
BUILDING ALLIANCES

Program Description

Changing the culture of a church is a team effort. In churches averaging less than 300 in worship, that team is more than just the staff and key leaders ... it takes congregational buy-in. But in churches under 200, and especially in churches under 100, getting that buy-in is more than a matter of preaching a visionary sermon and taking it to the board for a vote. The savvy church leader understands that in the real world congregational change takes strategic alliances. In this episode, Drs. Kris and Bill offer the keys practices that not only build alliances ... they build the right alliances.

Program Outline

Who to Build Alliances With

- Pastor, know your congregation – this takes an investment in time
- Identify the formal and the informal leaders – don't trust your hunches
- Identify the matriarch/patriarch – or the tribal leaders

How to Build Alliances

- Effective alliances depend on trust
- Trust takes an investment in time and integrity
- Uncover hidden agendas – deal with them with political kid-gloves
- Win the heart and win the day

How to Leverage

- Do your homework: Know how the idea will effect your alliances
- Do your homework: Work through every objection with a palatable answer
- Do your homework: Develop your vision strategy
- Cast an inspiring vision
- If eyes don't "light up," you may have miscalculated ... weigh your options

Overcoming Anti-Alliances

- Do your homework: Know your naysayers – not everyone loves you
- "Keep your friends close and your enemies closer"
- Build strong and broad alliances
- Don't move forward until you have numbers and know the outcomes

Discussion Questions

1. If consensus is the ideal, why are church alliances necessary?
2. How can alliances facilitate healthy change?
3. How can alliances scuttle great and worthy ministry ideas?
4. Name those in your congregation with whom alliances are critical.
5. How can/will you build alliances with these leaders?