

Dialed-In Dialogue — CLEAR Reference Card

Nic-at-Night · Session I · John 3:1–21 · Connecting with the Curious

C Connect

The Art of Disclosure · John 3:1–2

His arrival *was* the disclosure.
Honor it.
Receive without judgment.
Connection is **earned trust**.

OPENING
"Before I say anything — I'm glad you brought this up. What made you think about it now?"

GUARDED
"I'm not here to push. I just want to understand where you're coming from. What's been sitting with you?"

Mindset: Enter as a student, not a seller.

L Listen

Challenging Without Confrontation · John 3:3–4

Listen to **repeat**, not to respond.
Earn the right to reply first.
Clarity is not cruelty.

REFLECT
"Let me make sure I understood — you said [repeat exact words]. Did I get that right?"

BEFORE RESPONDING
"Can I reflect back what I'm hearing before I reply? ... Is that a fair read?"

Rule: Never speak more than 30% of the time.

E Empathize

Upgrading Revelation in Existing Faith · John 3:10–12

Feel → Acknowledge what they experience.
Felt → Normalize it — others stood here.
Found → Point to what became possible.

FEEL/FELT/FOUND
"I understand how you feel — many felt the same. What they found is that once that shift happened, everything they already believed came alive."

EXISTING FAITH
"You clearly have the foundation. Where does knowing it and *living* it still feel like two different things for you?"

Don't argue what they know. Build from it.

A Ask

Every exchange in John 3 is a question, not a lecture

Open-ended → expand & explain.
Closed-ended → confirm & commit (yes/no).
Expand before you confirm. Never close early.

OPEN (EXPAND): "What has been going on for you around this?" / "Walk me through what that has looked like."

CLOSED (CONFIRM): "Is this something you've been carrying a while?" / "Does that feel like the right next step?"

Never mistake a surface answer for a complete one.

R Recap & Resolve

Jesus landed it with specificity · John 3:16–17

Mirror → **Confirm** → **Resolve** → **Lock**.
Vague next steps create dead leads.
Land it. Never leave it dry.

CLOSING
"Here's what I heard — [recap their words]. Based on that, I'd love for us to [action] on [day]. Does that work?"

MUTUAL STEP
"Before we close — let's both leave with something specific. You've got [x], I've got [y]. I'll follow up [day]."

Never leave a conversation without a landing pad.

THIS WEEK: Find one person who is curious about faith but has not made a move. Do not invite them to church yet. Start a regular conversation. Listen for the question underneath their life. Apply CLEAR. Report back next session.

ACTIVATION NOTES — Who is your one Nicodemus this week?
