

Brotherhood-Wide Door-Knocking Day

Tips for Knocking Doors



Before you go

- Pray. We often lack wisdom, but thankfully God “gives generously to all without reproach” (James 1:5). Pray for wisdom and for the success of the seed you will be planting. Paul said, “Continue steadfastly in prayer ... that God may open ... a door for the word” (Colossians 4:2–3).
- Dress to make a good impression. Dress modestly—shorts, tight clothing, or revealing tops do not represent Christ and His church well (1 Timothy 2:9). T-shirts with the church’s name on them can help those opening doors to know immediately that this person is “safe.”
- Go in teams of two or three. A man and woman on each team is less intimidating than two men. It is not cheating to have cute children divided among your groups of door knockers! Make sure the female or child can be clearly seen by the person answering the door. This will help you to be better received. If a man and woman are working together, then the man is to lead the prayer each time (1 Timothy 2:8). If two women are working together, then write down prayer requests and promise to pray about them later. If a woman alone answers a door, then a sister can pray with her.

When you get there

- Approach the home positively—wave and smile. If people see you wave, then they are more likely to answer the door.
- Ring a doorbell, if available, but listen closely for it. If there is no doorbell or you do not hear it, then knock clearly, but do not overdo it. Repeated knocks or rings annoy one who is unable to get to the door quickly.
- After you knock, take two or three steps back from the door. Give them space to see you from a window or slightly opened door.
- Relax and enjoy the experience of meeting some great people. Keep the big picture in mind. A church can prepare a community to expect and look forward to the short visits from the local church. Those who are not open to hearing the gospel today may be in a different stage of their lives later. What you do today may lead to success in the future.
- IMPORTANT: When they open the door, place what you are distributing into their hands. When someone deliberately hands something to us, by nature we take it. However, novice door knockers tend to feel shy and keep material to themselves or ask permission to give it at the end. This often results in leaving without giving the prospect the information. If it is not in their home, they likely will not respond to it, even if they intended to as they may forget the details (such as location and service times). If you hold the literature while you talk to them, they may also concentrate on it and fail to hear what you say.
- A sample script is below, but no one likes a phony “canned speech.” Make the ideas your own. If you are genuine, your neighbor will know it.
- Each group must have only one leader who does the talking, although you can take turns. The other(s) is there to support. The support person should write down prayer requests, names and addresses, and any additional notes you want to remember for follow up.
- Be kind, clear, and concise. If you do not quickly get to the point, they may make a point of showing you they do not have time for this interruption. Leave them wanting more, not wishing you had gone.
- One of the biggest mistakes made at the door is having unrealistic expectations and pushing too hard.
- After you have established you are there to offer something (prayer, free resources, a study, an invitation to a meeting), shown them you care, and piqued their interest, simply ask if you can help them with anything else, and go.

- If no one is at home, always leave the materials that you prepared for them. Place them where they will not blow away or get wet. Do not leave anything in a mailbox.

When you leave

- Do not focus on bad reactions. Focus on good reactions. Learn from both. We do not expect to find an open and honest heart behind every door, but there are people who will come to Jesus when invited. Our task is to find those who are searching for a relationship with Jesus Christ. Just as you are seeking them, they are seeking, too.
- Keep good records about who was contacted, including names and addresses. This is especially important if you promise to go back and study with them. Be sure to keep that appointment.
- Follow up. Send them a card to let them know you have been praying for their request. Thank them for their time. Many opportunities are lost simply by not following up.
- Pray.

Sample script*

*People can tell if you read from a script so take these ideas and make them your own. Do not say things you would not normally say.

When the door is answered, place the information in the hand of the prospect AS you greet them. It may go like this:

[WHILE handing them an information card] "Good morning! "My name is _____ and this is _____. We are members of the _____ church of Christ. (You may ask them if they know where that is.) We are your neighbors, and we are going around praying with people today. Do you have anyone in your family who is sick, in the military, or just gone off to college?" [They will say yes or no. Take down their requests as they tell you.]

Do you have anything spiritual we could pray for? Maybe a trial or a temptation, or just something you have been struggling with? [They will say yes or no. Take down their requests as they tell you.]

Pray with them about any requests immediately. Do not pray about everything under the sun but focus on them and what they have asked for.

After your prayer, ask them, "Can I ask you a question?" When they say yes, say, "If you could ask God one question, what would it be?" [Make sure to write down their question.] "That's an interesting question! Is it okay if we think about it and get back to you with an answer?" If they say yes, ask, "Would you prefer us to email you some scripture and thoughts on that, or could we come by and study that together?"

Before you leave, ask the following:

"We want to be good neighbors. Is there anything else we could help you with?"

[If they say yes, listen and see how you can help. If they say no, move on.]

"The card we gave you has some information about us and a way to contact us. Let us know if we can help you with anything else. We hope to see you Sunday! Thanks for your time."

