

INFLUENCE: Value People
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September 23-24, 2017

Influence: the power to have an important effect on someone or something that changes the way they believe, the way they think or the way they behave

Definition of Leadership: influence

Matthew 5:13-16 MSG

“Let me tell you why you are here. You’re here to be salt-seasoning that brings out the God-flavors of this earth. If you lose your saltiness, how will people taste godliness? You’ve lost your usefulness and will end up in the garbage. Here’s another way to put it: You’re here to be light, bringing out the God-colors in the world. God is not a secret to be kept. We’re going public with this, as public as a city on a hill. If I make you light-bearers, you don’t think I’m going to hide you under a bucket, do you? I’m putting you on a light stand. Now that I’ve put you there on a hilltop, on a light stand—shine! Keep open house; be generous with your lives. By opening up to others, you’ll prompt people to open up with God, this generous Father in heaven.”

First Characteristic of Influence: value people

Philippians 2:3-4 NIV

Do nothing out of selfish ambition or vain conceit. Rather, in humility value others above yourselves, not looking to your own interests but each of you to the interests of the others.

Matthew 7:12 MSG

“Here is a simple, rule-of-thumb guide for behavior: Ask yourself what you want people to do for you, then grab the initiative and do it for them. Add up God’s Law and Prophets and this is what you get.”

“You value people because they are valuable.”

“People don’t care how much you know until they know how much

you care.”

How to Demonstrate Value for People:

1. You demonstrate value by TAKING TIME WITH PEOPLE.

Luke 19:1-10 MSG

Then Jesus entered and walked through Jericho. There was a man there, his name Zacchaeus, the head tax man and quite rich. He wanted desperately to see Jesus, but the crowd was in his way—he was a short man and couldn’t see over the crowd. So he ran on ahead and climbed up in a sycamore tree so he could see Jesus when he came by. When Jesus got to the tree, he looked up and said, “Zacchaeus, hurry down. Today is my day to be a guest in your home.” Zacchaeus scrambled out of the tree, hardly believing his good luck, delighted to take Jesus home with him. Everyone who saw the incident was indignant and grumped, “What business does he have getting cozy with this crook?” Zacchaeus just stood there, a little stunned. He stammered apologetically, “Master, I give away half my income to the poor—and if I’m caught cheating, I pay four times the damages.” Jesus said, “Today is salvation day in this home! Here he is: Zacchaeus, son of Abraham! For the Son of Man came to find and restore the lost.”

John 4:7-9 MSG

A woman, a Samaritan, came to draw water. Jesus said, “Would you give me a drink of water?” (His disciples had gone to the village to buy food for lunch.) The Samaritan woman, taken aback, asked, “How come you, a Jew, are asking me, a Samaritan woman, for a drink?” (Jews in those days wouldn’t be caught dead talking to Samaritans.)

John 4:27 MSG

Just then his disciples came back. They were shocked. They couldn’t believe he was talking with that kind of a woman. No one said what they were all thinking, but their faces showed it.

2. You demonstrate value by LISTENING TO PEOPLE.

James 1:19 NLT

Understand this, my dear brothers and sisters: You must all be quick to listen, slow to speak, and slow to get angry.

Two Kinds of People:

1. Those who want to talk about themselves
2. Those who want to hear about you
3. You value people by ADDING VALUE TO THEM.

Victory Vision Statement (1990):

“Bridging the gap of the cross-cultural generation of Atlanta with the message of love and acceptance through Jesus Christ. Helping each person discover their value and potential in God, and equipping them to make a significant impact in their world.”

Four Basic Needs of Humanity:

1. ACCEPTANCE: knowing you are loved and needed
2. IDENTITY: knowing you are significant and special
3. SECURITY: knowing you are protected and provided for
4. PURPOSE: knowing you have a reason for living

“Always add value to whomever you’re with.”