
THE PEOPLE BUSINESS

HEBREWS 13:2 (AMP)

"Do not neglect to extend hospitality to strangers [especially among the family of believers—being friendly, cordial, and gracious, sharing the comforts of your home and doing your part generously], for by this some have entertained angels without knowing it."

THE FOLLOWING POINT SCALE TO RATE THE RECEPTION SHE RECEIVED:

- 10 pts. ----- For a _____ from a _____.
- 10 pts. ----- For a _____ from a Nearby _____.
- 100 pts. ----- For an Exchange of _____.
- 200 pts. ----- For an Invitation to _____ or _____.
- 200 pts. ----- For an Invitation to _____ to _____.
- 1,000 pts.--- For an _____ to _____ Worshipper.
- 2,000 pts.-- For an _____ to Meet The _____.

 **QUESTION**

How do you think, _____ would rate?

 **BECAUSE LIGHTHOUSE OF THE VALLEY IS IN THE PEOPLE BUSINESS:**




Each _____ and _____, should build their " _____ of _____"
around meeting the _____ needs of _____ people.

 **ALWAYS REMEMBER...**

When the _____ takes place,

The only thing God is going to take with Him is _____... _____!

ANYONE DEALING WITH THE PUBLIC IS IN THE PEOPLE BUSINESS!

-  The successful _____ knows that he/she is not in the _____ business... he/she is in the people business.
-  The successful _____ knows that he/she is not in the _____ business... he/she is in the people business.
-  The successful _____ knows that they are not in the _____... _____... or _____ business... they are in the people business.

WHY DO CUSTOMERS QUIT? THE ANSWER:

- ____% Quit because they... _____.
- ____% Quit because they... _____.
- ____% Quit because they... _____.
- ____% Quit because of... _____.
- ____% Quit because of... _____.
- ____% Quit because of... _____.

 **SUCCESSFUL BUSINESSES OPERATE ON THE CONCEPT OF...**

The _____ is _____!

 **REMEMBER THAT...**

If we don't _____ our guests... _____ else will!

ACCORDING TO A CAMBRIDGE SURVEY OF 1500 AMERICANS:

- ____ in ____ customers are upset enough by poor service to stop doing business with the company who provided the poor service.
- ____% of ____ respondents say they will not return to a restaurant if they get poor service.

WHY DO NEW PEOPLE INITIALLY VISIT A CHURCH?

- ____% of first-time visitors attend a church because...
- A _____
- A _____
- AN _____
- A _____

GUEST "DO NOT" INITIALLY VISIT A CHURCH BECAUSE OF...

- _____.
- _____.
- _____.



✚ THE OLD SAYING IS...

People don't _____, until they _____!

GUESTS WILL RETURN FOR A SECOND VISIT BECAUSE OF...

#1 It is directly connected to... _____.

#2 It is directly connected to... _____.

#3 It is directly connected to... _____.

A GUEST GENERALLY REMAINS WITH A CHURCH BECAUSE OF...

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

TEN LIGHTHOUSE OF THE VALLEY, SANCTUARY MANNERS:

- 1) Don't _____ the _____ of the row.
- 2) Don't _____ for your _____ seat.
- 3) Don't _____ at _____ when they _____.
- 4) _____ at and _____ everyone you meet.
- 5) _____ as soon as possible.



- 6) Offer guest _____.
- 7) _____ your Bible.
- 8) _____ our guests.
- 9) _____ time to get _____ after service.
- 10) Be _____ to the _____ of our guests.

 **HERE'S THE MILLION DOLLOR QUESTION:**

Are you a nice _____ church member? Or are you
Genuinely concerned about the _____ of a stranger?

THE PEOPLE BUSINESS

HEBREWS 13:2 (AMP)


“Do not neglect to extend hospitality to strangers [especially among the family of believers—being friendly, cordial, and gracious, sharing the comforts of your home and doing your part generously], for by this some have entertained angels without knowing it.”

THE FOLLOWING POINT SCALE TO RATE THE RECEPTION SHE RECEIVED:

- 10 pts. ----- For a Smile from a Worshipper.
- 10 pts. ----- For a Greeting from a Nearby Person.
- 100 pts. ----- For an Exchange of Names.
- 200 pts. ----- For an Invitation to Coffee or Dinner.
- 200 pts. ----- For an Invitation to Return to Church.
- 1,000 pts.---- For an Introduction to Another Worshipper.
- 2,000 pts.---- For an Invitation to Meet The Pastor.

QUESTION




How do you think, LIGHTHOUSE OF THE VALLEY would rate?

 BECAUSE LIGHTHOUSE OF THE VALLEY IS IN THE PEOPLE BUSINESS:
Each MEMBER and MINISTER, should build their “CONCEPT of MINISTRY”
around meeting the REAL needs of REAL people.

ALWAYS REMEMBER...


When the RAPTURE takes place,
The only thing God is going to take with him is PEOPLE... NOT THINGS!

ANYONE DEALING WITH THE PUBLIC IS IN THE PEOPLE BUSINESS!

-  The successful RESTAURATEUR knows that he/she is not in the FOOD business...
he/she is in the people business.
-  The successful CLOTHIER knows that he/she is not in the CLOTHING business...
he/she is in the people business.
-  The successful CHURCH knows that they are not in the BUILDING... MUSIC.. or PREACHING
business... they are in the people business.

ONE PERSON WAS ASKED, WHY DO CUSTOMERS QUIT? THE ANSWER:

- **1%** Quit because they... **DIE.**
- **3%** Quit because they... **MOVE AWAY.**
- **5%** Quit because they... **ESTABLISH OTHER FRIENDSHIPS.**
- **9%** Quit because of... **COMPETITIVE REASONS.**
- **14%** Quit because of... **PRODUCT DISSATISFACTION.**
- **68%** Quit because of... **ATTITUDE OF INDIFFERENCE.**

 **SUCCESSFUL BUSINESSES OPERATE ON THE CONCEPT OF...**
The **CUSTOMER** is **NUMBER ONE!**

 **REMEMBER THAT...**
If we don't **CARE FOR** our guests... **SOMEBODY** else will!

ACCORDING TO A CAMBRIDGE SURVEY OF 1500 AMERICANS:


- **1** in **4** customers are upset enough by poor service, to stop doing business with the company who provided the poor service.
- **83%** of **1000** respondents say, they will not return to a restaurant if they get poor service.

WHY DO NEW PEOPLE INITIALLY VISIT A CHURCH?

- **86%** of first-time visitors attend a church because...
- **A FRIEND**
- **A RELATIVE**
- **AN ACQUAINTANCE**
- **A NEIGHBOR**

GUEST "DO NOT" INITIALLY VISIT A CHURCH BECAUSE OF...

- **Denominational Affiliation.**
- **Neighborhood Church.**
- **Church Doctrine.**

 **THE OLD SAYING IS...**
People don't **CARE HOW MUCH YOU KNOW,** until they **KNOW HOW MUCH YOU CARE!**

GUESTS WILL RETURN FOR A SECOND VISIT BECAUSE OF...

#1 It is directly connected to... HOW THEY WERE TREATED ON THE FIRST VISIT.

#2 It is directly connected to... THE CONTINUED INFLUENCE OF F.R.A.N.

#3 It is directly connected to... THE TOUCH OF GOD THEY EXPERIENCED.

A GUEST GENERALLY REMAINS WITH A CHURCH BECAUSE OF...

- **Helpful Services**
- **Relate to Minister**
- **Friendly People**
- **Theology**
- **Live Nearby**
- **Church Programs**
- **Follow-Up**
- **Children's Ministry**
- **Small Groups**
- **Facilities**
- **Service Schedule**
- **Church Size**
- **Denomination**

TEN LIGHTHOUSE OF THE VALLEY, SANCTUARY MANNERS:

- 1) Don't **HOG** the **END** of the row.
- 2) Don't **FIGHT** for your **REGULAR** seat.
- 3) Don't **STARE** at **NEW PEOPLE** when they **WALK IN**.
- 4) **SMILE** at and **GREET** everyone you meet.
- 5) **INTRODUCE YOURSELF** as soon as possible.
- 6) Offer guest **ASSISTANCE**.
- 7) **SHARE** your Bible.

- 8) COMPLIMENT our guests.
- 9) TAKE time to get ACQUAINTED after service.
- 10) Be SENSITIVE to the SPIRITUAL NEEDS of our guests.



HERE'S THE MILLION DOLLOR QUESTION:

Are you a nice COMPLACENT church member? Or are you
Genuinely concerned about the SPIRITUAL CONDITION of a stranger?



NEVER FORGET OUR SCRIPTURE TEXT...

*“Do not neglect to extend hospitality to strangers [especially among the family of believers—
being friendly, cordial, and gracious, sharing the comforts of
your home and doing your part generously], for by this
some have entertained angels without knowing it.”*