

Door- knocking

Opening lines – H&F/Westminster/Camden

- "We're from Doorstep Library, a free service that reads stories to children and lends books"
- "We're volunteers who like to share our love of reading by reading stories and lending books. Are there any children living here?"
- "We already read with lots of children in this area and are looking for more"

Opening lines – Lambeth

- "We're from Doorstep Library, a free service that reads stories to very young children and lends books. Do you have any children aged 0-2?"
- "We're volunteers who like to share our love of reading by reading stories and lending books. Are there any children aged 0-2 living here?"
- "We already read with lots of children in this area and are looking for more"

Things to say:

- Once a week, 15–20 minutes
- Babies up to 11/12 yrs (H&F/ Westminster/Camden)
- 0-2 yrs but we'll continue until their 4th birthday (Lambeth)
- We can read with their older siblings too (Lambeth)
- Community project
- Free
- We sit outside with our stools (don't mention going inside – they can ask if they want)
- If hesitant – “can we come back next week and see what you think?” “Would you like to just borrow a book instead?”

Tips to do

- Give them a flyer as you are explaining
- Have books out in your hand – looks more genuine and might attract the children – a book lent is a reason to return!
- Be gently persistent – reluctance is a natural first reaction, but minds are often changed after further explanation and space to think about it.
- Remember that you believe in Doorstep Library! You are offering something genuinely nice with no hidden agenda, your honesty and passion for it will be persuasive.

If they say no...

- **Remember that the families that need us most are the ones most likely to say no.**
- **If you get a “no”, respect the decision, but offer to just lend books on the doorstep or say “can we come back next week and see what you think?” OR “feel free to have a think about it and perhaps we could pop back to find out next time?”**
- **Remember that the concept of Doorstep Library is different, many people question why, or perhaps feel offended, make sure you listen and try to understand why they are saying no.**