

## *I'll make you fishers of men!*

The Bible goes into great details about sales. It gives strategies, concepts, what-to-do's, and what-not-to-do's. But first I define "selling" as: "Persuading someone to take advantage of an idea, product, or service that's in **their best interest.**" A true salesperson is 1st a servant.

Here are some of the Biblical strategies for sales success. **Be sold yourself** To convince others you have to be sold on it yourself. Paul had numerous hardships in being a messenger of Christ. He faced persecution, ridicule, beatings & imprisonment. But in spite of it all he wrote: "*But we continue to preach because we have the same kind of faith the psalmist had when he said, 'I believed in God, so I spoke.' We know that God, Who raised the Lord Jesus, will also raise us with Jesus and present us to himself together with you.* – 2 Cor 4:13-14 In other words, "I so believe in what I'm selling that I'm willing to endure this kind of rejection. Because what I'm offering **will** benefit the world!" **SALES= Trans-fer of Enthusiasm** Enthusiasm is essential to sales. If you're not fired up about what you're offering, why should your prospect be?! The word is Greek in origin; it means "inspiration or possession of God." When the early Christians saw someone convert to Christianity they had no word to describe the overwhelming joy that followed, so they created a word out of two words: "En" and "Theos" which together mean "God within." **Sell yourself** The Bible says, "*He who wins souls is wise*" Prov 11:30 This is sooo critical in selling. If your prospect is not sold on **you** they will not be sold on Jesus Christ. The worst thing you can do is try to win the sale without winning the soul. To win a soul is to win the prospect's trust and friendship—through genuine relationship building. Not through gimmicks, but genuine honesty and integrity. Why? *Because every message is ALWAYS filtered through the messenger. And if people don't trust the messenger, how can they trust her message?* When you succeed in building a genuine relationship you move from a "salesperson" trying to get them "to buy something," to a "consultant" helping them make "a wise decision." Relationship is key. **Sell your service** A sale never ends with the signing of a contract or a check. Christ's people need to know we will be there for them—for we are members of the Lord's flock. The Bible says, "*Since God assured us, 'I'll never let you down, never walk off and leave you,' we can boldly quote, 'God is there, ready to help; I'm fearless no matter what. Who or what can get to me?'"* Heb 13:5-6 Sales and service go hand in hand. Even though they've closed the deal they still service the account. Doing that opens a tremendous stream of new potential disciples. Service is still the best form of marketing. A new disciple needs to understand that we're there for them not after their money or time or talents.....

### MASS INTENTIONS:

**Sat. 5:30pm** for the health of Kim Littrell Petty at Teresa Giernazian's request. **Sun 9:00am** for the repose of the soul of Maxine Gleason at request of Bereavement ministry. **Sun 12:00pm** for all the people of St. Anna's parish family.

### TREASURE STEWARDSHIP:

**Offertory: \$ 7,609.50**

*Our Weekly Average Operational Expense is \$9,000*

### FAITH FORMATION NEWS

The **VIRTUS PROTECTING GOD'S CHILDREN** class is next **SATURDAY, JANUARY 28<sup>TH</sup>** from 9:00 a.m. to 12:00 p.m. Any adult over the age of 18 who wishes to work with, chaperone or volunteer with children or youth at St. Anna's must take this class. This includes volunteers for Summer Days VBS, youth group (Life Teen), catechists, substitute catechists and any other program/activity involving children or youth. You must register for this class at [www.virtus.org](http://www.virtus.org). Registration is still open. If you have any questions, contact Deb Farabaugh at [dfarabaugh@st-annas.com](mailto:dfarabaugh@st-annas.com).

**CONFIRMATION INTERVIEWS** continue this week on Monday & Tuesday, January 24<sup>th</sup> & 25<sup>th</sup>. Please call Mrs. Deb at 770-267-7637 if you have not scheduled your interview yet.

Next Sunday at the 12:00 p.m. Mass our Confirmation candidates will celebrate the **RITE OF ENROLLMENT**. Our 23 Confirmation candidates will sign their name in the Book of Enrollment indicating their desire to seek the Sacrament of Confirmation in the spring. Please keep the following youth in your prayers: Thomas Ashley, Patrick Bardy, Clara Bennett, Sarah Bennett, Wesley Breedlove, Sarah Colgan, Jaxon Cowles, Graham Fenn, Samantha Goodwin, Anastashia Han, Charles Hester, Catherine Lazenby, Hunter McElveen, Luke Miller, Chloe Needham, Alexis Needham, Morgan Parker, Maria Rodriguez, Austin Schorr, Max Smith, Sarah Sykes, Nicholas Warren & Jake Wissing.

### YOUTH MINISTRY NEWS

**WYN (Wednesday Youth Night)** is this Wed., January 26<sup>th</sup> beginning with Mass at 6:00 p.m. in the Chapel & followed by pizza, fun and fellowship in the Parish Hall.

**DO YOU LIKE TO SING OR PLAY A MUSICAL INSTRUMENT?** We are looking for singers and musicians for our **YOUTH MASSES** which will be held on the 2<sup>nd</sup> and 4<sup>th</sup> Sunday of every month at the 12:00 p.m. Mass. If you are interested, please contact Mrs. Deb ([dfarabaugh@st-annas.com](mailto:dfarabaugh@st-annas.com)) or Jake Mappes ([jmappes24@gmail.com](mailto:jmappes24@gmail.com)). "Help us make a joyful noise unto the Lord!"

# WELCOME

We're Glad You're Here

*Deacon John and Regina Duffield, Daniel and Lolita  
Juarez, Patricia Buttner, John and Abbey Mercier*

**FAMILIES OF FAITH** will meet next Sunday, January 29<sup>th</sup> at 5:30 p.m. in the Parish Hall for a pot luck dinner and Bible Study. Child care is provided. Contact Shauna Cantrell at 770-905-6603 or [cantrellsh@gmail.com](mailto:cantrellsh@gmail.com).



All women are invited to the **MAGNIFICAT PRAYER BREAKFAST** on Saturday, January 28, 2017, from 9:30 a.m.-12:00 p.m. at Holy Cross Catholic Church, 3773 Chamblee Tucker Road, Atlanta. The guest speaker will be Gail Buffong, of St. Benedict the Moor Church, Columbus. Breakfast reservations are \$15 and must be made in advance. Please mail check, payable to Magnificat Joyful Visitation, by Jan. 21st to: Debbie DuPont, 315 Rose Court, SW, Lilburn, GA 30047. Check-in is at the door for those with reservations only. For information call Debbie DuPont at 770-696-6216.

Join us for Trivia Night,  
For all Parishioners  
Saturday, January 28  
Parish Hall at 7:00pm  
Join the Fun at your Parish!  
Bring a team OR join a team-  
\$10/player  
Cash prizes, Door prizes, snacks & drinks provided  
BYOB - - O.K.



**Did you know...** that there are, in the church facilities: 48 Rooms, 451 lights, 132 light switches, 220 outlets, 101 doors, 54 windows, 6 restrooms, 11 toilets/ urinals, and 18 sinks . **...now you know!**

**St. Anna's Album:** Anyone interested in helping to put together photo albums of St. Anna's parish family, please contact the office for details.

## Nursery

Available for Mass

9:00 Mass

Jan. 22 - NEED SOMEONE!

Jan. 29- Marianna Tanner

12:00 Mass

Jan. 22 - Meagan Xydias

Jan. 29 - Joyce Stodghill

## BBQ Ticket Sales



This is the last week to get your tickets for BBQ.

Pick Up is Feb 4th in the Parish Hall. Be prepared for your Super Bowl Party!

## 2017 Annual Appeal

A letter for Archbishop Gregory was mailed to all previous donors for the Archbishop Annual Appeal recently. He is asking for continued support for the many important programs that help thousands in our archdiocese each year. The goal for the 2017 appeal is \$8,000,000 and the goal for our parish is \$33,000. Please respond generously when you receive your letter. For more information, and to donate online, visit the appeal website at [aaappeal.archatl.com](http://aaappeal.archatl.com).

Gifts of IRAs to the parish: The IRA Charitable Rollover is permanent. If you are 70 1/2 or older, you can make a gift directly from your IRA account to help support the work of your church and benefit from lowering your income and taxes. Please contact Juliet Greco for more information: [jgreco@cfnga.org](mailto:jgreco@cfnga.org) or 404-497-9440.



**ADORATION:** Every Friday from 6am-12:15pm someone is in prayer before the Blessed Sacrament in the CHAPEL.

## Meeting times for the week:

- OLPH - Every Mon. @ 3pm (102/3)
- Centering Prayer - Every Mon. @ 7pm (Chpl)
- RCIA/RCIC - Every Tues. @ 7:15pm (107/8)
- Parish Bible Study - Every Wed. @ 10am (105)
- Adoration - Every Fri. @ 6am-12pm (Chpl)
- Women's CRHP- Monday 1/30/17 @ 6:30pm
- Men's CRHP- Monday 1/30/17 @6:00pm
- Families of Faith- Sunday 1/29/17 @5:30pm (PH)



**WEEKLY READINGS - Jan. 22 thru Jan. 28**  
Saturday: Confessions begin at 4 PM

**Sunday:** Is.8:23-9:3/Ps. 27:1-4,13-14/I Cor. 1:10-13,17/Mt. 4:12-23

**Monday:** Heb 9:15,24-28/Ps. 98:1-6/Mk. 3:22-30

**Tuesday:** Heb.10:1-10/Ps. 40:2,4ab,7-8a,10-11/Mk. 3:31-35

**Wednesday:** Acts 22:3-16/Ps. 117:1-2/Mk. 16:15-18

**Thursday:** 2 Tim.1:1-8/Ps. 96:1-3,7-8,10/Mk. 4:21-25

**Friday:** Heb. 10:32-39/Ps. 37:3-6,23-24,39-40/Mk. 4:26-34

**Saturday:** Heb. 11:1-2,8-19/(Ps)Lk. 1:69-75; Mk. 4:35-41