



L.I.F.T. Training
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NORTH AMERICAN DIVISION | ADVENTIST ASSOCIATION OF
HEALTH & WELLNESS COACHING

1

Outline

Introduction

1. **Connecting**
2. **Discovery**
3. **Principles**

Study Guide p. 2,3


2

Disclaimer

In preparing this material and when using it for training, we have been careful to teach general principles of communication and have instructed all those who take this training to **give no medical advice** but to refer those involved to seek **appropriate direction from a qualified medical professional**. This training is **not intended to qualify the student to be a certified professional coach**.

3

Introduction



Study Guide p. 4,5

4

THIS IS NOT JUST ANOTHER PROGRAM BUT SKILLS DEVELOPMENT ALL CAN USE

It is Jesus in the Marketplace
learn how to do the following:



5

All of us can!

- **Bump into people**
- **Connect with them**
- **L.I.F.T. them**



6

Why we need L.I.F.T.



Study Guide p. 4

7

We are good at Telling!


We need to get better at **Asking Questions & Listening**



8

JESUS WAS BALANCED IN:

- **Asking**
- **Listening**
- **Telling**



9

Story

On a Train to
Innsbruck Austria



10

10

THESE ARE SKILLS WE MUST INCLUDE IN OUR MINISTRY IF WE ARE TO TRULY FOLLOW JESUS' METHODS



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11

"...all the earth shall be filled with the glory of the Lord."

Numbers 14:21 (ESV):




12

12

LIFTERS

- Develop friendships
- Provide ongoing personal support
- Help others set goals
- Help minimize obstacles
- Introduce the power available for success




13

Study Guide p. 4,5

13

L.I.F.T. is:

- Based on a Coaching model
- Peer to Peer
- Easy to start
- Anyone can learn
- Valuable for all areas of ministry




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14

(an example)

LIFT-ing at a health program




15

Study Guide p. 7,8

15

Listen
Inquire/Inspire
Facilitate
Transform




16

Study Guide p. 9,10

16

L.I.F.T.

We then get acquainted and LISTEN



17

Study Guide p. 9

17

L.I.F.T.

**We INQUIRE to get acquainted
And INSPIRE
For lasting change**




18

Study Guide p. 9

18

L.I.F.T.

We **FACILITATE** change
if they need help




19 Study Guide p. 10

19

L.I.F.T.


Through Christ, they
are **TRANSFORMED**



20 Study Guide p. 10

20

“There is a need of
coming close to the
people by **personal**
effort.” MH 143.




21

21

If you want success in your
ministry

Work Like Jesus
(MODEL Him)



22 Study Guide p. 11

22

Mingle
Optimism
Desire
Empathy
Listen



23

23

M

Take advantage of any
opportunity to **Mingle** &
bump into people.




24

24

O

See beyond what they are
now and what they can be
through the eyes of an
Optimistic God.




25

25

D

As they see Christ in you and
Desire that for themselves lead
them gently to Him.




26

26

E


Put yourself in their
place with **Empathy**.
Feel their pain and
dream their dreams.



27

27

L
Find out what they need and want beyond their current condition. **Listen** to what is important to them.




28

Can you think of a place you could use **LIFT**?



29


We start by first Being **(LIFT-ed)** by **Jesus**



30

Study Guide p. 12


LIFT-ing in your home



31

Study Guide p. 13

Skit (LIFT-ing Gus)



32

Study Guide. p.14

<p>LISTEN</p> <ul style="list-style-type: none"> Importance of listening to get acquainted See through the eyes of Jesus: this is His child! May not be ready to talk about change yet - just listen and get to know them What's important to them? 	<p>INQUIRE/INSPIRE</p> <ul style="list-style-type: none"> Stay curious Discover more about them Connecting/safe zone "Tell me more" Dream their dreams!
<p>FACILITATE</p> <ul style="list-style-type: none"> Needs and wants Listen for "change talk" Options for their path "What can I do to help?" 	<p>TRANSFORM</p> <ul style="list-style-type: none"> Provide consistent support (accountability) Keep steps easy for success Review plans Encourage continually

33

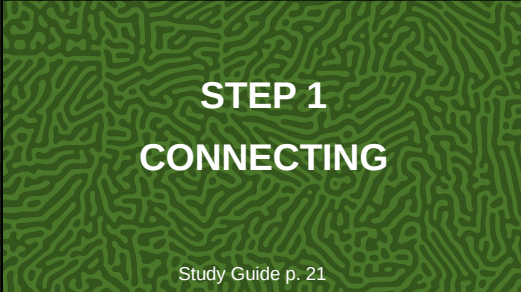
Study Guide p. 9-10

What did you **learn** from the skit?



34

STEP 1
CONNECTING



35

Study Guide p. 21

Connecting with People to Reflect Him



36

Different Ways We Connect



37

37

Start by Getting Acquainted




38 Study Guide p. 22

38

AT THE GYM

Ask gym-related questions, their goals, etc.



39

39

IN A HEALTH CLASS


Ask questions related to the presentation.



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40


Here water was the connection



41

41

- Start with a common interest
- Their answers and interest drive the conversation
- Stay curious, "Tell me more"
- Build on their answers to the above



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It may start in a program...



43 Study Guide p. 23

43

But it needs to progress to personal



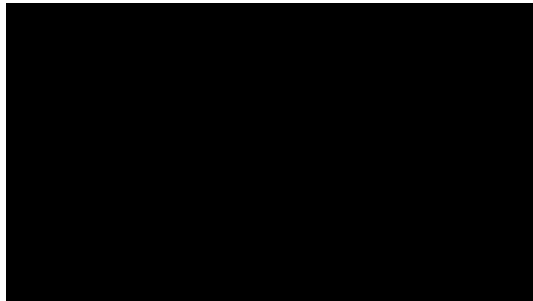
44 Study Guide p. 23

44

In the next video write down ways that Ty is connecting like Jesus and that you can do also.

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45



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Tell me what you learned.

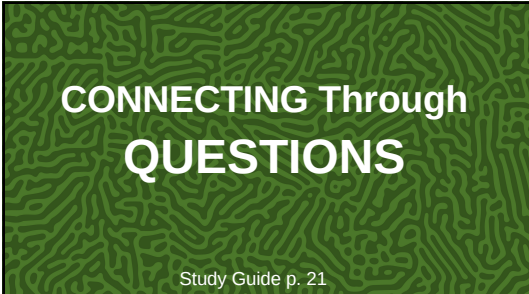


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CONNECTING Through QUESTIONS


Study Guide p. 21



48

Questions in Conversation

- Start a conversation.
- A flow between asking and listening.
- Avoid "interrogation"
- Why did Jesus ask questions?




49 Study Guide p. 24

49

Jesus had a purpose for connecting with people

Restoration of the person to the image of God was always His purpose, but He needed to find the key to open the heart

But what if they were not ready for that




50 Study Guide p. 25

50

Jesus' Questions

- Purpose
- Closed-or open-ended?
- Was there more to them?
- Start: "why," "who," "what"
- "Bullet questions"




51 Study Guide p.25-30

51

In your groups look through the type of Questions that Jesus asked and discuss them.

- Where would you use these?
- How would you ask them today?




52 Study Guide p.26-30

52

Jesus asked Questions to...

- Form a connection
- Build a relationship
- Get people to think




53 Study Guide p.28-30

53

Let's go deeper:
John 4:5-26

How is He connecting with her? What questions did He ask? Why did He ask them?



54

54

Reasons for your Questions


Restore the image of God
 Explore both ends of their comfort zones
 To know what is safe to ask

55 Study Guide p. 31,32

55

Two Questions to Always Ask

- Can you please tell me more?
- What do you think?




56 Study Guide p.33

56

“ The purposes of a man's heart are deep waters, but a man of understanding draws them out.”

-Solomon



57

57

CONNECTING Through LISTENING

Listening Like Jesus

Study Guide p. 35

58


Jesus as a boy

He **listened** to their instruction. As one **seeking wisdom...**

59 Study Guide p.35

59

What to listen for



60 Study Guide p. 36

60

A listening response


- “What do you think might help...?”
- “What if...”
- “Do you think God might have an answer to that?”
- “Tell me why you feel/think that”
- “If you had the power to change the situation, what would you do?”
- “What would you tell someone else in your shoes?”

61 Study Guide p. 36

61

Listening as a way of loving others like Jesus

Listening to God is what grounds our ability to love others like God - **Sarah Zaske**

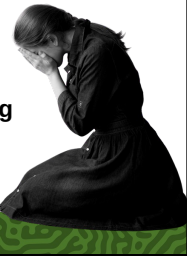


62 Study Guide p. 37

62

Taking Time to Listen
 (Story by Sarah Zaske)

A homeless woman weeping



63 Study Guide p. 37,38

63

Love Through Listening

"Being heard is so close to being loved that for the average person, they are almost indistinguishable."

-David Augsburger

64 Study Guide p.38

64

"Listening to others in love is only possible when you first listen to God in earnest". Sarah Zaske

How does listening to God make me a better listener to others?

65 Study Guide p.39

65


How does my love for others make me a better listener?

66

66

Five Obstacles to Listening

- We are not taught to listen
- All of us struggle with pride
- Various forms of laziness
- Our world is too noisy
- The ways we relax and unwind



67 Study Guide p. 41,42

67

Listen like Jesus

"My dear brothers and sisters, take note of this: Everyone should be quick to listen, slow to speak, and slow to become angry"

- James 1:19

68 Study Guide p. 42

68

Don't be afraid of SILENCE



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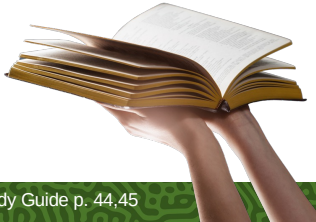
You may share your story (briefly) to relate to them and connect further



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What Does the Bible Say About Listening?




71 Study Guide p. 44,45

71

A fool takes no pleasure in understanding, but only in expressing his opinion. **Proverbs 18:3**

If one gives an answer before he hears, it is his folly and shame" **Proverbs 18:13**



72 Study Guide pp. 28

72


What have you found that has helped you to listen better?

73

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PRACTICE

- What are you listening for
- It's all about them
- Explore with curiosity
- Build on their answers
- Silence is ok
- Give advice only with permission



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Step 2
Discovery
Making a Plan


Study Guide p.48

75

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Life's Journey

We take **Steps** along a **Path**
To fulfill our **Purpose**



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Study Guide P. 48

76

Purpose, Path, Steps

Purpose: "Big picture"
Path: Chosen method to get there
Steps: Smaller stepstones in the method

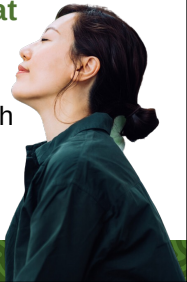
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Study Guide P. 48,49

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Purpose drives all that you do

It's what directs your path and guides your steps.




78

Study Guide P. 53

78

"If you start with a good **purpose** then you can choose paths that are consistent with that **purpose**."



79

Study Guide p. 53

79


How to Find Their Purpose

- Have them list the paths they are on and/or that they want to be on and where will that get them.
- Where it leads is your PURPOSE.
- Have them think about the end result and is that what they want in life.
- Better paths will lead to better purposes.

80

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Examples of Purpose and helping someone find theirs




88

Study Guide pp. 50,51

81

Purpose is also in the smaller joys that God wants us to enjoy in abundance




82 Study Guide pp. 50,51

82

An example of a purpose that is acceptable to both God and society is:

Live a life of service, making a positive impact in my community.



83

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"You can make many plans, but the LORD's purpose will prevail."

Proverbs 19:21 (NLT)




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How to find God's Purpose


- Prayer
- Study of Scripture
- Trust that God will guide you
- Seek guidance from Godly counsel
- Seek to live a purposeful life
- Have a desire to do His will



85 Study Guide p. 53

85


Trust that He wants to partner with you and will not leave you without guidance.



86

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Your Paths




87 Study Guide p. 55

87

Your Path

Your path is the direction you walk through—things you do consistently to reach your purpose.

Your method.




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88

Trust in the LORD with all your heart and lean not on your own understanding; in all your ways submit to him, and he will make your paths straight.

Prov. 3:5,6




89

89

You make known to me the path of life; you will fill me with joy in your presence, with eternal pleasures at your right hand. Psalm 16:11

Your word is a lamp for my feet, a light on my path.


Psalm 119:105



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A path could be to start with a desire and look for opportunities to serve in your work, home and community. And to delight in Gods' direction.




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An Example of motivation


Gentleman wants to be in good shape when his daughter is older so he can walk her down the aisle at her wedding!



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Your Steps




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Study Guide p. 56

93

Your Steps

If the path is the direction we are going, the steps are the daily choices that we make along that path.




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Help them choose steps

Without steps we can get **discouraged** because the path is so long and hard to see the end.



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How to start

- Brainstorm all possible steps
- Keep steps specific, measurable, attainable, realistic and timely (SMART). SG p. 61
- Keep steps small
- Assure support from you and God

96

Study Guide p. 56

96

Cont-

- What does that look like?
- What is the first smallest step that you are willing to start with?
- What makes this path so important to you?

97

97

Example of how to do it

- How have you been enjoying the Diabetes Improvement classes?
- Tell me what you found to be most important to you?
- Can you see a clear path to start reversing the disease?

98

98

If they are not ready

Even though Gods plans are better than our own we can still help them find their "path or purpose" using basic coaching skills.



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Making steps successful

Start out very simple and build on it as able.

Remember God is able and we all need to learn to trust and not feel that we can do it on our own.

100

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The LORD makes firm the steps of the one who delights in him;

Psalm 37:23-24



Study Guide p. 57-59

101

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Your Turn

Think about ways you can help someone to find their **purpose, path** and **steps**.



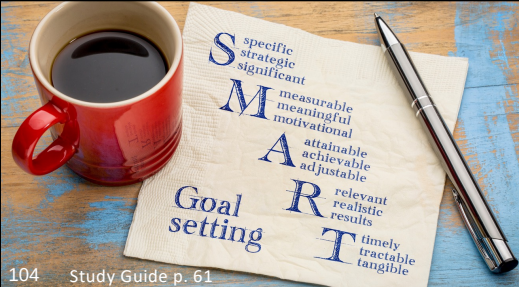
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- SMART Goals
- Handling Resistance
- Ongoing Support
- Review of L.I.F.T.

Study Guide p.61,45,62,63

103



Goal setting

S specific strategic significant
M measurable meaningful motivational
A attainable achievable adjustable
R relevant realistic results
T timely tractable tangible

Study Guide p. 61

104

104

- Discover their paths, and help them make SMART goals.
- Help them discover the first small steps to take on their paths



105

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- Encourage them as they work through progressive steps on their paths
- Pray that you may know God's plan for them
- Find God's plan within their plan



106

106

Handling Resistance



Study Guide p. 45,46

107

107

Reasons for resistance

- You pushed them way out of their comfort zone
- They're discouraged because of lack of results
- They had to give up too much and miss old habits
- It's "too hard"
- Not enough time put into the change
- Conflict with family/friends


Study Guide p. 45-46

108

108

Motivate Like Jesus

- Lead by example
- Speak with compassion
- Use Stories to teach
- Encourage personal growth
- Emphasize faith and hope



109 Study Guide p. 47

109

Motivation & Confidence

- motivation	Can't but want to	Can and wants to
	Can't and doesn't want to	Can but doesn't want to
	- Confidence	

110

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Motivation

- Safe atmosphere
- Empathy
- Unconditional acceptance
- Facts with hope
- Weigh pros & cons
- Define the Why
- Honor values & beliefs
- Discover Purpose
- Discover Readiness
- Success stories

Confidence


- Make commitment
- Start small
- Add, rather than take away
- Have a flexible plan
- Build on previous success
- Anticipate obstacles
- Insights into behavior
- Affirmation & encouragement
- Cheerleaders
- Accountability

111 Study Guide p. 47

111

Increase Motivation

- Safe atmosphere
- Empathy
- Unconditional acceptance
- Facts with hope
- Define the Why



112

112

Increase Confidence


- Make commitment
- Start small
- Add, rather than take away
- Have a flexible plan
- Build on previous success



113

113

Ongoing Support




114 Study Guide p. 62

114

Ongoing Support;

- Is A Big Need
- Is Often Missing
- Reflects **Gods Character**




115 Study Guide p. 62

115

The Principles to Reflect

"I'll always be with you, right up to the end of the world!"

Matt. 28:20



116

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Reasons for Ongoing Support

- It improves their success rate
- Reflects the character of an ever- supportive God
- You develop strong friendships
- You find their real needs
- It makes ministry more exciting



117

117

Steps for Ongoing Support

- You begin the friendship at the program
- You support them during the program
- With their permission, to continue support
- You connect with them weekly by phone
- You help as long as needed




118

118

Steps continued

- If you live close, connect socially
- As they become more successful you may reduce support as appropriate
- Keep an ongoing connection at least monthly
- Offer to pray about their needs and success
- Women support women, men support men




119

119

Review of the L.I.F.T. process

- Get acquainted and build rapport
- Discover what is important to them
- Identify obstacles
- Inspire them
- Support them




120

Study Guide p. 63

120

Review of the L.I.F.T. process

- Brainstorm for options
- Discover Purpose, Path, and Steps
- Review the plan
- Encourage them
- Set up another time to meet



121

121


**STEP 3
PRINCIPLES
USED IN L.I.F.T.**

Study Guide p.64-76

122

This section includes:

1. Walking the Health Path
2. Christ Reflectors
3. A Personal work
4. He Makes the Difference
5. The Power of Prevention
6. Health Principles




123

Study Guide p. 64-76

123

1. Walking the Health Path Together




124

Study Guide p.65 to 67

124

2. Reflecting His Character




125

Study Guide p. 68

125

"And I, when I am lifted up from the earth, will draw all people to myself."

John 12:32



126

126

The Great Controversy
is all about
The Character of God



127

127

God does
have a **PLAN!**



128

128

Through Using
Christ
Reflectors



129

129

Arise, shine; for thy light is come, and the
glory of the LORD shall
arise upon thee, and
His glory shall be seen upon thee.

Isaiah 60:1




130

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Building these **Skills** is like:

Polishing your mirror for a
better **Reflection**



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131


So how do we reflect
His **Character?**



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132

Do **what** He did



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133

We Need the
Mind of Christ

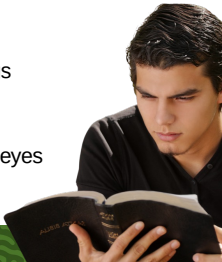


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Study Jesus

- His life, works, and sayings
- His prayers
- His focus and priorities
- Study people through His eyes




135

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Restoration

Restore in men and women
the image of God


is His/Our Focus



136

136

3. A Personal Work



137

Study Guide p. 69

137

"There is a need of
coming close to the
people by **personal effort.**" MH 143



138

138

**Take the time to
connect**



139

139


**How do you
measure
success?**



140

140

**Is your view of
success the same
as the participants?**



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141

Did anyone even ask them:

What do you want?
What do you need?
How can I help?



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142



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Why do people fail?



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144

4. He makes the Difference



145 Study Guide p. 70

145

He Makes the Difference

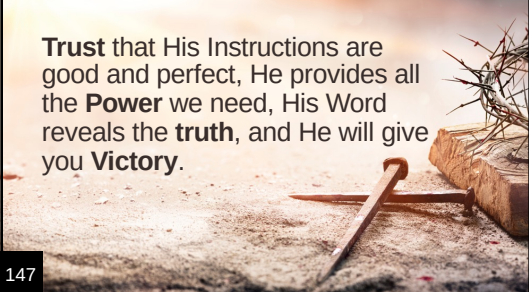
With Trust



146

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Trust that His Instructions are good and perfect, He provides all the **Power** we need, His Word reveals the **truth**, and He will give you **Victory**.



147

147

The First **Temptation** was based on **Distrust**




148

148

And the serpent said unto the woman ye shall not surely die; For God doth know that in the day ye eat thereof, then your eyes shall be opened, and ye shall be as gods, knowing good and evil.

Genesis 3:4,5



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149

The first victory of the second Adam was through Trust



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Does Satan use the same temptations today?




151

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He Makes the Difference

With Power

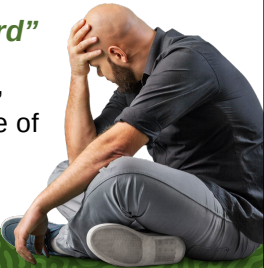


152 Study Guide p. 70

152

"But it's too hard"

If it feels too hard, check your source of power.



153

153

Satan is well aware that anyone who trusts in Christ is more than a match for the hosts of darkness

154

154

He Makes the Difference With Truth in Bible Promises

Study Guide p. 71

155

155

Bible Promises Are Statements of truth you can trust

Study Guide p. 72

156

156

Truth destroyed the power of the lie (temptation)

157

157

A Temptation is a believable lie

158

158

Confusion - Deception

"Take heed that no one deceives you"

Matt. 24:4

159

159

I have laid up thy word in my heart, that I might not sin against thee.

Ps. 119:11

160

160

Victory

161

161

Using our own wisdom

"I don't see anything wrong with..."

"It's not a salvation issue"


"I think..."

"I feel..."

162

162

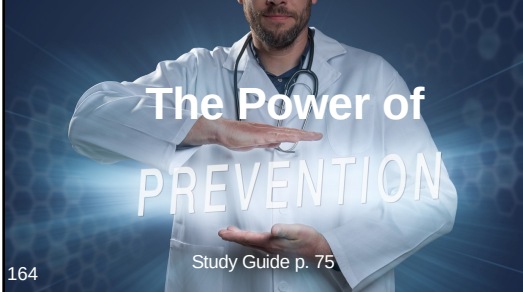
Find a Bible Promise that speaks to you



163 Study Guide p. 73,74

163

The Power of PREVENTION



164 Study Guide p. 75

164

Disease & Treatment OR Lifestyle & Prevention



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165

It takes a whole new MIND SET

166

166

What about the **prevention** in the spiritual dimension?



167

167

He Brings us A New Mind Set



168

168

Other Coaching Principles




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169

Three Simple Rules

- Don't give advice without permission
- Don't tell people something they can discover on their own
- Don't fix the problem for them



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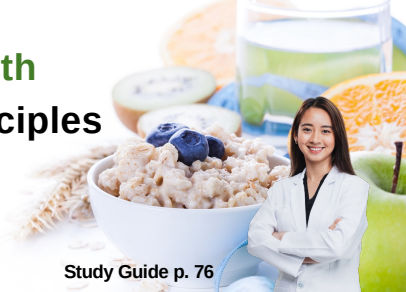
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Balancing Guilt and Hope

- "Not your fault" = No Guilt.
- But no hope
- If you know the cause you have hope of preventing it next time
- Responsibility vs blame

171

171



Health Principles


Study Guide p. 76

172

172

Without giving medical advice, you can share simple health principles that are:

- Evidenced Based
- Basic Health Principles
- **NEWSTART**
- Build on the good things the person is already doing



173

173

Support

- Direction given by a healthcare provider
- Something your partner wants to do
- The information they have found is from a reliable resource.



174

174

Health Support Example


- How can I help you succeed in the steps you have decided on?
- If you see that they need further medical, emotional, or spiritual help, you can encourage them to seek further assistance from a qualified provider, after which you can support them based on advice the professional has given.

175

175

Disclaimer for Resources

We are not endorsing any of the following resources. They are the ones that individuals have found helpful. Each person must determine for themselves the helpfulness and validity of any source they use.



176

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Resources

<https://awhn.org/resources/> Adventist Whole Health Network resources
<https://nadhealth.org/resources/> NAD Health Resources
dnewstart.com Timothy Arnott MD Website

Vegan Cooking Sites:
<http://www.speakingwellness.com/> Chef Erik Akko videos and seminars
<https://www.veganblueberry.com/>
<https://elavegan.com/#search>

Nutrition
 NutritionFacts.org Michael Greger, MD, FACLM and his team study every English nutrition research paper each year and present them in an attractive and easy-to-understand manner.

A spiritual perspective on Health
<https://www.timeleshealinginsights.org/> David DeRose MD, MPH Physician, and Pastor that has valuable insight on health with a spiritual perspective.

Study Guide p. 77

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Recommended Books

- The Bible
- Desire of Ages (EG White)
- Medical Ministry (EG White)
- The principles and practice of Health Evangelism (Elvin Adams)
- Jesus Life Coach (Laurie Beth Jones)
- The Whole Life – Health Partner’s Guide (Joshua Vazquez)

Study Guide p. 77

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