

The 8-Step Door Approach

1. **Knock on the door—give a friendly greeting and smile, be enthused and excited. “Hello, sir, how are you today?”**
2. **Introduce yourself and your companion, shake hands, and ask for their name. There is no need to introduce the Church at this point. “My name is Elder Covey, and this is my companion Elder Lee. It’s nice to meet you; what is your name?” Pause until their name is given.**
3. **Explain the survey—it only takes a moment. “In fact, what we are doing today, Mr. Brown, is conducting a little survey. As you can see (show them the survey), this only takes three minutes of your time. It’s ten short questions concerning your opinion on a few things.” “Like what?” they may ask. “Oh, just your feelings on families and other things. For instance, is a close, strong family important to you?”**
4. **Ask them to take the survey. “Would you be so kind as to help us for a minute?”**
5. **Ask to step in. “May we step in?” Moving forward. “Oh, thank you!”**
6. **Don’t take the survey right inside the door. Ideally you need to be seated in their house. Say two magic words: “Straight through?” pointing inside their house.**
7. **Find a comfortable place to sit down where you can be close to them. It is also equally important that they are seated as well, or else once the survey is over, they’ll be expecting you to leave. “Do you mind if we sit here? “Oh, thank you. Is there a place for you?”**



8. **Reaffirm the survey, give it, and move into the first lesson by asking them who they would like to have say the prayer.**

Without fail, they will let you say the prayer. If they are thoroughly uninterested, or if they simply don't have the time they will stop you.

“Oh, thank you very much for answering these questions. In fact, what we have that goes hand in hand (key words) with this short survey is a brief message that gives the answers to the questions where we came from, why we are here on earth, and where we are going after leaving this life. However, this message is of a spiritual nature (key words), so we always like to start out with a word of prayer, and since this is your home, would you like to say the prayer or would you like one of us to?”

Otherwise you can proceed weaving in their answers and interests into the first lesson.

The key to the success of the door approach is *belief*. If you believe you'll get in—you will. If you don't—you won't.

So, to put the eight steps into summary words:

Step 1: Smile, greet, and be enthused.

Step 2: Introduce yourself and your companion, shake hands, and get their name.

Step 3: Explain the survey.

Step 4: Ask them to take the survey.

Step 5: Ask to step in.

Step 6: Straight through.

Step 7: Sit down and have them sit down.

Step 8: “Hand in Hand” and “Spiritual Nature”

