

The POWER of INFLUENCE



**How To Win Back What Has Been Lost
Why “Nice Guys” Should Finish First**

Never Give Up

(Taking Back What's Been Stolen)

- Success consists of getting up one more time than your knocked down.
- David at Ziklag
- David asked the Lord if he should pursue them and was told, that he should (1) pursue (2) overtake and (3) without fail, recover all.
- Abraham's nephew Lot was kidnapped.
- He took 318 TRAINED servants and pursued, overtook and recovered all.
- Bad things happened to good people, but they didn't just accept it. They recovered all!



Is Your Life Difficult Now?

- This too shall pass
- *“For our light affliction, **which is but for a moment**, is working for us a far more exceeding and eternal weight of glory,” Verse 18 continues, “while we do not look at the things which are seen, but at the things which are not seen. For the **things which are seen are temporary, but the things which are not seen are eternal.**”*
- *“Watch ye, stand fast in the faith, quit you like men, be strong.” (1 Cor 16:13)*
- The day my life turned around in 1985. Started with a question... “Are you tired of feeling sorry for yourself?”





“Nice Guys Finish Last”

- *“Behold, I send you out as sheep in the midst of wolves. Therefore, be **wise as serpents** and harmless (innocent) as doves.”* (Matthew 10:16)
- Christian man told me he was losing business because he refused to lower his standards and use high pressure, manipulative sales techniques to close business.
- His competition on the other hand apparently had no scruples and seemed to be prospering despite their use of heavy handed, high pressure “closing” techniques and other questionable selling tactics.
- He was beginning to believe the lie that “Nice guys finish last!”
- He felt he would have to choose between his convictions or profits, as if they were somehow mutually exclusive.



Nice Guys Can & Should Finish FIRST

- Nice guys work hard, compete vigorously, though fairly.
- Excel in providing the best service, the best product, and the most innovative ideas in the most clear, concise and compelling manner.
- They don't "flinch in the face of sacrifice, hesitate in the presence of the adversary, negotiate at the table of the enemy, ponder at the pool of popularity, or meander in the maze of mediocrity."



Four Skills Nice Guys Master

- Win the **heart** (Cannanite Conquest)
- Build the **trust** (Life of Jesus – Phil 2:5-8)
- Develop the **rapport** (“Show yourself friendly” Proverbs 18:24)
- Earn the **respect** (Do you see a man who [h]excels in his work? He will stand before kings; He will not stand before [i]unknown men.” Prov 22:29)
- Colorado guy / Satellite dish salesman



**7 Strategies For Gaining Influence, Recovering What Was Lost
And Winning in the Marketplace**

7 Strategies Paul (And Jesus) Used

1. Reasoning
2. Questioning
3. Stories / Illustrations
4. Be led of the Spirit
5. Operate in the Gifts
6. Your testimony
7. Speak the Word



A complex fractal pattern with blue and white tones, featuring intricate spirals and wavy lines. The pattern is dense and recursive, with many smaller versions of the overall structure nested within it. The colors range from deep blue to light blue and white, with some darker, almost black, spots in the center of some spirals.

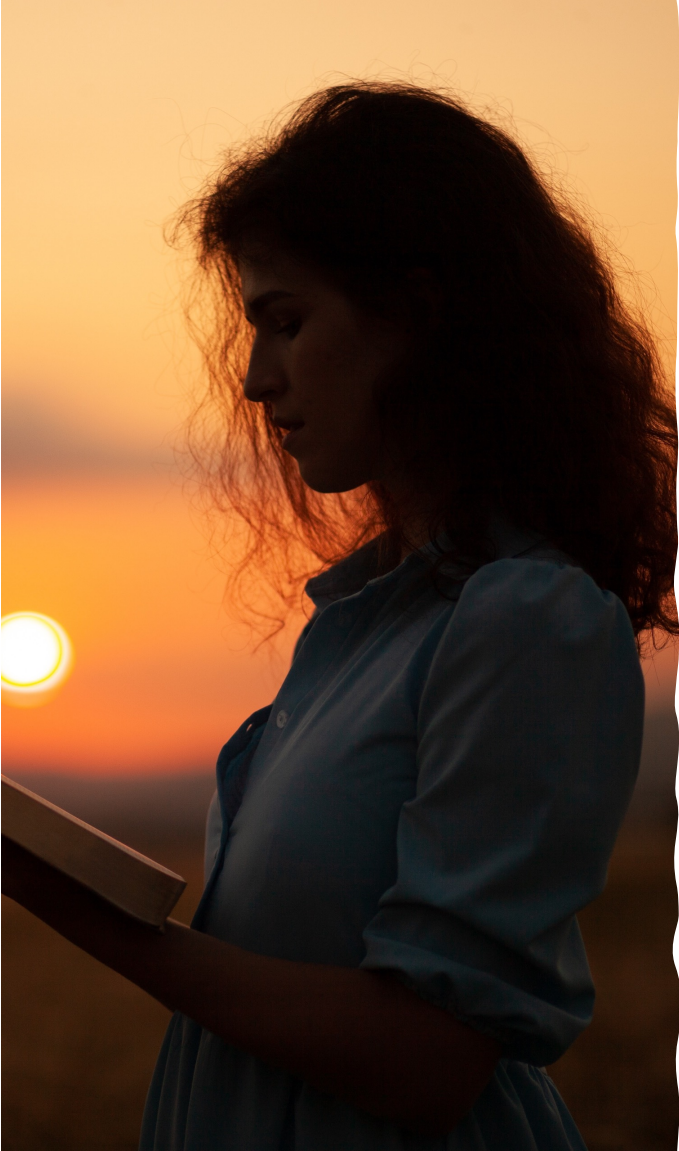
1) Reasoning

What Does This Verse Mean To You?

“The weapons of our warfare are not carnal, but mighty in God for the pulling down of strongholds, casting down arguments and every high thing that exalts itself against the knowledge of God, bringing every thought into captivity to the obedience of Christ.”

(2 Corinthians 10:4-5)





2 Corinthians 10:4-5 (MQP-AMP)

- For the weapons and instruments of our warfare are strategic and tactical, not carnal and governed by mere human nature or aroused by the depraved animal nature. They are mighty and powerful like dynamite, capable of producing results through God to the pulling down, destruction and demolition of strongholds – **those arguments and reasonings** on which someone relies on to defend their beliefs.
- Casting down (without the notion of violence) imaginations, **reasonings, arguments**, and every high-minded barrier that pridefully exalts itself against, and opposed to, the true knowledge of God based on direct, personal knowledge and experience, and bringing into captivity, every thought, purpose or perception to the submission to, and compliance with Christ.

Areopagus Hill was the setting
for Paul's preaching of the
'*Sermon of an Unknown
God*' in 51 AD

- Now while Paul waited for them at Athens, his spirit was provoked within him when he saw that the city was given over to idols. (Jamaica - Hindu's)
- Therefore he **reasoned** in the synagogue with the Jews and with the *Gentile* worshipers, ***and in the marketplace daily with those who happened to be there.***



School of Tyrannus in Ephesus

- And he went into the synagogue and spoke boldly for three months, **reasoning and persuading** concerning the things of the kingdom of God.
- But when some were hardened and did not believe, but spoke evil of the Way before the multitude, he departed from them and withdrew the disciples, **reasoning daily in the school of Tyrannus.**
- And this continued for two years, **so that ALL WHO DWELT IN ASIA** heard the word of the Lord Jesus, both Jews and Greeks.



“Reasoned”

- The Greek word "dialegomai" (διαλέγομαι) comes from the root words "dia" meaning "through" or "across," and "legomai" meaning "to speak" or "to converse."
- In ancient Greek philosophy, dialegomai referred to a method of inquiry and debate where two or more people **engage in a conversation** in order to arrive at a deeper understanding of a particular topic or issue.
- This **method of inquiry** was used by famous philosophers such as Socrates and Plato, who believed that **the best way to uncover the truth was through a dialogue that examined assumptions and ideas, challenged beliefs, and sought clarification.**



The Acropolis

- When Paul went to Athens... He didn't say anything about binding the strongman over Athens while in his prayer closet.
- He went to where the strongman lives (in the minds and hearts of people) and took their arguments captive and brought those folks to Jesus.
- King Agrippa: Almost persuaded...



Keys For Successful Reasoning

(Come, let us reason together... Isaiah 1:18)

- **Active Listening:** Active listening involves giving your full attention to the person you are speaking with and seeking to understand their perspective. This means asking questions, reflecting on their points, and acknowledging their feelings and experiences.



Keys For Successful Reasoning

(Come, let us reason together... Isaiah 1:18)

- **Empathy:** Empathy is the ability to put yourself in someone else's shoes and understand their feelings and experiences. It requires an open mind and a willingness to consider their perspective, even if you don't agree with it.



Keys For Successful Reasoning

(Come, let us reason together... Isaiah 1:18)

- **Critical Thinking:** Critical thinking involves analyzing information, evaluating evidence, and making informed judgments. This means examining your own assumptions and biases, as well as those of the person you are speaking with. It also means being able to identify logical fallacies (false arguments) and faulty reasoning.



The Trump Card of Reasoning

*"For I will give you a
mouth and wisdom,
which all your
adversaries shall not
be able to gainsay nor
resist."*

(Luke 21:15)



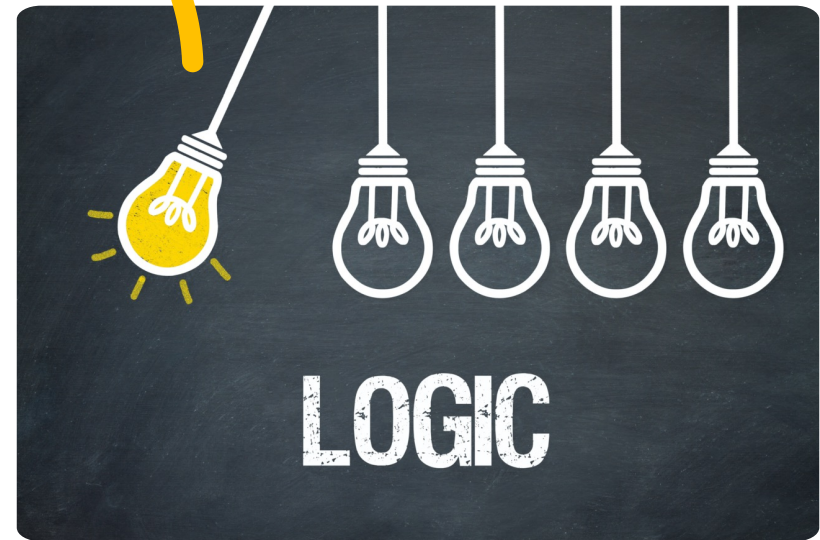


The Art of Reasoning

- Using logical and critical thinking skills to analyze information and draw valid conclusions.
- Effective reasoning involves several key elements, including the ability to identify assumptions and biases, recognize logical fallacies (false arguments), evaluate evidence, and construct clear and persuasive arguments.

The Proper Use of Logic

- God never speaks to me in German or Icelandic. Why? Because my mind has not been trained in those languages.
- God is logical.
- We get the word “logical” from the word “logos”.
- In the beginning was the “logos” and the “logos” was with God and the “logos” was God. (John 1:1)
- If you learn how to think logically, you will more readily recognize the logic of God, which is unassailable.
- Paul said “Follow me as I follow the example of Christ.”
- Paul was skilled in the use of reason and logic



Argument: Logic is Not Very Spiritual

- They say that we shouldn't be using our mind to accomplish spiritual objectives.
- Firstly, it is our responsibility to be transformed by the renewing of our minds.
- Secondly, you can't be more spiritual than Jesus and He is the logos of God. He is the personification of logic.
- If you want to be spiritual, get skilled in the use of logic!
- Those who have not been renewed yet, tend to rely on whatever logic they have. When you offer sound logic, it's hard to refute!





Sir Isaac Watts

(1674-1748)

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- Isaac Watts was an English theologian, poet, and logician. He is best known for his 600 hymns, many of which are still sung today, including "Joy to the World" and "When I Survey the Wondrous Cross."
 - Isaac Watts defined logic as "the art of using reason well in our inquiries after truth, and the communication of it to others."

Thinking Logically Involves Several Key Steps

Perception: The first step in thinking logically use your senses to gather information and identify relevant details.

Judgment: The next step is to form an opinion or belief about the object or idea, based on the information you have gathered.

Reasoning: This involves using logical principles to analyze and evaluate the judgment, and to determine whether it is sound and valid.

Conclusion: The final step in thinking logically is to draw a conclusion based on your reasoning.

Isaac Watts

Principles of Logic

Clarity: Using clear language and precise definitions is essential for avoiding misunderstandings and confusion. (*“For if the **trumpet** makes an uncertain **sound**, who will prepare for battle?”* 1 Cor 14:8)

Coherence: Our beliefs and arguments should be logically connected and should not contradict each other. (*“What then? shall we sin, because we are not under the law, but under grace? **God forbid.**”* Rom 6:15)

Relevance: Logical thinking requires us to focus on what is relevant to the question at hand. (*“**avoiding the profane and idle babblings and contradictions of what is falsely called knowledge.**”* 1 Tim 6:20)



Isaac Watts

Principles of Logic

Evidence: Watts emphasized the importance of evidence in logical thinking. (*“Now faith is the substance of things hoped for, the **evidence** of things not seen.”* Heb 11:1) (*“The **heavens declare** the glory of God; And the firmament **shows** His handiwork.”* Ps 19:1)

Precision: This means that our arguments should be precise and specific, rather than vague or ambiguous. (*“unless you utter by the tongue words easy to understand, how will it be known what is spoken? For you will be speaking into the air.”* 1 Cor 14:9)

Co-operation: Finally, Watts emphasized the importance of co-operation in logical thinking. (*“from whom the whole body, joined and knit together by what **every joint** supplies, according to the effective working by which **every** part does its share, causes growth of the body for the edifying of itself in love.”* Eph 4:16)



Converting an Atheist with Logical Reasoning

Only believed what can be measured...

Do you love your wife?

If she was kidnapped...

Does she love you?

How do you know?

“Greater love has no one than this, than to lay down one’s life for his friends.”
(John 15:13)





2) Asking Questions

Questions: The BIG Can Opener

- Questions are the great can opener, because the mind cannot easily ignore the question.
- It triggers something that automatically makes that person want to answer, even if it's just in their own mind.
- Your question pierces their brain, opening it up, allowing information to flow back to you.



Questioning

- Jesus was asked 183 questions and directly answered less than 10.
- He also asked 307 questions, mostly to those who asked him.
- Jesus, the Master Communicator was 40 times more likely to ask you a question than answer one.
- When Job was reeling from his disasters, God replied to him with 75 consecutive questions (Job 38 – 41)
- When the Lord asks me a question, it forces me to think and reason. (Woman at dam / AC guy at my door)



The Mind is the Gatekeeper

- The best way to penetrate the mind quickly and effectively is with a question.
- Many successful radio and tv ads begin with a question such as “When is a weight loss pill worth \$158 a bottle?”
- When it works!
- When they answer your question, it lets you see inside their thinking and assess their judgment and logic, which in many cases is sadly lacking.



Go Through the Mind to Get to the Heart

- Once the questions have opened the mind and they begin processing what is being said, it begins to drip down into their heart, either softening it or hardening it, depending on what is being said.
- Questions are a great defense... Example: *“Why do the heathen rage, and the people imagine a vain thing?”* (Psalm 2:1)
- They are a great way to silence the opposition.



Example In the News

- BBC reporter decided to confront Elon Musk about allegations that he does not have enough staff to police hate speech on Twitter
- “What hate speech are you talking about?” Musk asked.
- “You use Twitter. Do you see a rise in hate speech?”
- “Just a personal anecdote?”
- When Clayton answered that he did personally see more hate speech on Twitter, Musk challenged him to name just one example, but the reporter could not come up with one.



A surreal illustration of a person standing on a giant, open book that floats in a dark, starry space. The book's pages are illuminated from within, and a path of light leads from the person towards a cluster of glowing purple and blue lights in the distance. The overall atmosphere is dreamlike and ethereal.

3) Stories / Illustrations

Opening The Heart