

HOW TO WIN FRIENDS AND INFLUENCE PEOPLE

I. IMPROVE YOUR PERSONALITY

- A. Be friendly
- B. Show more kindness
- C. Be considerate - Pr. 25:17,20
 - 1. Pr. 27:14 - *"He that blesseth his friend with a loud voice, rising early in the morning, it shall be counted a curse to him."*
- D. Have more respect for opinions of others
- E. Be less critical and demanding
- F. Talk less, and listen more
- G. Become interested in someone besides yourself
- H. Put the other fellow first for a change

II. SHOW MERCY - PR. 3:3-4

- A. *"So shalt thou find favor and good understanding in the sight of God and man."*
- B. Having a good report of those without

III. SHOW LOVE - PR. 17:17

- A. *"A friend loveth at all times, and a brother is born for adversity."*

IV. BE HONEST - PR. 25:9 - *"Debate thy cause with thy neighbor himself; and discover not a secret to another."*

- A. Go directly to person
- B. Don't gossip about them

V. BE DEPENDABLE - PR. 25:13, 14, 19