

THREE CUPS OF TEA

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Have you ever wondered why after hours of research and preparation your report fell flat? You were so sure that the group would be enthralled, educated and motivated to action but instead there was apathy, an attitude of who cares. I suggest it may not have been the report at all but the fact that you didn't sip **three cups of tea**.

"Are you out of your mind?" you are thinking. What has tea got to do with anything? Many years ago I read the book *"Three Cups of Tea... One Man's Mission to Promote Peace... One School at a Time"* by Greg Morrison. It focused on one man's quest to build schools in Afghanistan. The following quote taken from the book, **"Here we drink three cups of tea to do business; the first you are a stranger, the second you become a friend, and the third, you join our family, and for our family we are prepared to do anything - even die"** - **Haji Ali, Korphe Village Chief, Karakoram mountains**, outlined how the people of Afghanistan do business.

The author discovered that to be successful in his negotiations he would have to drink three cups of tea; in other words, spend the necessary time that it takes to **introduce, flesh out and make the idea part of the group he was working with**.

When we use this approach to our work the idea to be presented is the first cup of tea the "stranger". We tend to think people know what we are talking about, but that is not necessarily true. Our first presentation merely sows the seeds of the idea. The second cup of tea - become a friend - the issue is brought back by giving basically the same presentation but because the seeds were sown there are now questions and the possibility that the issue maybe workable; the third cup of tea - join our family - the issue comes back for the third time and the members are listening with understanding and are prepared to work on it. Often we give up after the first cup of tea and many great ideas are lost.

Membership and resolutions are two areas that may benefit from Three Cups of Tea:

Membership

First Cup of Tea.

When a woman takes out membership she is the stranger.

Second Cup of Tea

It needs to be sipped one on one; perhaps a phone call or a luncheon date where we take the time get to know each other. This cup of tea is crucial.

Third Cup of Tea

The new member is no longer a stranger. She knows someone who cared enough to spend time with her outside the meeting. She is beginning to feel comfortable and later on when she is asked to volunteer she most likely will as she feels she belongs.

Resolutions

First Cup of Tea

Bringing the titles of the resolutions passed at the National Convention to a meeting

Second Cup of Tea

Bring information about the resolutions to the next meeting and have a discussion. Members can take the information home with them

Third Cup of Tea

Take ownership for the action plan at the next meeting.

All of what we do is built on our relationships with one another. We must work together as family so the time spent **nurturing** our family is crucial. So ladies get your teapots out and get ready for change and remember - This is the day that the Lord has made; let us rejoice and be glad in it.