

YOUR SUPERPOWER

Your Secret Superpower

"The most powerful tool in negotiation is listening" Chris Voss

Your Superpower Starts in Your Heart

Proverbs 4:23(NIV): "Above all else, guard your heart, for everything you do flows from it."

Luke 6:45(NLT): "What you say flows from what is in your heart."

Will Power is No Power.

Word Power is Your Real Power.

Listening Unlocks Your Secret Superpower

Romans 10:17(CEB): "...faith comes from listening."

Ephesians 4:1,2(ESV): "I therefore, a prisoner for the Lord, urge you to walk in a manner worthy of the calling to which you have been called, ² with all humility and gentleness, with patience..."

20 years ago (early 2000s): Average attention span = 12 seconds

10 years ago (2015): Average attention span = 8 seconds

Today: Average attention span = 6–7 seconds

(shorter than a goldfish — goldfish attention span = 9 seconds!)

What's Undermining Our Attention?

Chronic Stress

(Keeps the brain in survival mode, not focus mode.)

Digital Overload

(Phones, notifications, endless information fragments attention.)

Noise and Distraction

(Busy environments — external noise = internal noise.)

Multitasking

(Trying to do too much at once trains your brain not to focus.)

Bad Habits of "Relaxation"

(Binge-watching and doom-scrolling exhaust the brain instead of restoring it.)

#1 Way Americans Unwind: Binge-Watching TV

Problem:

- Binge-watching disrupts sleep (American Academy of Sleep Medicine: 88% lose sleep due to binge-watching).
- Binge-watching increases stress, anxiety, and depression

Result:

- You don't recharge — you numb.

- Your brain stays wired instead of resting.

You will never drift into the life you want

Ephesians 4:15(ERV): "...speak the truth with love. We will grow to be like Christ in every way."

Loving well requires listening well

Mark 4: 9, 20, 23, 24(ESV): "And he said, 'He who has ears to hear, let him hear.....But those that were sown on the good soil are the ones who hear the word and accept it and bear fruit, thirtyfold and sixtyfold and a hundredfold..... If anyone has ears to hear, let him hear.' And he said to them, 'Pay attention to what you hear...'"

" That's why your most powerful tool in any verbal communication is your voice. You can use your voice to intentionally reach into someone's brain and flip an emotional switch. Distrusting to trusting. Nervous to calm. In an instant, the switch will flip just like that with the right delivery." Chris Voss

1. **Late-Night FM DJ Voice**

- Calm, slow, downward tone
- Builds trust without triggering defensiveness
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2. **Positive / Playful Voice**

- Light, encouraging, relaxed
- Default voice for most conversations
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3. **Direct / Assertive Voice**

- Rarely used
- Creates pushback and defensiveness if overused

"The fastest way to get someone to lower their guard is to listen deeply and label their emotions." Chris Voss

Good listening starts with good questions.
Curiosity opens hearts.

- "What's been the best part of your day?"
- "What's weighing on your mind?"
- "How can I support you?"
- "What's something you're excited about?"
- "What's one thing you wish people understood about you?"

All of these activate the brain's social bonding systems, regulate emotional responses, and build stronger connections.

Why is this night different from every other night?

Exodus 2:24(ESV): "God heard their painful cries..."

God hears
God speaks
God saves