

## **Winning Friends**

Have you read the principles from the classic book "How to Win Friends and Influence People" by Dale Carnegie? Check out the summary below. Friend raising is an important part of support raising. From pastors you engage, friends you meet, or students you mentor and disciple, these principles are simple yet timeless.

## **Handling People**

Carnegie recommends that when dealing with people, you restrain tendencies to be negative. People respond well to compliments, and not to criticism. Speak positively of people you interact with, both to their face and to others.

## **Making People Like You**

Carnegie's second section says be sincerely interested in what people are saying, and smile often. Be an active listener, engaged in the conversation and responding to the other person. The section also suggests that developing your memory so you can put faces with names will make a good impression.

## **How to Win People Over**

The third section of the book advises readers not to get into arguments and to drop points of contention. Don't tell people they're wrong, and always deliver bad news or criticism with a compliment. Get cooperation on a project by being assertive and getting people to say yes to your propositions.

## **Be a Leader**

In the final section to the book, Carnegie recommends not giving orders, but suggestions. Let people save face if they make mistakes, and compliment any improvements. If you give advice, make the problem seem simple to fix.

Being Fully-Funded one week at a time,  
Gregg Glutting

XA Support Raising Coach