

21 KNOCK WITH BOLDNESS

TACTICS:	Objectives: <ul style="list-style-type: none">• Overcoming objections—“We’re not hiring, I can’t help you, Talk to HR...”
	Notes:
TAKE ACTION:	
PRAY:	Thank you, God, for... By faith I receive... Help me with...

What was I thinking?

For though we walk in the flesh, we do not war according to the flesh. For the weapons of our warfare *are* not carnal but mighty in God for pulling down strongholds, casting down arguments and every high thing that exalts itself against the knowledge of God, bringing every thought into captivity to the obedience of Christ, **2 Corinthians 10:3-5, NKJV**

The world is unprincipled. It's dog-eat-dog out there! The world doesn't fight fair. But we don't live or fight our battles that way—never have and never will. The tools of our trade aren't for marketing or manipulation, but they are for demolishing that entire massively corrupt culture. **We use our powerful God-tools** for smashing warped philosophies, tearing down barriers erected against the truth of God, fitting every loose thought and emotion and impulse into the structure of life shaped by Christ. Our tools are ready at hand for clearing the ground of every obstruction and **building lives of obedience into maturity.**

2 Corinthians 10:3-6, MSG

Why are we concerned with “bringing every thought into captivity” or “smashing warped philosophies, tearing down barriers against the Word of God, fitting every loose thought and emotion and impulse into a life shaped by Christ”?

Words—Thinking—Emotions—Decisions—Actions—Habits—Character—and that brings you to the Destination!

Emotions fuel our behaviors and, left to themselves, always lead us into sin and away from God. Why? They are a part of man's soul and not automatically transformed by Christ. Where do emotions come from? Our thinking, also a part of the “soul self.”

We get angry in our minds before anger comes. We are depressed in our minds before depression settles in. Once the emotion arrives, a ***bad decision is soon to follow.***

Where do our thoughts come from?

Observations-What are we giving our attention to?

Associations-Who or what are we spending our time with?

Teaching-What have we been taught by others?

How do we bring a wrong thought into captivity? With the spoken Word of God.

Isaiah 55:8-10 “For My thoughts *are* not your thoughts, Nor *are* your ways My ways,” says the LORD. “For *as* the heavens are higher than the earth, so are My ways higher than your ways, And My thoughts than your thoughts. “For as the rain comes down, and the snow from heaven, And do not return there, But water the earth, And make it bring forth and bud, That it may give seed to the sower And bread to the eater, (NKJV)

Overcoming Objections

Most people have too much to do and too little time to do it. So realize that the objections you will likely encounter are *not personal*. They are a by product of schedules that are hectic and the effort of busy decision makers to protect their valuable time. Do not be offended or immobilized by objections, rise to the challenge and overcome them.

Objection:	Response:
We don't have any openings.	"I realize that. Right now I'm only looking for information and I understand that you are a great resource for information about the Industry."
I'm too busy right now.	"When could I call you back? Could we schedule a time to meet? How about a phone appointment?"
I don't give Informational Interviews.	"I realize your time is limited. Would you have five or ten minutes right now to answer a few questions?"
I can't help you.	"I heard you were an expert in _____. I would really value some of your insight."
I really don't think I can help you.	"Could you refer me to someone knowledgeable in the field of ___?"
Call Fred, he can help you.	"I appreciate the referral. May I use your name?"
I'm tied up on a project for the next few weeks.	"Could you check your calendar for three weeks from today so we can schedule something or should I call back then?"
My workdays are already packed.	"May I buy you a 15-minute cup of coffee before work one morning next week?"
Send me a resume.	"Thank you. I will do that, but I would also like to meet with you at your convenience. Would you have some time next week?"
Send your resume to Human Resources.	"Is there a specific job opening in your company that you have in mind? Who is the hiring manager for that position? May I use your name when I contact him/her?"
We don't hire people with your skills.	"I'm not necessarily asking about your company, but I am looking for referrals who may have some specific information."
I'll call you back.	"If you tell me when you will have some time, I will be happy to call you back."