

# 25 Ways to Win with People, Lesson #2

## by John Maxwell and Les Parrott, PH.D.

### Good Questions by Josh Hunt

#### Practice the 30-second rule

1. Stated simply, what is the 30 second rule?
2. Let's practice with this group right now. Let me ask five of you to say something encouraging to someone in this room, right now.
3. Imagine a Sunday School class or small group where the teacher tried to say something personally encouraging to every single person as they walked in the room. What else do you think would be true of that class?<sup>1</sup>
4. Let's look up three verses on encouragement. 1Th 5:11, Heb 3:13, Hebrews 10:24. What do these verses teach us about encouraging one another?<sup>2</sup>
5. What did William King say about a gossip, a bore and a brilliant conversationalist?
6. How does encouragement affect energy?
7. How does encouragement affect motivation?
8. Which is the greater issue for you—knowing what to do or having the motivation to do it?
9. Tell about a time when you were able to encourage someone else.
10. Tell about a time when someone was able to encourage you.
11. Let's brainstorm as many examples as we can think of—things we might say in the first 30 seconds of meeting someone to encourage them.
12. Let's brainstorm other ways we could be an encouragement to others.
13. How does encouraging others benefit you?
14. What is your application from today's study?
15. How can we pray for one another this week?

---

<sup>1</sup>People would probably be eager to attend and the class would likely be growing.

<sup>2</sup>Therefore encourage one another and build each other up, just as in fact you are doing.  
1Th 5:11

But encourage one another daily, as long as it is called Today, so that none of you may be hardened by sin's deceitfulness. Heb 3:13

And let us consider how we may spur one another on toward love and good deeds. 25 Let us not give up meeting together, as some are in the habit of doing, but let us encourage one another--and all the more as you see the Day approaching. Heb 10:24-25 (NIV)