Frank Ray Conference

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Purpose-Driven Communication

Three critical elements in the language used in communication:

1. Become a bilingual listener.
2. Season your speaking to the hearer’s “taste.”
3. Undergird your speaking with loving service.

The conversation is based on Purpose, not just to consume time.

Goal: To be fruitful in purpose.

Most people who meet one another and assess whether or not the person is a candidate for life-long friendship consider the fantasy and ecstasy part of the life they will share together and have conversations to that end. Therefore, they spend more time talking about parks more than purpose, excursions more than assignments, and end up getting a person that is satisfying in pleasure but frustrating in purpose. If communication is effectively handled and executed on the front end, it usually provides a sound basis for determining whether or not a person will be an asset in the implementation and management of purpose in the long run.

**Four core principles for conversation**

1. Conversational depth more than length – Spend time discovering layers of the person instead of rehearsing feelings.
2. Pay attention to what is not spoken, but clearly stated (in actions) – Spend as much time listening to their doing as listening to their speaking.
3. Notice where there is conversational attention and aversion – What do they love talking about and what do they avoid talking about? This will uncover areas that need to be addressed with in-depth dialogue.
4. Watch the investment of time and treasure, more than just hearing what they say – The value system is usually seen where a person spends his or her time and money.

Four areas of conversation in purpose-driven life

**Assignment – Conversation with God**

*The Lord God took the man and put him in the garden of Eden to till it and keep it. -Genesis 2:15*

1. What is my “garden’? (Where am I being placed by God to work for Him?)- *Industry -* Until you know whom God has created you to serve, you can’t know if you are compatible with another person’s calling.
2. What is my assignment in the garden? (Specifically, what do I do for God) – *Niche* – Specifically how am I called to serve in that area?

**Alignment – Conversation with Others**

Then the Lord God said, ‘It is not good that the man should be alone; I will make him a helper as his partner.*’ -Genesis 2:18*

1. Do we agree spiritually? (Religion and Relationship with God)
2. Are we willing and able to effectively serve each other’s emotional needs?
3. Are we comparable?
	* 1. Management Test – Can the person steward the assignment at the same level? Do they have the ability to just consume? Or can they cultivate what you’re responsible for overseeing? The animals had the same diet, but the partner had the physical and intellectual capacities to manage the assignment at a higher level (Genesis 1:29-30)
		2. Mirror Test – The word “comparable” or “partner” suggests that a person is “equal and adequate to.” When you encounter the person and how they operate, is it like looking in the mirror? The man clearly looked at the woman and named her such because she looked identical to himself.
		3. Merger Test – The man and woman were built to become “one flesh.” Does your coming together produce a single vision or di-vision? The suitable helper can work with you in such a way that it seems that like one person working. Your conversations should complement one another (two angles) not always compete.
		4. Morality Test – They were both naked and had no shame. Do you share the same value system to the extent that vulnerability doesn’t end in shame? When transparency is present is there compassion or condemnation? There should be the ability to be yourself in the job knowing that you can work at the same level outwardly because you understand one another inwardly.

**Accompaniment – How are they best classified based on your alignment?**

Then the man said, ‘This at last is bone of my bones and flesh of my flesh; this one shall be called Woman, for out of Man this one was taken.

Genesis 2:23

Prize – Attractive and in alignment with what others would say is ‘fitting’ but ultimately not effective in partnership.

Patrons – Are present to provide support but can never walk alongside you at the same level.

Pet – Able to benefit from the space but truly adding nothing to the space except companionship and expenses (will have to be trained to minimize expenses).

Project – Only attractive as an opportunity to ‘shape’ him or her into whom they can become.

Partner – Able to mutually give and benefit from the partnership.

**Assessment – Environmental Enhancement (Distraction or Partner)**

Therefore, a man leaves his father and his mother and clings to his wife, and they become one flesh.

Genesis 2:24

So, what is the difference between a partner/friend and a distraction? Distractions prevent you from properly investing in your calling by diverting your resources to areas that do not benefit your purpose or calling in the long run. Partners and friends are always committed to doing the things needed to assist you in making the best possible investment in your life and furthering your calling. Their commitment to your calling allows you to entrust them with your life with the same level of comfort and safety you would find in your parents or mentors. To discover the difference between the two, you should consider the results they bring into your life in five areas:

**Your Time**

People who are distractions cause you to lose time without anything lasting to show for it. For example, they will stay on the phone having pointless conversations without regard for the irreplaceable time you are expending. Conversely, partners and friends ALWAYS give you a lasting return on the investment of your time. They are conscious of the high value of each moment spent and refuse to have you trade your time for something that doesn’t have the same value.

**Your Energy**

When considering your energy, you will either be surrounded by leeches or life-givers. Those who are distractions will absorb energy without pondering how important a resource it is for your present and future assignments. Partners and friends bring or replenish energy. People who are beneficial to your calling are constantly assessing your energy levels and encouraging practices that will ensure that you possess the energy required to fulfill the tasks awaiting you. They will even remove themselves when needed to ensure that they don’t drain the energy necessary for your clear and present undertaking.

**Your Money**

As concerns your financial resources, you will either surround yourself with those who encourage loose spending or those who will focus your financial management based on a life strategy. Distractions always point to pleasure and a good time, regardless of how financially prepared you are for your future. Those who are partners and friends will push toward handling your finances with a clear purpose and solid future in mind. They would rather guide you into present sacrifices today in exchange for greater harvests tomorrow. They understand that if you eat the ‘seed’ you forfeit the ‘orchard’ within it. However, if you properly manage the ‘seed’ it will yield returns of multiple seeds. They provide strategies that show you how to make your money make money and spend from the return on investment instead of the initial principal.

**Your Gifts**

Those around you will more than likely realize the gifts you bring to their lives and the world around you. Either they will leverage your gifts or they will handle your gifts by enhancing the giver (you). Distractions undervalue and over-utilize without encouraging you to make any upgrades. They request the greatest expression of your gift with the expectation that it will come at a deeply discounted rate (if not free). These people will never encourage you to find ways to enhance yourself or how you present the gift inside of you. On the other hand, partners and friends don’t beg if they aren’t willing to barter. They will refuse to ask something of you if they are not willing to also ‘put some skin in the game’. You will be able to recognize them because they overvalue and under-utilize what you bring to the table. Moreover, they will always present ways for you to be positioned for enhancements and upgrades. They will bring workshop offerings, mentorship/partnership recommendations, and recent information pertaining to the industry or opportunities for competitive advantage. In short, they aim to take your gift to a higher level.

**Your Vision**

The most influential part of your life impacted by those around you is your vision. The only thing worse than a life without vision is a life with a warped vision. Whoever affects your vision positions your conclusion. Therefore, you want to be certain to surround yourself with people who will be excellent caretakers and chaperones of your vision. Either you will surround yourself with a ‘vision compromiser’ or a ‘vision cultivator’. Distractions tend to cost you healthy visions. They don’t contribute to sound visions, are not mission-focused, and always bring negative challenges to positive pursuits. Partners and friends provide a healthy tailwind to a strong vision. They bring energy, ideas, positive challenge, and beneficial concepts that guide you into achieving the vision in a way that surpasses your initial expectations. Their presence and influence yields healthy visions and eventually wholesome and valuable destinations.

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