

LEVEL 1 – The Incredible “Gift” of Business (Edited for Clarity)

Hey guys, welcome back to the Generous Entrepreneur Program. Today's lesson is called “The ‘Gift’ of Business.” We're going to unpack an incredible gift that God has given to His Church, to the Body of Christ in the earth. I'm really excited to hear the feedback once we go through this lesson.

I want to lay some of these things out because we need to understand that there are natural giftings... but there are also supernatural giftings.

Before we get going, I just want to remind you we're in the Business Model Module and we're going to be talking about the “gift of business” in a supernatural way.

As you know, there is the natural and then there is the spiritual. The Bible says that “*the things that we see* (the natural) *are subject to change by the things we don't see.*” The spiritual is the behind the scenes of what we are seeing. It is what affects our lives and business.

Also, I forgot to mention in the last lesson about the “Starting Point” as outlined in your Workbook (I got a little ahead of myself and so just I want to take a break right here and talk about this).

If you haven't downloaded your Workbook, that's okay. You can use a binder or a notepad (or maybe you would like to use Evernote on your phone or something similar on your computer—whatever works for you). It's important to know where we're at in the beginning of this journey.

What do you think is your biggest challenge?

What is frustrating you right now? I'm sure you don't have to think that hard to come up with this. Right?

What is the ideal outcome or the specific result would you like to achieve? You have this issue and you want to identify what getting the result do for you. What would getting that outcome do for you? What would that mean for you?

It's important to think about these questions because when we are only focused on what is frustrating us, it can be overwhelming. Sometimes we need to think about getting to the other side of the problem. This helps out our soul quite a bit, actually.

What are the current strengths that you have right now that you may not be applying to this frustration or to this challenge?

Based on what you have identified, what's the next step you should consider?

Obviously, it's easy to think about what is frustrating us (you probably are already talking about it). But let's look at it and then ask ourselves a few other questions.

I know when I do this, God really brings His wisdom, understanding, and clarity on what my next steps should be.

I want to bring your attention to the part of my background... when I took over the family's business in California. Everything about the business was on the downward path (if I could say it politely). I looked at all the "proforma reports" and the business had about three years before all indicators pointed to going out of business. Yikes!

Fortunately, there was a great aspect of this type of business (beverage distribution wholesaler). Because it was a franchise distribution business model, our manufacturers like Snapple, Red Bull, and Coors would offer incredible support to our company.

I would have to come up with such things as a business plan, marketing plan, etc. every year for each one of these suppliers. Then their people would help implement those plans. I remember thinking, *"WOW, this is incredible advice and help I'm receiving here."* I would constantly wonder, *"How do people that own a small business, and don't have this kind of support or help, do it?"*

I thought on many occasions that, *"One day I hope to have the ability to help business owners like how I am being helped."* The amount of help I received was just unbelievable.

After I resigned the church and turned the daily operations the family business over to my brother, I moved from California to Texas. Consequently, I was recruited by the largest privately held consulting firm in North America—and they would send me from Florida to California, and up into Canada on consulting projects.

For one year, I would be on these projects Monday through Friday. I'd fly home on Friday night and then have to fly back out on Sunday. This firm would put me in these businesses from six weeks to three months in order to fix their problems.

Going into this season, I was really curious of how I would do in the midst of this...

Just getting this job was a miracle. When I was recruited, their HR department would curate over 1,000 applicants that were trying to be hired by them as a Business Consultant. They would then narrow that 1,000 down to 100. Next, they would send their recruiters out and would interview those 100. Lastly, they would decide on what 20 applicants they would want to bring to their training facilities in Chicago.

The training would be around two weeks. The main purpose of this training was to make sure that when they stuck you into a business, you would know what you were doing. They were charging a lot of money for us to be there (my average Invoice every week was \$12,000-\$14,000) and at the end of any day, the business could fire me if they weren't happy. I had to produce.

I found it very interesting that when I got to the training facility, they ranked you according to "perceived" value to them. Well, I was given "# 20" at the beginning of

training. The other trainees held MBAs or had owned businesses so I didn't mind being ranked last of the last.

Then as training progressed each day, I noticed that a van would come to the facility and then someone was asked to leave. Anyway, after a couple of weeks, there was only four of us that made it through the training. I naturally moved up in the rankings, ha ha. On the very last day, by God's grace, I had made it to number one. Yes!

What did I learn through all that? I learned that it's absolutely impossible to do what I did if I had not been leaning into God (big time) and been open to hearing from Him. I would constantly be thinking, "*God, I don't know what to do here. What is the right answer?*"

They would put us in interview situations, with former FBI Agent's that would pretend to be a business owner, and then put us through the ringer to see how we would emotionally handle the situation. It was some crazy stuff.

I learned that it really is utterly impossible to do things according to how God wants us to do them on our own. As you know, we need his help in everything. We need to tap into the spiritual, in order to bring it into the natural, and serve God's purposes.

The Bible says that "*the natural things* (the things we see) *are subject to change by that which we don't see.*" The natural is subject to change (is affected by) the spiritual.

After a year of working for that company, I was able to come off the road and open up my own consulting firm—which I named "Entrust Management Solutions."

I began to build this agency according to the dream I had while working in my family's business: I wanted to help small business owners and not kill the patient on the operating table (by charging this exorbitant amount of money).

My consultancy model was quite different than my previous employer and it was going pretty good until the financial crisis of 2008 hit. This was a crazy event...

I'll probably get into some of that down the road but for now, I just want you to realize that the gift that God has placed in your life (the gifts that God has placed in my life) will make room for us no matter what is taking place around us.

As Proverbs says, we have to allow the development of those gifts that God has placed in our lives.

Before I talk a little bit about gifts and how they're going to make room for you, I want to make a distinction between a "gift" and a "reward" first. Yes, they are interrelated, but a gift is freely given, right? That's a gift. And a reward comes after you have done something.

I think one of the best rewards we could get is found in Hebrews the 11th chapter: "*Without faith, we know that it is impossible to please God, because when we come to God, we must believe that He is, we must believe that He is real and that He rewards the faith of those who are diligently or passionately seeking Him.*"

If we want to receive this reward, we have to receive the “gift of faith” correctly. It's in our heart. We need to stir it up. We need to step out in faith and gain an understanding of how grace and faith work together with obedience.

We want to be faithful with the gifts that God has given us and be good stewards of what he has entrusted to us. That's why I named my consulting firm Entrust Management Solutions. When we're faithful with the small things (the things that we might consider insignificant), we will be given more.

I've just sat back and been shocked at some of the things that have happened in a business environment when God's is allowed to be in the middle of it. Every time I realize there is no way that this could have happened in my own ability.

Now, here's what I wanted to get to. Here's the incredible “gift” of business that I want to talk about...

In 1 Corinthians 12:28, the Bible says that “*God has appointed these in the church. First apostles, second prophets, third teachers* (it goes on a little bit), then it says *the gifts of healing and helps.*”

What we see here is the apostle Paul is writing to the church at Corinth and setting some things in order. The things he wanted to set in order was how we are to understand these gifts God has placed in the church (the body of Christ).

Paul said God placed in the church *Apostles, Profits, Teachers, gifts of healing and helps*... You'll see, right there. I highlighted “helps” in that darker red color. Why? Because when we look at that word in the Greek, the word for “helps” is “antilēmpsis.”

Is that the right pronunciation? I'm just saying it fast so it makes it seem like I know what the pronunciation is (I have no idea). I guess I should have been diligent and got on the internet and put that in the Greek word and listened to word through that little speaker thing... It's not so much that I care about pronouncing it correctly but what I do care about is that God gave this gift to us.

He gave this gift of “helps” to be a part of the Body of Christ. That word “helps” is not about a gift of setting up chairs in the church or about helping out with the potlucks.

This word right here is... Check this out (I can't wait to show you this) the Greek word for “helps” is also an ancient Greek banking term, referring to “supernatural business.” God has placed in the Body of Christ (in the church) the supernatural gift of business (in today's context).

When you study this out, God has placed in the His kingdom “wealth builders.” We can also put it this way, “kingdom entrepreneurs.” This is so important when we realize that what we are doing in the marketplace, with our business, is every bit as important to God (and every bit as supernatural) as apostles, prophets, teachers, and all those things we sometimes put up on a pedestal.

I understand that many entrepreneurs that are Christians want God to bless their businesses with the goal in mind of giving more money to the church. That's fine, but let's go deeper. Let's look closer at the fact that we have a gift in us to build wealth for the kingdom and to be a blessing beyond simply giving money to ministry.

If we receive that gift of “helps” correctly... if we receive what God has given to us as business men and women correctly, we are will be supernaturally endowed by God with an incredible gift.

Wow. Isn't that amazing? Isn't that amazing? I mean, it's awesome. Apostles raising the dead for example (or believers raising the dead for that matter) isn't more supernatural than the gift of business God has given us.

And when I really started thinking about that, it really helped me approach God in a way in which I was so thankful (and so grateful) for what He had given me to steward. Wow.

I think I've mentioned in a previous lesson how I was in “ministry” for over 20 years. I mean, it was great and I loved it... Actually, I still consider myself being in ministry. But back then, it was more “full-time” stuff like pastoring, writing Christian books, and traveling to speak and teach... all that. But when I stepped into the business arena (in entrepreneurship), I know this is what God has called me to do. And when I embraced that, He really opened up a lot of avenues for Him to bless me... and work through me in order to bless others.

I really hope you're getting what I'm trying to say. There's a journal page in your workbook where you can pause, reflect, and write down what God is speaking to your heart regarding this (I subtitled this page “*a listening heart*”).

What is God speaking to you right now, as you're listening to these words? Is there something that is pushing up against what you're hearing? Maybe you're thinking that you need to study this out for yourself... or, that you aren't quite sure about some of what you are hearing.

Maybe you know all this already... I'm simply trying to say, “Hey, listen up.” There is a gift of business that God has entrusted to you to steward. He wants you to handle that gift correctly, to manage it well.

As we go through this entrepreneur program, we're going to make sure our businesses are built on kingdom principles—built on kingdom foundations. You're going to have so much more peace in your heart knowing that you're on the right track.

My prayer for you is that you believe the power of the gospel and understand the priority of generosity. That is really what I want to emphasize today and for you to understand the gospel, the good news, of Jesus Christ.

There is power in the gospel. When Paul wrote the Roman church, he said this.

“I am not ashamed of the gospel of Jesus Christ.

Now he would not have had to say, I am not ashamed if he was not tempted to be ashamed. Does that make sense? Do you understand what I'm saying?

He said, *"I am not ashamed of the gospel of Jesus Christ for it is the power of God unto salvation."*

It (the gospel, the good news gospel of what Jesus did on that cross for you and for me) is the very power unto salvation. This is not talking about just getting saved and going to heaven. Although that's part of it.

Paul was saying, when he wrote to them, *"Hey, I am not ashamed of the gospel, the good news of Jesus Christ, because it's the power of God."*

And let's flip that a little bit and think about it this way: If we are ashamed of what God's doing in our life (or ashamed of how we're stewarding the business he's entrusted to us), the very power of the gospel of Jesus Christ is not going to come forth in our lives. It's just that simple.

Do you want more of the power of God to come forth in your life and have His will just absolutely invade every area of your life? Well, maybe it's about not being ashamed.

He really dealt with me about this through the "season of unraveling" in the midst of COVID. I noticed that I had built a lifestyle business but I wasn't being very faith forward in my Christian walk. Why is that? Because I was ashamed. I mean, I guess I was hiding my lamp under a bushel. I was like, *"eh, I don't really want to wade in there because we all know what happens when I step out in faith... the Bible says I will suffer persecution (that's just part of it)."*

But really, we're already in a battle. We might as well embrace the battle that God's called us to (that he's equipped us to have the grace to stand in the midst of it) and not be exposed to a battle that we might not be able to stand in because the grace isn't there.

Oops, here's another thing from the Workbook that I wanted to include in the last couple lessons but didn't. This is a "To Feel List" Action Sheet in the Workbook.

You can do "To Do Lists" all day long. In fact, the picture of the binder on your screen right now is what I put together and published in 1985. This was the first Christian organizer (even before Franklin Covey stuff) to ever be published. It had sections that included such things as goal-setting, finances, prayer, and a place for journaling your thoughts...

If you get a chance to read my book, *The Entrepreneur Detour*, this is the one of the first entrepreneurial stories I talk about. I explain how I learned that when you step out there and try to be an entrepreneur, don't be surprised if you get kicked in the mouth.

Anyway, the way I approach things these days is by putting together a “To Feel List” ... things that I know will give me some momentum to accomplish the other things I need to do.

I just want to pick the one thing that I know will make me feel less stressed and give me some momentum to tackle the other things that I'm trying to get done. It might be just mowing the yard. It might just be cleaning out your desk. It might be calling that person you've been avoiding. It might be reading a Proverb. I don't know what it is for you that that would give you a sense of accomplishment.

I just want to encourage you. I'm super excited of your commitment to engage and watch these lessons.

We have a great journey ahead of us. Hey, don't worry and get stressed out if you feel you are getting behind. The whole course is built to basically have one lesson a week. Go at your own pace. We're all busy so just enjoy the process and let God speak to your heart on this journey.

I can't wait to hear what your thoughts are on this.

If there were any key takeaways, please let us know in the Facebook Group.

Remember, learn, reflect, take action, and discuss. We'll see you guys in the next lesson.