

First of all, let me say that not everyone is a good catcher. There's no shame in admitting that!

**But we want to help you sharpen your catching skills! We want you to be the best!**

**The late Larry Gibson was perhaps the best "catcher" we have ever had.**

**Larry was engaging, kind, and always presented a friendly, non-threatening persona.**

Larry grabbed the interest of passersby and made them want to stop and see what was going on inside our space. And we want to help you do the same.

**So, here are the 10-Commandment of Catchers!**

### **I. The 10 Commandments of Catchers (with talking points)**

#### **1. Present a positive/Christlike attitude & enjoy yourself**

- a. A welcoming spirit & demeanor
- b. Assertive but not overbearing or aggressive
- c. People are repelled by an obnoxious salesman

#### **2. Engage people – don't just bark out invitations**

- a. Find common ground
- b. Make eye contact but No physical contact
- c. We are not promoting gambling, so be careful with the word, "chance"

#### **3. But do not get tied up in conversation – quickly pass off to the coordinator, those who want to talk**

- a. Catchers, a good transitional statement is, "Hey, let me introduce you to one of our team members"
- b. Coordinators, watch your catchers. If they are getting tied up in conversations, step in and rescue them.

#### **4. No bait and switch – be honest about what we are doing**

- A. "Give us 3 minutes to tell you how our lives were changed by Jesus Christ" Or something to that effect.
- B. Catchers are witnesses for Jesus Christ just like the 3-minute story tellers.

#### **5. Don't move away from either side of the booth.**

- a. We should not be walking in front of the vendors on either side of our booth and should stay within ten feet of the front of our booth. BE GOOD NEIGHBORS.
- b. Don't block the view of the bike

## Catcher Training Notes

- c. Coordinators will position themselves behind the catchers & bike but in close proximity to make handing off seamless and smooth.
- 6. Do not yell at people.**
    - a. Be cordial and nice to everyone.
    - b. Remember who you are representing.
  - 7. Do not take pictures.**
    - a. We are not there as spectators or tourists. We are on-mission for Christ.
    - b. Plus, you never know who or what you might get in your picture
  - 8. Do not argue or get defensive with negative people.**
    - a. Expect at times to be confronted by negative people or even challenged.
    - b. You must always rise above angry or critical people, as Christ did.
    - c. Your job is not to win a debate, your job is to be a positive witness for Jesus Christ. Only the HS can bring conviction (and you ain't the HS!).
  - 9. Watch what you watch.**
    - a. You never know what will walk past our booth. Do not be caught off guard, and do not stare.
    - b. If an inappropriately dressed women enters, IMMEDIATELY find a female 3-minute-story-teller. Others inside the room will know to turn their backs to them as to block the view from gawkers.
  - 10. Remember you are engaging in Kingdom work.**

This not about motorcycles, it's about a Messiah! It is about eternity, not an adrenaline rush. Your presence, presentation and purity are vital in order for the Spirit to use us. And now let's talk to you about the logistics of catching:

## II. Logistics

This year we have added a new responsibility. That is the catcher coordinator. That person will take the person from the catcher and do a "hand off" to a sharer. They will introduce the person to the person sharing by using first names (that is why it is important to wear your name badge).

At times, people will walk right into the tent and up to counter without meeting with a person to share. We want to make sure that doesn't happen this year.

As you grab people's interest, you will smoothly pass them off to the coordinators positioned behind you.

## Catcher Training Notes

The coordinator will then assign them to an appropriate 3-minute storyteller. This process will maximize the catcher's time on the front line!

Coordinators, you are to stand behind the bike in close proximity to the Catchers.

Remember that we never want to impede the flow of traffic, so you may have to move around a bit.

Keep a close eye on your Catcher and be ready to step in if he has someone that just wants to chat. Rescue him from talkers in order to free him up to catch others. But your main job is to take the people he "caught" and assign them to an appropriate 3-minute storyteller. Learn to work together to make it a seamless process.

Remember that our goal is to get as many people as we can to hear the Gospel. That means, Catchers need to spend as much time as possible on the front line, engaging the crowd. Let the coordinators find the appropriate 3-minute story teller and worry about all the details! Catchers, if you are not able to get the crowd to come inside, don't be surprised if we send in a relief catcher! Sometimes it is necessary to replace catchers midway through a shift. If this happens, don't take it personally. It's all part of the process.