

# 25 WAYS TO WIN WITH PEOPLE

by John C. Maxwell and Les Parrott III

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## BIBLICAL EXAMPLES

1. Start with Yourself—King Solomon (1 Kings 3:5–14)
2. Practice the 30-Second Rule (encourage them during the first 30 seconds)—Jesus and Simon Peter (John 1:42)
3. Let People Know You Need Them—Paul (Galatians 4:13–15; 2 Timothy 4:11)
4. Create a Memory and Visit It Often—Joshua (Joshua 4:1–7)
5. Compliment People in Front of People—John the Baptizer (John 1:29–31)
6. Give Others a Reputation to Uphold—Jesus and Nathaniel (John 1:45–48)
7. Say the Right Words at the Right Time—Mordecai to Esther (Esther 4:13, 14)
8. Encourage the Dream of Others—Naomi and Ruth (Ruth 3:1–6)
9. Pass the Credit On to Others—David and his men (1 Samuel 30:21–31)
10. Offer Your Very Best—Epaphroditus (Philippians 2:25–30)
11. Share a Secret with Someone—Mary and Elizabeth (Luke 1:39–45)
12. Mine the Gold of Good Intentions—Abigail and David (1 Samuel 25:23–35)
13. Keep Your Eyes Off the Mirror—Joseph and his brothers (Genesis 50:18–20)
14. Do for Others What They Can't Do for Themselves—Joseph (Genesis 41)
15. Listen with Your Heart—Barnabas and John Mark (Acts 15:36–41)
16. Find the Keys to Their Heart—Nehemiah and builders (Nehemiah 2:17, 18)
17. Be the First to Help—Barnabas and Saul (Acts 9:26, 27)
18. Add Value to People—Rebekah and Abraham (Genesis 24:10–27)
19. Remember a Person's Story—David, Jonathan, and Mephibosheth (1 Samuel 9:1–13)
20. Tell a Good Story—Paul (Acts 26:1–29)
21. Give with No Strings Attached—Jonathan (1 Samuel 18:1–4)
22. Learn Your Mailman's Name—Paul (Romans 16:3–15)
23. Point Out People's Strengths—Peter and Paul (2 Peter 3:14–16)
24. Write Notes of Encouragement—Paul and his Epistles (Philippians, 2 Timothy)
25. Help People Win—Deborah and Barak (Judges 4:4, 5)

## SAY THE RIGHT WORDS AT THE RIGHT TIME

### Esther 4:13, 14—Mordecai and Esther

Mordecai was a cousin and mentor to Esther the queen. During her reign, Haman, the prime minister, turned against the Hebrews. It was a critical time in Jewish history.

### The Moment Was Frightening

Haman planned to commit genocide against the Jews. He hated them. If he got his way, every Hebrew in Persia would die, including Esther the queen. It was a sobering moment.

Therefore, Mordecai's words were honest. They awakened Esther to reality. Because of the circumstances, Mordecai was brutally honest. He defined the situation for Esther. His clarity was an attempt to awaken the hero inside her.

### The Issue Was National in Scope

Mordecai informed Esther twice that every Jew was in danger. This was a huge crisis, national in scope. He wanted to make sure she recognized how important this issue was.

Therefore, Mordecai's words were personal. They lit a fire in Esther's heart. Because the issue was so big, Mordecai knew it would be easy for Esther to think she couldn't make a difference. He spoke into her life and ministered to her true self.

### The Opportunity Was Risky

Esther reminded Mordecai that if she entered the throne room in the palace, she could be killed. It was all too risky—she might die either way: by acting or not acting.

Therefore, Mordecai's words were bold. They provided Esther courage to act. Recognizing the risk involved, Mordecai knew his words had to be bold; he had to call Esther out and offer a challenge that would match the need of the hour.

### The Need Was Confusing

It all happened so fast, it was difficult for Esther to draw the conclusion that she had to act. Wouldn't her position as queen keep her safe? Or, could Haman take her life, too?

Therefore, Mordecai's words were visionary. They gave Esther perspective. In her confusion, Mordecai knew he had to give Esther a sense of destiny. He connected this challenge to her divine calling in life. He gave her God's perspective on the crisis.

**Question:** How do we intuitively know what to say and when?

## ADD VALUE TO PEOPLE

### Genesis 24:10–27—Rebekah and Abraham's Servant

Abraham sent his servant out to find a wife for his son Isaac. It was a monumental task. The servant decided to choose a woman based on this principle. He wanted to find a woman who would add value to him on his journey. Such a woman would make a good life partner for Isaac. You might call this the Rebekah Principle. Rebekah went the extra mile. Her generosity stands in stark contrast to the prevailing attitudes today. Her life seemed to say: I'll do what you ask me to do, then I'm going to do something more. Today, people seem to say: I'm going to do the least that is expected of me, and I'm going to get the most out of it. To be more like Rebekah, we need to keep in mind that:

### We Can't Be Generous and Legalistic at the Same Time

She did more than what was required or expected. Her generous spirit was unusual. Her actions were opposite those of the Pharisees whose religion could be measured with a yardstick. In the end, legalism always leaves people feeling miserable. It becomes either unbearably arrogant or incurably insecure. Rebekah teaches us: Don't keep score, just keep giving.

**Question:** Why do we begin life generous but become legalistic over time?

### You Cannot Walk the Second Mile Until You've Walked the First

It's easy for people to talk about the great and generous things they intend to do in the future. But if they're not being generous with what they have now, it is unlikely they will suddenly change in the future. Rebekah started her serving by first doing what was asked of her. Only when she finished that did she take care of the camels. Rebekah teaches us: What we will become we are becoming right now.

**Question:** What is more difficult about walking the "first mile" than the "second mile"?

### Extra Blessings Result from Extra Effort

How easy it would have been for Rebekah to lower her jar, give the stranger a drink and continue on to her home. That would have been both fair and nice. It also would have been convenient. Before she offered to be generous, she must have considered the time and effort it would take; that team of camels might have taken a couple of hours to care for, carrying buckets of water back and forth.

**Question:** Why do we simply do the expected instead of the unexpected?

### When We Give Generously, the Impact of Our Generosity Often Outlives Us

In the moment of giving, you cannot imagine how your actions might impact the lives of others in the future. Rebekah had no idea that her generosity that day opened the door for a marriage to Isaac, and she became part of the line of Christ! Because generously adding value to others is rare, the impact of that generosity lingers long after we're gone. Sometimes it outlives us both now and in eternity.

**Question:** Why is a generous spirit critical to adding value to people?

## DO FOR OTHERS WHAT THEY CANNOT DO FOR THEMSELVES

### Genesis 41—Joseph and Pharaoh

Joseph was a prison inmate until Pharaoh needed what he had to offer. Joseph moved from prisoner to prime minister in Egypt because he did for Pharaoh what the leader could not do for himself. Joseph's gift made him indispensable.

What's interesting is that we all have gifts to offer others. God has placed inside of us strengths we are to use to benefit others. Everyone has something we all need. So, here is the question:

### Why Don't We Do for Others What They Cannot Do for Themselves?

#### **Fear and intimidation: We're afraid we won't measure up.**

Joseph was not intimidated from using his God-given gifts in the palace. Frequently we don't step out because we're afraid of failure. What if we can't do it? The fear of not measuring up to perfection has kept many gifted people idle when they should have acted. Joseph overcame this fear by believing that the value he added if he was right far outweighed the price he'd pay if he was wrong. His life was on the line, but he ventured out to offer wisdom to Pharaoh, who desperately needed it.

#### **Pride and ego: We're too self-centered with our resources.**

Joseph was able to maintain perspective by crediting God for his ability. Often we are afraid of giving away "too much." After all, it's our intellectual property! Joseph overcame this obstacle by declaring he didn't have the ability to interpret Pharaoh's dream, but God did. He was well aware that this endowment really wasn't his. He was stewarding a gift from God, and it was to be used to advance His fame.

#### **Greed with our time: We keep score on how much we give.**

Joseph offered a relevant service without asking for payment or recognition. Too many of us give to others, but with strings attached. We keep score along the way, and stop giving the moment we feel we're being used. We're busy people, too busy to be too generous. This attitude limits our value because our focus is on what we're giving up, not what the other person is gaining. Joseph gave his gift away without a thought of asking for payment. In return, he was surprised by being named prime minister of Egypt.

#### **Scarcity mindset: We stop at doing the bare minimum for others.**

Joseph not only diagnosed the problem but he prescribed a solution as well. Sometimes when we give what others need, we stop at doing only what they've asked. We dare not be extravagant. Joseph shocked everyone when he gave not only a supernatural interpretation of the dream but a solution on how to handle the situation.

#### **Lack of vision: We don't see how our action could make any difference.**

Joseph saw God's hand in Pharaoh's dream and in the significance of his response. Too often, we don't do more for others because we just don't believe it will make much difference. We say we're just adding a "drop in the bucket." Joseph may have had no idea how much he was changing history, but it's a good thing he chose to risk and offer what he had.

## **OFFER YOUR VERY BEST**

### **Philippians 2:25-30—Epaphroditus**

Epaphroditus would be considered one of the "nobodies" in Scripture. He never wrote a book in the Bible, nor is he mentioned anywhere else. He has never had a statue

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erected in his honor or become famous for his accomplishments. However, Paul called Epaphroditus a hero. In this passage, Paul uses five terms to describe him:

1. A brother
2. A fellow worker
3. A fellow soldier
4. A messenger
5. A minister

Epaphroditus made four decisions which each allowed him to give his very best:

1. He was a people lover.

Paul called him a minister. He longed for them (v. 26). He felt distressed, not by his own sickness, but because the Philippians might worry about him when he was sick.

**Question:** Do you long for people?

2. He was a risk taker.

Paul called him a soldier. He risked his life for the sake of Christ (v. 30). He ran all the way from Philippi to Rome to meet Paul in prison, and he almost lost his life in the process.

**Question:** Do you play it safe?

3. He was a tireless worker.

Paul called him a laborer, the word Jesus used in Matthew 9:37 when he described them as rare. All we know of his sickness was that it was due to his hard work for Christ.

**Question:** Do you work tirelessly?

4. He was a servant-leader.

Paul called him a minister and a messenger: a servant who is a leader. He was a pioneer. He did the work no one else would do. Paul said to hold men like him in high regard.

**Question:** Do you lead the way in some area of service? Do you excel?