

INTRODUCTION AND PURPOSE
FOR
CHRISTIAN MOTIVATIONAL TECHNIQUES

God bless and welcome to the Christian Motivational Techniques class. In 1970, I remember hearing and then reading "My people are destroyed for lack of knowledge...." As I looked around I could see this was still true. I remember asking one individual how many people she had signed up for the Power for Abundant Living class. Her response was, "I am working with a good friend and she is almost convinced to take the PFAL class." I asked, "Who else are you working with?" "No one," she replied. "How long have you been working with your friend?" "About seven years," she said. At this time in my life it became a personal challenge to develop a motivational program.

In the spring of 1970, Dr. Wierwille and I sat in his office and checked the motivational techniques with the Word of God. We decided that a class should be developed using these techniques. Since then, it has been refined so that you have available the best class in human motivation.

This class is designed to help you motivate people to enroll in PFAL classes. We may be highly motivated; but, unless we can motivate others, we will soon lose our motivation. We are dealing in the five senses because most people you deal with are five-senses minded.

Choose one person you can and will motivate to take the PFAL class.

Name _____

Address _____

Relationship _____

How many times I have talked to this person about PFAL _____

We need to notice that we are not as conscious of the feelings and thoughts of the people we love as we are of strangers. So, let's look at the person we want to motivate in a new light, as someone that needs and wants the class. Step-by-step, let's apply the techniques as they are taught to enroll that person.

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Please view video at least once before looking at this information.

Session I
Segment I

"How you look speaks so loudly I cannot hear you."

This is a quotation that holds true in the five-senses world. It is like a big dog sitting on the path where we are walking. His tail is wagging and his teeth are showing. We do not know which end to believe. We sometimes dress like this and people do not know whether to believe us. So the best dress is in taste. A tuxedo in a mall would not be in good taste. Dress for the circumstances!

I. Showing appreciation

A. Showing appreciation by the way you dress

1. How do I look in comparison to whom I am talking?
2. Dress appropriately to get appropriate attention.
(For example: To dress in a leisure suit to attend a formal dance would be inappropriate.)
3. Groom favorably to get a favorable response or attention.
(For example: Have clean nails, shoes shined, clean hair, overall appearance should be neat and clean.)
4. If you are unsure of the proper dress for an occasion or how to put an outfit together, seek help within the family or from a good clothing store.

People are starving for appreciation. Within the five senses we all crave and need appreciation. How do I give it?

With sincerity. What is it to be sincere? According to Webster, it is to be pure, unadulterated, unmixed, unfeigned, genuine, the same in reality as in appearance; honesty of mind; freedom from pretense.

A sincere compliment has to come from your heart.

One difficulty is that we have to look at people positively instead of negatively. In other words, what do we like about them instead of seeing their shoes are not shined or their shirt is unbuttoned.

B. Why do we show appreciation?

1. All people need to be recognized. (For example: Andrew Carnegie gave 300 million dollars with the sole purpose of forming libraries. The one stipulation was that they would all be named after him.)
2. Giving appreciation must be difficult or people would do it more often. Also, people wouldn't have such a great need for it.
3. Appreciation is a need for both the believer and the unbeliever. The unbeliever needs it more, as he doesn't have the Word.
4. The believer needs fellowship and the unbeliever needs acceptance.
 - a. People have been beaten down and told they have nothing to offer.
 - b. All people, especially the physically deformed, financially depressed, unattractive and those with personal problems, need someone to take an interest in them. They need appreciation and attention.
 - c. When you first meet someone, don't jump in immediately and tell them you can change their life in five minutes. Accept people the way they are when you first meet them. Get them started in one area.

Once we can overcome the shocked reaction of people, we can open any conversation with a compliment. People will look at you very suspiciously and will withdraw when receiving a sincere compliment. Don't let that bother you. They will still like it if it is sincere.

How many of us have complimented our family for what they have done for us? Do we send thank you cards for a gift? Do we thank our sponsors?

Make a list now of people you are going to compliment and why.

Compliment

Why

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Or Call

_____	_____
_____	_____
_____	_____

Write today if they live far away.

Give sincere compliments whenever possible.

SUMMARY

Something not sure of.

Something done well.

Be specific.

Give a compliment daily.

It will increase your confidence.

Our lifetime assignment:

To everyone I see, think--What do I like about that person?

Notes:

PRACTICE SHEET FOR
THE COMPLIMENT STEP

The Compliment

What I said _____

Why I said it _____

Why it is important to them or how did they develop it? _____

People are so concerned with their own problems that they don't think they have time to listen or pay attention. We need to divert their attention from themselves to us. 90 to 95 per cent of a person's waking time is spent thinking about themselves. Therefore, we shouldn't be offended if we have difficulty in getting favorable attention. We must be consciously aware that our attention is favorable to the person we are talking with.

The best ways to get favorable attention are:

1. Startling statements.

2. Questions.

3. Mystery.

4. Compliment.

5. Referral.

6. Newspaper .

7. Big name .

8. Gift .

BE SPECIFIC

We control the direction of the interview by what we say .

What you say and how you say it are important .

We have to learn to be good listeners .

We want to show people how they can improve , not assume they are doing something wrong .

We can't let people have their fingers in their ears spiritually .

INTEREST

We want people to be saying "Tell me more ."

We have to give people a reason to believe us. This is accomplished by solidifying our compliments and phrasing our statements so the other person will say "Tell me more."

BIG FAT CLAIM

(Example of a Big Fat Claim--"You will inherit riches beyond your wildest expectations.") They are saying to themselves, "I don't believe you . . . tell me more."

We have to lower ourselves--get in tune with people to bring them up to our level.

We have to consciously apply the principles to control the conversation.

BE SPECIFIC

When we fail to help other people, we have failed.

The PFAL class can be tied into this person's life at this point.

TWIGS

We have to learn to think.

This is a difficult part in the learning process.

Once again, we have to get in tune with the individual.

Example of the holy spirit pin used--why does it have meaning. We don't want to make assumptions.

We get so concerned with failure that sometimes we fail.

If we make the claim big enough, the person has to respond positively.

People are like sheep and we lead them along with the words we speak.

We have to keep the big fat claim to 25 words or less.

You don't have to please the other person as much as you want to motivate them.

We must get organized and not talk so much.

Don't keep saying, "Wouldn't you be interested?" We are to create the interest. Rather say, "There's a way . . ." Don't be general about what the other people do. Make the attention step short and to the point. We want them to say, "Tell me more."

BE SPECIFIC

Review--Compliment

Compliment for my PFAL prospect: _____

Attention step: _____

Interest step: _____

Notes:

BE SPECIFIC

Sample Compliment, Attention and Interest

I certainly like the color of your dress. The colors blend very well with your shoes and purse.

Thank you.

How did you arrive at such an excellent color combination?

I asked a friend who is adept in fashion and grooming for some suggestions on how I could improve my appearance. She gave me some hints on colors that would enhance my skin, hair, etc. This outfit is a result of her hints.

Why is it important to you to look nice, so much so that you'd seek outside help?

When I look nice and know that I look nice, I feel better.

Attention:

Then if there were a way you could feel good about yourself all the time, you would want to know about it.

Yes.

Interest:

The reason I mention this is that there is a class designed to help you feel good all the time.

BE SPECIFIC