

INVITES

- I Introduce** yourself and **Initiate** conversation.
- N Name.** Remember their name and maintain good eye contact.
- V Value them as a person through deep listening.**
(Listen twice as much as you talk!)
- I Interest.** Ask about their interests, and what is important to them.
- T Tribe.** Ask about their family and friends and guide the conversation from superficial to deeper, more personal areas. Become a master at asking questions and listening with your eyes and heart.
- E End and/or Evangelize.** End the conversation by making a commitment to meet and talk at a later time or evangelize with a "golden question."
- S Store and Review.** After meeting each person, try to write down everything that you remember about them. Review your contacts weekly, this becomes part of your prayer list.