



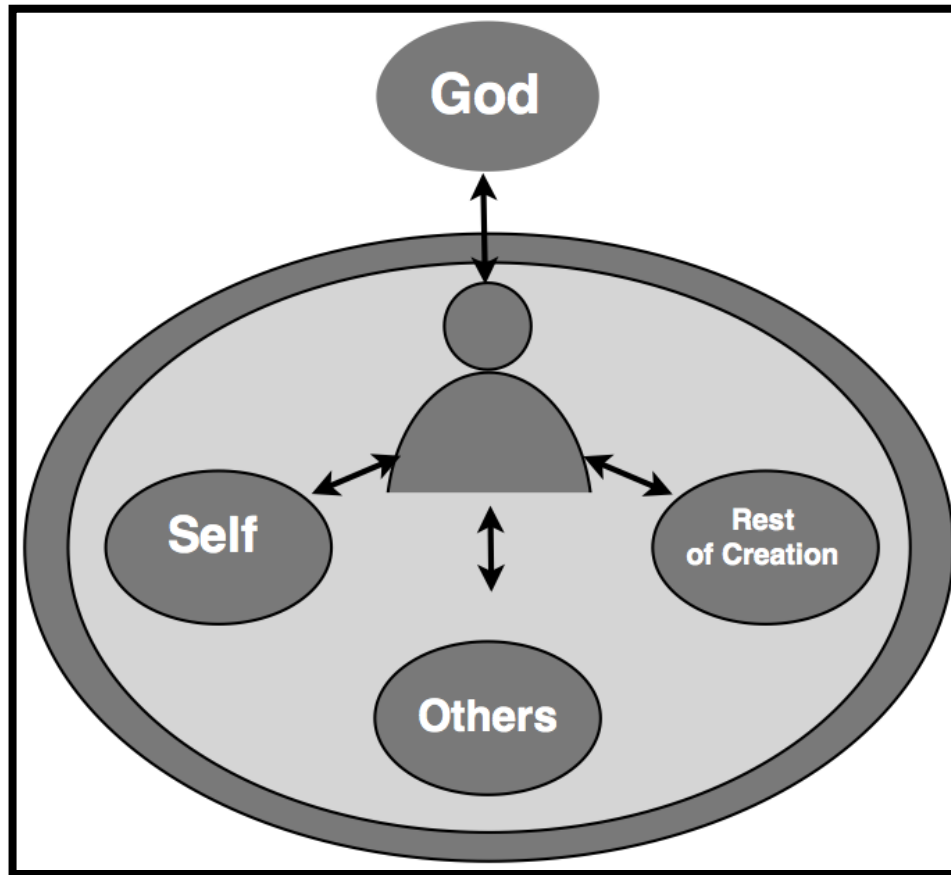
**Attah Obande**

**AGO Design Group**  
WE BUILD PEOPLE NOT BUILDING

# **Financial Mentoring: Speaking The Truth In Love**



Moving people closer to glorifying God by living in right relationship with God, with self, with others, and with the rest of creation.



<b>If we Believe the Primary Cause of Poverty is...</b>	<b>...Then We Will Primarily Try to...</b>
A Lack of Knowledge	Educate the Poor
Oppression by Powerful People	Work for Social Justice
The Personal Sins of the Poor	Evangelize and Disciple the Poor
A Lack of Material Resources	Give Material Resources to the Poor

# What helps people change their thinking?

- **Employment**
- **Education**
- **Relationships with people different than you are.**

## Hidden Rules

- Rules to navigate different roles

## Language Register

- Formal vs. Casual

# Listening

- **We think about 4 times as fast as we speak**
- **We listen for facts and skip over the details and begin thinking about how to respond.**
- **The average person listens with about 25% efficiency**

# Asking Questions

- **Mentee has more information than the Mentor about solving that problem**
- **Key to change is not just knowing what to do, but the motivation to do it.**
- **Asking honors and shows that we value the other person.**

# Speaking The Truth in Love

Always be humble and gentle. Be patient with each other, making allowance for each other's faults **because of your love**. Make every effort to keep yourselves united in the Spirit, binding yourselves together with peace.



Now these are the gifts Christ gave to the church: the apostles, the prophets, the evangelists, and the pastors and teachers. Their responsibility is to equip God's people to do his work and build up the church, the body of Christ. This will continue until we all come to such unity in our faith and knowledge of God's Son that we will be mature in the Lord, measuring up to the full and complete standard of Christ. Then we will no longer be immature like children. We won't be tossed and blown about by every wind of new teaching. We will not be influenced when people try to trick us with lies so clever they sound like the truth. **Instead, we will speak the truth in love, growing in every way more and more like Christ, who is the head of his body, the church**. He makes the whole body fit together perfectly. As each part does its own special work, it helps the other parts grow, so that the whole body is healthy and growing and full of love."

Ephesians 4:2-3, 11-16 NLT

- **Equip God's people / build up the Church**
  - Not to do all the work, train the people to do the work
- **Until we all come to maturity**
  - Duration and Purpose
- **Then we wont be tossed and blown about by every wind of new teaching**
  - Instability. Ease of immature to be blown off course
- **Tricked with lies**



- **Speak the truth in love**
  - Truthful and loving manner of life
- **Grow up into Him, who is the Head**
  - We are to grow the body
  - He makes the whole body fit together perfectly
- **As each part does its special work it helps the other parts grow so that the whole body is healthy and growing and full of love.**
  - Maturity and unity are impossible without love.

# Paul's Message

- **Manner of Life** – Loving and Truthful
- **The Work** -- Equip
- **The Term** -- Continuous
- **The Goal** -- Corporate Maturity
  - Growth The “body of Christ” that is to be “built up”
  - Each part does its own work
    - Potluck

# 3 Components of S.T.L.

**1. Love**

**1. Truth**

**2. Speak**

# Love

- **Context – The How**
- Heart
- Paramount
- The Golden Rule
  - Puppy love



# Truth

- **Content – The What**
- Brain
- Unchanging



# Speak

- **Conversation**
- Mouth
- Connects all 3

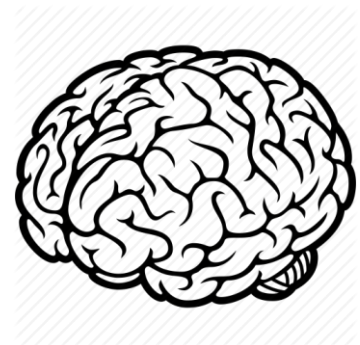


# 3 Components of S.T.L.



- **Love:** Heart -- Context
- **Truth:** Brain -- Content
- **Speak:** Mouth – Conversation

*What happens  
when we lose  
one?*



# Scenarios

- To Tell The Truth - Video
- Kids
- Politics
  - Jesus died for everyone.
- SpringGR

*You don't attack the people, you address the error in the belief system.*

**Compassion is the bottom line.**

# Compassion (Latin)

- Latin: Cum Passio
- to suffer with
- It is necessary to understand their position.
- What drives their emotion?
- What drives their thinking?

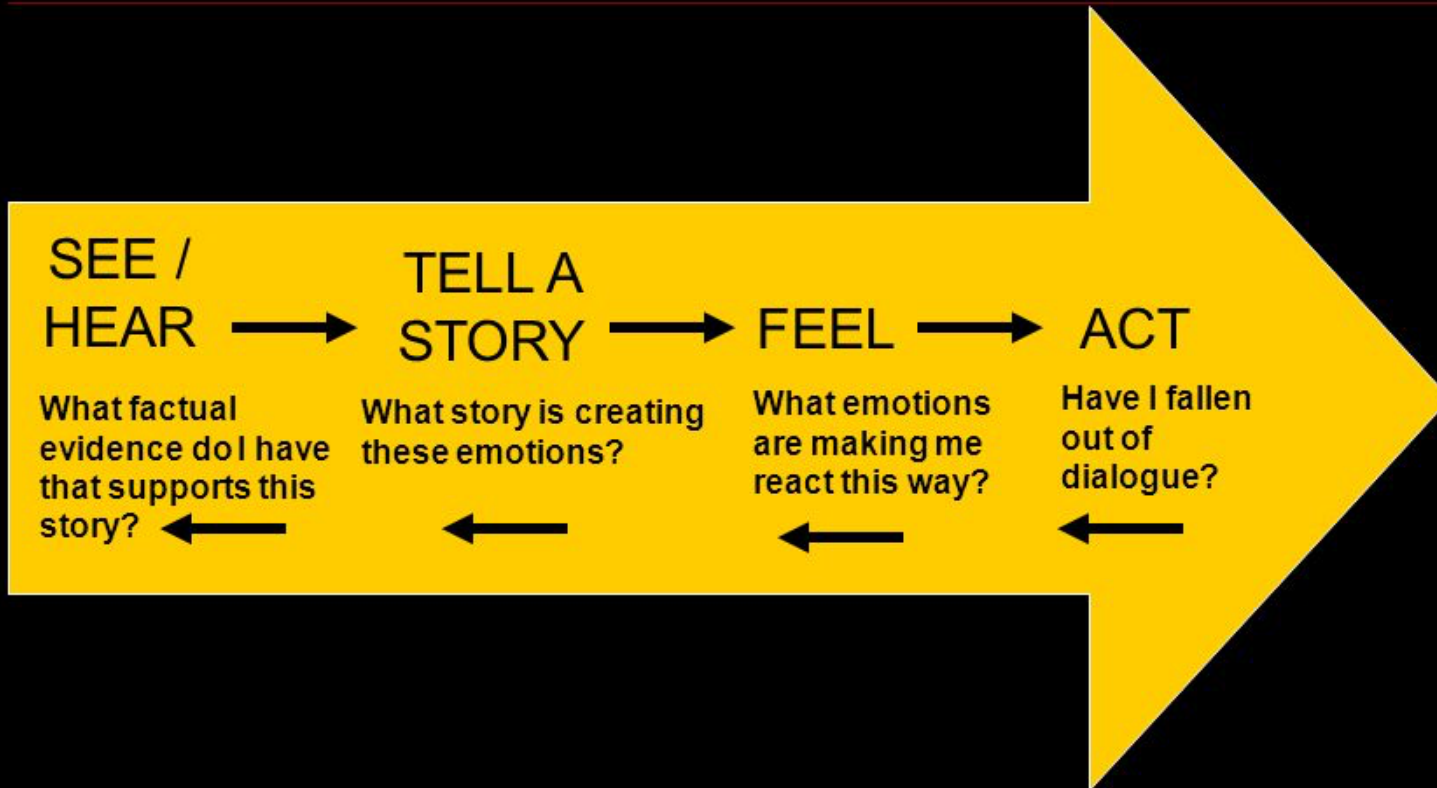
# Crucial Conversations – Joseph Grenny

- These are moments where something really important to us is on the table.
- Moments where we expect others to disagree
- Crucial conversations always show up when there is a big goal to achieve.
- Help people modify how they show up it would change lives

# Crucial Conversations

- The way we act during conversations is largely defined by how we feel.
- How we feel is not a direct function of what we see and hear
- Before you experience an emotion you have to tell a story.

# Retrace Your Path



# Leverage

**Recognize – Challenge – Change**

# Principles of Crucial Conversations

- The vital behavior that enables the most positive outcome is candor.
- Make it Safe – Create Mutual purpose
  - I care about their problems
  - I care about you
- Crucial conversations accelerate the building of trust between individuals
- Absolutely honest and absolutely respectful

# Questions / Comments