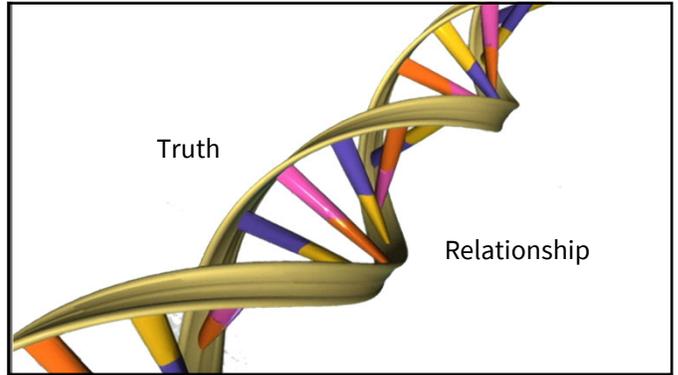


HOW TO STAND FOR TRUTH AND BE NICE AT THE SAME TIME

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7 WAYS TO WIN HEARTS AND MINDS

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1. SHOW CARING

- 55% of our communication is through posture and facial expressions
- 38% of our communication is through tone of voice
- 7% of our communication is through words

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PLAYING DUMB

- Can you help me understand?
- Can you show me?

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2. AVOID CREATING UNSOLVABLE FEAR:

"I am concerned about what is happening in our country, but we are not helpless."

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3. ACKNOWLEDGE THE NEED FOR SOCIAL VALIDATION

"I know how important it is to know that you're in good company. You might be surprised by the number of people who find what I am saying plausible."

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4. OFFER A WAY TO BE CONSISTENT

"You are a good listener. Thank you for your willingness to talk about difficult subjects with me. I want you to know that I would stand up for your freedom to say what you think, and I hope you would do the same for me."

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5. DEFLECT HOSTILITY

- **Acknowledge differences.** "We have differences and that's okay."
- **Focus on commonalities.** "We both care about making life better for those around us."
- **Be friendly, but don't grovel or compromise.** "I know we don't see eye-to-eye, but you've given me a lot to think about and I hope you feel the same."

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6. DON'T BE DISCOURAGED BY RESISTANCE

"Thinking this through with you makes both of us stronger."

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7. ASK FOR CHANGE

"What are the barriers that would stop you from living a life that is fully committed to Christ?"

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7.5 KEEP YOUR MOOD POSITIVE!

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