

OVERVIEW OF ONE-TO-ONE CONVERSATION

Definition: a 20-30 minute face-to-face conversation in which seek to develop a relationship (trust/common ground) and identify self-interest.

Characteristics:

Intentional - done with an eye toward creating a web of relational networks that create capacity to mobilize large numbers of people around shared priorities

We get people into conversations about their neighborhoods and how their lives are shaped - for good and bad - by the way things are going in the larger community.

Our tool for doing that is the 1-1 Interview/Conversation

Parts of the One-to-One Conversation

- Credential/Purpose (who?why?)

- Conversation/Focus

Self-interest revealed through stories

"Why?" allows us to go deeper (into the iceberg)

Not a survey... slow yourself down... be curious... no writing... 80/20 rule

- Invitation

Would you attend a public meeting on these concerns down the line?
Could I follow up with you?

Sometimes: attend LOC meeting? (anger, curiosity, relational, risk-taker, faith, analytical)

Other folks I should talk to? (Could they introduce you?)

Goal is not to get every person to attend next LOC meeting!

Key PICO Organizing Principles

- Power is the product of relationship.
- A leader is someone who has a following and can mobilize them.
- Self-interest moves people

Note: An initial one-to-one is not the end of the line. It is meant to be just the first step in a series of conversations with that person (if they're open to it) to develop a relationship that engages them in the organization. Goal is that each leader would have a circle of other people that they relate to and can turn out when needed, helping to build organizational power/influence.

SAMPLE QUESTIONS:

How long have you lived in this neighborhood?

How has it changed in that time?

Why do you think this is happening here?

What would you most like to see change?

Why? What impact has this had on you/your family? How has it affected you?

What would it be like if this situation changed? What would that mean for you/your family?

Have you tried to do anything? What happened?

What do you think it would take?

Are you very involved in your congregation? (e.g., ministries, committees, programs)

How has your congregation tried to respond to these kinds of pressures?

Do you think it would be a good thing for families to come together to talk about these kinds of things?

Are there others you think I should talk to?