



## BASICS OF A '1-1'

- Purpose:** To build/deepen a relationship, to identify and develop leaders, to get new ideas, to determine someone's *self interest* (i.e. what motivates them, that they care about deeply), to build organizations for action. This is the most important action of a leader.
- With whom:** Leaders and potential leaders within a congregation or the surrounding community
- Focus:** The other person's self- interest (what makes this person tick); Developing trust; Identifying key stories/experiences that shaped Person compel them to lead/to make change. Examples: where person organized other people & they followed.
- Time:** 30-40 minutes
- How:** 1-1, by appointment
- Where:** Congregation, Park, School, Basketball Stands, Coffee Shop, McDonalds, etc. (or zoom or the phone in case of a pandemic)

### **SAMPLE QUESTIONS FOR A SUCCESSFUL 1-1**

- Where are you from? Why did you move/stay?
- Job/Career?
- Family? Kids?
- How long have you lived in this area? How have you seen it change?
- Faith journey? How did you end up at this church?
- Hopes dreams? Fears/worries? (what keeps you up at night?)
- Important problems/issues in the area? Have they affected people you know?
- Hobbies? What do you do for fun?

*Goal of the questions is to get below the surface and determine self interest.  
Most important question is the follow up: How? Why?*



## BASICS OF A '1-1'

<b>One-on-One Meeting <u>IS</u></b>	<b>One-on-One Meeting <u>IS NOT</u></b>
<p><b>-Action to Get Reaction: Is this person a leader (do they have a following?) or do they have appetite to become a leader/develop a following?</b></p> <p><b>-Search for other person's self-interests, motivations, dreams, passions, stories-what formed them</b></p> <p><b>-A way to develop a public relationship</b></p> <p><b>-30-40 minutes</b></p> <p><b>-Talent search, idea search; chance to listen</b></p> <p><b>-Two way – conversation where most important questions are WHY &amp; HOW?</b></p> <p><b>-Opportunity for focused conversation that leads to action/reflection</b></p>	<p><b>-Sales pitch (please join my committee!! Please donate!)/ Guilt trip</b></p> <p><b>-Needs assessment</b></p> <p><b>-Chit chat/ gossip /kvetching</b></p> <p><b>-Endless</b></p> <p><b>-Opportunity to Lay Out Your Agenda</b></p> <p><b>-Interview, survey, interrogation</b></p> <p><b>--Open Ended; No Action</b></p>

For questions or help:  
 Contact Luke Allen, Lead Organizer, Michigan Faith in Action  
 313-870-7654, [luke@michfa.org](mailto:luke@michfa.org)