



VBS Retailer Guide 2017



Regular Baptist Press • Building Lives by the Book



Students will experience medieval life, complete with a castle, knights, and royalty. Through the lessons, they'll see God's sovereignty, love, and faithfulness demonstrated in the life of David, and will learn to praise the King of the universe.

"Sing praises to God, sing praises: sing praises unto our King, sing praises" (Psalm 47:6).



Lesson Overview

Lesson 1 Lesson 2 Lesson 3 Lesson 4 Lesson 5

CHOSEN: SAMUEL ANOINTS DAVID

Loving God
1 Sam. 16:1–13

Students will understand that having a heart pleasing to God begins with trusting Jesus as Savior.

MEMORY VERSE
1 Sam. 16:7

TOPIC
God is King.
Approach Him
with love.

EMPOWERED: DAVID FIGHTS GOLIATH

Trusting in God
1 Sam. 17:1–51

Students will identify tasks for which they can trust God for strength and courage.

MEMORY VERSE
Ps. 91:2

TOPIC
God is King. Trust
Him for strength
and courage.

PROTECTED: JONATHAN WARNS DAVID

Praising God
1 Sam. 18:1–14;
20; 23:14–18

Students will discover ways to praise God even when times are hard.

MEMORY VERSE
Ps. 18:2, 3

TOPIC
God is King.
Praise Him, for
He is worthy.

CROWNED: DAVID HONORS GOD

Telling others
about God
2 Sam. 4:4; 9:1–7

Students will honor the King by telling others about Him.

MEMORY VERSE
1 Chron. 16:8

TOPIC
God is King. Tell
others about Him.

PROMISED: GOD KEEPS HIS WORD

Giving thanks
to God
2 Chron. 6:1–14

Students will praise God in song and in prayer.

MEMORY VERSE
Ps. 47:6, 7

TOPIC
God is King.
Thank Him for
His faithfulness.

Over the Moat is adaptable to your schedule. Each daily program is designed to last between two and three hours.



Dear Valued Retailer:

Your bookstore is eligible for **Package A** (10 kits, 5 visual packets, & 5 puppet scripts w/CD at a 35% discount), **Package B** (3 kits, 2 visual packets, & 2 puppet scripts w/CD at a 30% discount), and/or your **standard retailer discount**. Both packages receive special billing terms and conditions, which are detailed in this retailer guide.

Our customer service representatives (800.727.4440) and regional managers are just a phone call away and are available today to discuss these package options with you!

RBP is a trusted source of Biblical life-building that customers continue to look to. We provide all kinds of church educational resources that are true to God's Word and encourage maturity in Christ. VBS is a great lead-in to our Sunday School curriculum and small group Bible studies (which include lines for women, men, and spiritual development). RBP's VBS, Sunday School curriculum, books, and Bible studies are available for retailers to carry in their stores.

RBP looks forward to working with your bookstore to provide quality Vacation Bible School resources to the ministries you serve.

Serving Him Together,

Business Director
888.588.1600, ext. 887

U.S. Regional Manager

Alan Wilson
888.588.1600, ext. 894

RBP Canada

Phil & Brenda Walker
800.366.8004

Foreign

Customer Service: 1.847.843.1600
(M-F 8 a.m.–5 p.m. CST)



Retailer Package Deals

Package Options

ITEM	RETAIL	PACKAGE A		PACKAGE B	
		Qty.	Disc.	Qty.	Disc.
Introductory Kits	\$109.99	10	35%	3	30%
Visual Packets (with CD)	\$17.99	5	35%	2	30%
Puppet Scripts (with CD)	\$17.99	5	35%	2	30%
Catalogs	\$0.05*	25	100%	10	100%

*\$0.05/catalog after the stated quantities of catalogs are provided.

Special Billing Terms and Conditions

- Orders must be received by **December 30, 2016**, to qualify for special terms.
- SPECIAL Terms for Package A or B only; invoice is due **120 days net**.
- Your account must be current (no invoices over 60 days old).
- Product is shipped immediately upon availability.
- Call for Return Authorization before sending any products back (1.800.727.4440).
- **Unsold kits** must be returned between **July 3 and July 28, 2017**, for full credit. This is subject to the usual requirements and conditions listed at www.RegularBaptistPress.org/retailers.
- Returns of other package items must arrive in our warehouse by **September 15, 2017**.

NOTE: Retail customers ordering individual kits, **not packages**, will receive their standard discount and standard terms on VBS kits.



Please refer to our
full Bookstore Policy at
RegularBaptistPress.org/retailers
for complete details.



RBP Bookstore Policy

Standard Discount Schedule

TYPE	PRODUCT # RANGE	DISCOUNT
VBS Products	3000–32000	
	Orders up to \$499 retail	25%
	Orders \$500+ retail	35%
RBP Tracts	4000–4999	35%
RBP Books	5001–5999	25–55%
Non-RBP Items	6000–9100	10%
Drop Ship to Customers		10%

Discount schedule varies.

Terms of Payment

Invoices are due 30 days net. The only exception would be the special discount packages listed in this retailer guide (p. 4).

Returns for Credit

Return Authorization is required. You must call to receive an RA number before returning any products (1.800.727.4440). The RA number must be marked on all shipping cartons and on all return documents.

Return Policy

All VBS returns are subject to the return policy available at RegularBaptistPress.org/retailers.

General guidelines:

1. Return credit is **limited to 10% of VBS purchases** (excluding kits). You will receive no credit beyond this amount.
2. All returned merchandise must be in salable condition.
3. Materials that are used, damaged, incomplete, that contain dealer marks or labels, or that are otherwise nonsalable will not be accepted for credit.
4. Music and other media items (CDs, etc.) must be unopened.
5. Multipackages must be complete and unopened.

Return Packing Instructions

- The RA number must be marked on all shipping cartons and on all return documents.
- A packing slip listing the returned products with the RBP invoice number, purchase date, and discount, or a copy of the original invoice must be enclosed with all returns.
- List the total number of cartons being shipped.
- Returns will be credited at 45% of the price if this procedure is not followed.

Return Deadlines

- Kits must be shipped prepaid and must be received no later than **July 28, 2017**.
- All remaining products must be received by **September 15, 2017**.

Why Sell RBP VBS?

A strong emphasis on the salvation message

VBS could be your customers' biggest evangelistic outreach event of the year! Don't limit your potential impact by using themes light in content and evangelism. With RBP VBS, no teacher ever has to be without a copy of the salvation message; it's a **fully integrated program**:

- Every lesson includes ideas to emphasize the truths of the Bible story.
- Activities help students put each Bible lesson into practice in daily life.
- Volunteers can choose discussion starters in every part of the program to reinforce the salvation or discipleship message.
- The salvation message is on the back of every teacher book, director's guide, and gospel bookmark.
- More than 15 evangelistic tools are available in our catalog—including tactile learning tools such as Good News bracelet kits and beach balls.

Endorsed by the world's largest evangelistic outreach ministry to children

Customers know that we truly are **the evangelistic VBS** and have been since we started back in 1972. Even the world's largest evangelistic outreach ministry to children recognizes this!

RBP is the only VBS publisher recommended by CEF®!

Find out why at www.rbpVBS.org/CEFrecommends.

Lots of awesome decorating options

We know that **decorating is an important factor when customers choose their VBS**. Our director's guide, teacher books, and decorating CD help churches imagine what Over the Moat can look like. We provide ideas that they can do on their own and also recommend using any of the **30+ decorating items from our catalog**.

A simply affordable kit!

Some themes have two to three levels of kits—only some of them being “super.” Aren't you tired of having to stock multiple kit levels for one theme? **RBP keeps it simple—one kit available in two versions (KJV or NKJV)**.

What makes a kit “super”? The Over the Moat VBS Intro Kit contains 59 items valued at over \$190! **All that for only \$109.99; we think that's pretty super!**



Marketing Resources

Catalogs

Our retailer version catalog is an effective way for retailers to convey to ministries what Over the Moat is all about. RBP provides retailers with an online catalog of the bookstore version of the VBS catalog. This version strips RBP's contact information off the footer of each page.

There are two ways to connect your customers to the catalog:

PRINT—Each retailer receives two complimentary copies of the bookstore version catalog. If you desire additional copies, you may purchase them at the low price of \$0.05 per catalog online or by phone. The product number is 98V17; it's best to order catalogs with other product orders to keep shipping costs low. You may order the U.S. version of the VBS catalog (containing RBP contact information in the footers) at no charge.

ONLINE—We encourage you to use this tool to promote the VBS catalog on your website!

ONLINE LINK—You can place a link anywhere on your website, and it will open to a stand-alone page of the bookstore version catalog.

ONLINE EMBED CODE—You can also embed the catalog so that the customer actually sees the catalog on a particular page of your website, rather than having to click a link to open it in another page.

Find the link or embed code in the VBS 2017 Marketing Resources post at www.RegularBaptistPress.org/retailers.

Promotional Video

We have a retailer version of our VBS promo video. Like our bookstore version catalog, our retailer version promo video does not contain RBP contact information. You may wish to display the promotional video on your own website. You can find a link to the embed code by visiting the VBS 2017 Marketing Resources post at www.RegularBaptistPress.org/retailers.

Here Are a Few Retail Promotional Ideas

- Show the promotional video in-store or during a promotional event.
- Set up an in-store castle-themed display using any of the products shown in the decorating section of the VBS 2017 catalog.
- Encourage VBS director brainstorming by linking your customers to www.rbpVBScommunity.org.

Web Images/Clip Art

If you have a website, you may download VBS product images from our retailer page (or directly through this link: <http://www.RegularBaptistPress.org/retailers/VBS17>). We also have logos and clip art available on our VBS website (2017rbpVBS.org).



Help Strengthen Churches with children's ministry resources **FROM RBP!**



**Sunday School • Jr. Church • VBS
Missions • Nursery • More!**

Approved retailers get up to 35% off.
Visit RegularBaptistPress.org/retailers.