



## Session 4: Motives

### Introduction

When a salesperson comes to your home to give you a bid on something, what makes it a terrible experience? What makes it a pleasant experience?

### Salt & Light

*Matthew 5:14-16*

What's the difference between: "you should be salt and light" vs. "you might be salt and light" vs. "you are salt and light"?

In our day and age, the fact is, most of your neighbors will have had some sort of negative experience with religion, the church, or Christians. Why is it now all the more important for Christians to begin with "good deeds" to our neighbors?

### Application for Our Lives

Explain the difference in motivation between these two: "We don't love our neighbors to convert them; we love our neighbors because we are converted."<sup>1</sup>

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<sup>1</sup> Jay Pathak & Dave Runyon, *The Art of Neighboring: Building Genuine Relationships Right Outside Your Door* (Grand Rapids: Baker, 2012), 102.

In our modern, secular world, probably the best way to share the gospel is through personal narratives, in other words, “sharing your story.” So many people share their story of their lives—their hopes and dreams, and their struggles and difficulties—which can give you opportunities to share your story. Discuss:

Why is this so much more effective than traditional canvassing?

What questions can you ask your neighbors to draw out their story?

How can you share your story naturally?

A good relationship is a two-way street. Apply the following quote to your situation. Why is it hard for you to receive help from others? What current needs do you have that your neighbors could help you with?

Good neighboring is *not* about doing charity work. It’s not simply about doing for others and looking for ways to give and give and give. Rather, good neighboring is about helping to create a sense of community within your neighborhood. It’s about empowering people and breaking down walls. It’s about everybody doing something together for the common good. As you might imagine, this is much easier said than done. Receiving can be a challenge for a number of reasons.<sup>2</sup>

## Conclusion

Jay Pathak & Dave Runyon summarize, “We want to be clear about something when it comes to the art of neighboring. This is not an evangelism strategy. And if evangelism is your only motive, then you won’t be a very good neighbor. However, if neighboring is done with the right posture, then people who don’t know God will most certainly come to know him.”<sup>3</sup>

Return to your goal of how to make progress with your neighbors from last time. Describe what it would be like to avoid both extremes—you befriend your neighbors simply to invite them to church, and you never mention Jesus or church—and go down the middle.

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<sup>2</sup> Pathak & Runyon, *The Art of Neighboring* (Grand Rapids: Baker, 2012), 121–122.

<sup>3</sup> Pathak & Runyon, *The Art of Neighboring* (Grand Rapids: Baker, 2012), 99.