

# ONE Wake

## Steps of a One-on-One Relational Meeting

### I. OPENING / CREDENTIAL

Start out by giving your credential (which committee/ministry you represent and/or the name of the person who referred you) and state why you wanted to meet.

### II. BREAKING THE ICE

Begin the conversation with easy questions to get the conversation going, like: “How long have you lived here?” “What led you to join this church?”

### III. DISCOVER THE PERSON’S INTERESTS AND CONNECTIONS

Now you want to find out the person’s self interests. Self interests are the things that are most important to a person concerning his or her family, community, or their connection to the congregation.

There are many ways to discover people’s self interests, and you should develop your own style. You can lead with your own story, and ask probing questions such as: What motivates you to be involved here? How have your parents and grandparents shaped your commitment to the life of the synagogue? What are your gifts and talents that you want to put into service for this community?

### IV. CLOSING/PROPOSAL OF NEXT STEPS

After you have learned more about what motivates the person, decide if there are any points of common interest. You may want to propose a next step connected to that person’s self interest, like attending a ministry meeting.

### V. EVALUATION

Afterwards, spend a few minutes reflecting on the meeting. Ask yourself:

- Is this person a leader? What is this person’s potential to become a leader? What about his/her story, actions, thoughtfulness makes me feel like this or not?
- What are this person’s top interests? What is she/he willing to take action on?
- What are this person’s talents? How might they help support your ministry?
- How did you do in the meeting? What questions might you have asked to learn more about the person’s self interests and story?

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### **RELATIONAL MEETINGS, DEFINED**

A relational meeting is a 30 minute, face to face meeting with the purpose of establishing or deepening a public relationship. You are looking for people with potential to become leaders and who want to become more involved in the life of your institution or community.

### **WHY DO RELATIONAL MEETINGS?**

Relational meetings are the building blocks for developing the relationships needed to strengthen our congregation and ministries. We do relational meetings in order to:

- Spot leaders and identify people with talent/potential;
- Discover people's interests and identify issues they would be willing to act on;
- Develop fruitful relationships with people whose interests could be met through serving on our ministry;
- Find other people to do one on one meetings with.

### **RELATIONAL MEETINGS WITH WHOM?**

Relational meetings should be done with people who are leaders or have leadership potential, those who are actively involved in their community, and people who strike you as interesting.