, as already mentioned, its overuse will lessen its effect.

These door approaches work, but remember that they still don’t have the power to change the majority of people into interested investigators. If used correctly, I estimate that your effectiveness will increase by about 5%. Also important, they make the work of tracting more enjoyable.

Try to have a good time. I usually don’t like these kinds of motivational word chains, but this one fits: Knowledge gives confidence; confidence gives power; and power gives authority. You must act confident and as if you are enjoying yourself. Don’t take yourself too seriously, and be sure to make light of your troubles. Most Elders don’t enjoy tracting because of the general rejection they receive, but part of the rejection may come because the Elders don’t look like people the contact wants to be like (i.e. confident, happy people). You’re still going to be turned away by most people, but more people will listen than before, and if they don’t listen, at least you will have their respect.

Note: My book, *Dynamic Door Approaches* has fifty door approaches, but most of these you will never use. They show how many different things you can talk about at the door. Most Elders have not used the book properly because they do not memorize the dialogues

together. The idea is to **memorize a few of the door approaches and together give the exact words; at least at first.** The approaches lose much of their power when you try to just “wing it.” **In many cases you will want to shorten them.** Later, vary the words according to your personality, but your companion has to know where you are going so he can join in. The idea is to have **two witnesses at the door** and to make it more interesting. It is more difficult for the contact to cut off two people talking in turn than just one. Of course some door approaches are better with only one Elder speaking. This is not meant to prevent the spirit from guiding you. He will guide you, but be careful. Some of you have a gift in this area of the work, but some of you don't. Lazy, uninteresting, unenthusiastic door approaches don't have much to do with the spirit. Be willing to at least try new door approaches. I have found freshness to be a key to success in this area. Even if you don't use my suggestions and find some that are better, keep trying new ways to approach the people and I believe you will be blessed for your efforts. On the other hand, if you are having good success with your current door approaches, then continue to use them. If not, why not try something new?

Richard Martin author of *Dynamic Door Approaches*.

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