

- I. Introduction.**
 - A. Jesus was/is the consummate listener; people who were speaking to him had his full attention.**
 - B. By listening, Jesus made people feel like they had value.**
 - C. You can win more friends with your ears than you can with your mouth.**
- II. People Jesus Listened To.**
 - A. A rich young man (Mark 10:17-22) – this man didn't follow Jesus, but he walked away knowing he had been heard.**
 - B. A member of the Jewish ruling council (John 3:1-15) – Jesus listened to Nicodemus, heard him out, and then shared the truth with him; Nicodemus listened to Jesus because Jesus listened to him.**
 - C. A Samaritan woman at a well (John 4:4-26)) – Christ's listening created an atmosphere of love and trust, which led to healing and salvation.**
 - D. Little children (Mark 10:13-16) – Jesus loved children; he demonstrated his love for children by holding them in his arms, listening to them, and blessing them.**
- III. Practical Things You Can Do to Be a Good Listener.**
 - A. Be there for people; make yourself available to listen and listen; be quick to listen and slow to speak (James 1:19).**
 - B. When you're with someone make that person your focus; zone in on that person; give that person your full attention.**
 - C. Make eye contact; the eyes are the window to the soul.**
 - D. Position your body in a way that says, "You are my focus at this moment."**
 - E. Forget about your cell phone for the moment; put away anything that might hinder you from listening.**
 - F. Don't be thinking about what you're going to say in response to what the person is saying.**
 - G. Don't prejudge; don't make up your mind about what a person is going to say before he/she says it.**
 - H. Ask questions to clarify what is being said; do your best to understand what is being said.**
 - I. As you listen watch the other person's facial expressions, body language, and tone.**
 - J. Listen for what is not said; what's not said can say a lot about a person's needs and attitudes.**