

# How to Run Your Business **BY THE BOOK**

A monthly publication of instruction, education, and motivation for running organizations according to God's Word.

JANUARY, 2012



## Opening Thought:

*“It isn’t that Christianity has been tried and found wanting. It is that it has been found difficult and so never really tried.”*

*~G. K. Chesterson*

## This Month’s Feature:

# You Must Care Enough to Confront!

(NOTE: Highlighted links in each section may be opened by placing cursor over the link and pressing Ctrl + click)

Jesus had just shared with His disciples that He would be killed and raised on the third day. Peter took Him aside and rebuked His Lord: “Far be it from You, Lord; this shall not happen to You!”

Jesus confronted Peter with words that must have greatly stung his friend, “Get behind Me, Satan! You are an offense to Me, for you are not mindful of the things of God, but the things of men.”

However, what Jesus did next, is a lesson in crucial confrontation, as he followed the confrontation with a performance expectation in Matthew 16:24-25.

Then Jesus said to His disciples, “If anyone desires to come after Me, let him deny himself, and take up his cross and follow Me. For whoever desires to save his life will lose it, but whoever loses his life for My sake will find it.”

The *follow up after the confrontation* is a pattern that must be followed when you address errant behavior or performance from employees. Yes, you should care enough about them to confront them, but don’t leave them there. Explain or redefine what is expected, along with potential payoffs for success or penalties for falling short.

It would have been difficult for anyone ever encountering Christ in person to accuse Him of letting them live in a gray area. Jesus let you know where you stood, even if you didn’t want to hear it. But he confronted in love. He may have detested the performance, but He still loved the performer. Perhaps this is why Paul could boldly declare:



“For do I now persuade men, or God? Or do I seek to please men? For if I still pleased men, I would not be a bondservant of Christ” (Galatians 1:10). As well as: “Have I therefore become your enemy because I tell the truth?” (Galatians 4:16).

A question that often arises concerning confrontations is, “how many chances or warnings should I give someone?” Naturally, it depends upon the offense. Personally, I don’t believe that thieves should be given multiple chances to pilfer your organization before letting them go. But how about attitude issues or other defective behaviors? Two Scriptures give us some insight here:

Titus 3:10: Reject a divisive man after the first and second admonition, knowing that such a person is warped and sinning, being self-condemned.

I Kings 11:9-11: So the Lord God became angry with Solomon, because his heart had turned from the Lord God of Israel, who had appeared to him twice, and had commanded him concerning this thing, that he should not go after other gods; but he did not keep what the Lord had commanded. Therefore the Lord said to Solomon, “Because you have done this, and have not kept My covenant and My statutes, which I have commanded you, I will surely tear the kingdom away from you and give it to your servant.

The Scriptures also offer advice on how a younger person should confront one who is older in [1 Timothy 5:1](#).

Review: Confront quickly after the performance, confront in love, be specific, and establish or redefine an expectation.

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## Scriptural MRI: Monthly Reading Insight:

### Do You Have Business Ethics?

I sincerely hope that your answer to the above question is a resounding “No!” Yes, you read it right. I hope you don’t have business ethics! In fact, in the words of John Maxwell and his book of the same title, “There is no such thing as business ethics.” In other words, ethics are ethics and you either have them or you don’t. You shouldn’t have one set of ethics for business, another for church, and a third set when you’re with your family or friends. In fact, changing your ethics to fit the situation is one of the most soul-depleting exercises you can engage in.

Many times in business, it’s easy to justify doing something questionable because it’s legal. But just because something is legal doesn’t make it right! When you run your business according to the Golden Rule, you will do what is right, not what is easy, cheap, popular, or convenient. And frankly, what’s right often hurts. It can cost a lot. It sometimes creates pain and discomfort. As a result, “ethically flexible” people often rationalize, compromise, and sanitize doing what is expedient rather than what displays integrity. They trade their values for valuables.

Jesus maintained and lived the same ethics when He was preaching in the synagogue, as He did when He was eating at a friend’s home, as He did while He was being tortured and murdered. He understood, better

than anyone, that people would rather see a sermon than hear one. In addition, He gave us a new commandment, one even more powerful than loving our neighbor as ourselves, which truly raises the bar for how to define ethics in our life. In John 13:34, He said:

*“A new commandment I give to you, that you love one another as I have loved you...”*

Did you catch those last five words: “as I have loved you”? In other words, go one step beyond loving others as yourself and, instead, love like Jesus loved. To love like Jesus loved...what does that mean exactly? To answer, you must examine His life. You may declare that it would be easy to love others when they are worshiping you, acclaiming you, and trying to make you a King. But, to really understand how to love like Christ loves, you must take a look at what He did as He was dying on the cross. No bitterness. No blame. No indignation. Rather, His thoughts were on the welfare of others: He forgave those who were killing Him, He welcomed a thief into Paradise, and He arranged for the care of His mother. One set of ethics, even when being doubted, despised, and humiliated. If you believe that you could never display that level of ethics in business, at school, or even in church, you’re right. You can’t...not on your own. Only by the constant refilling of Christ’s spirit within us, can any of us expect to be even somewhat capable of striving for that lofty a standard. But what a worthy journey it would be. And what a difference it would make!

### Ready for Some Good News?

Our thanks to the Greater Los Angeles Car Dealer’s Association for their \$3,000 contribution to our Matthew 25:35 Foundation! The mission of our foundation is to feed, clothe, and educate needy people throughout the world. We currently support initiatives that spread the gospel through prison ministries in Texas, support persecuted church leaders, families, and their churches with leadership training and resources in countries hostile to Christianity, provide scholarships and support food banks for destitute Christian youth in Armenia, and give aid to assist some of the 74,000 homeless and shelter-housed people in the Los Angeles area.



## Money Matters:

### Is Debt a Sin?

While the Bible never calls debt a sin, it is discouraged. In fact, in the Old Testament, debt was a curse for disobedience (See [Habakkuk 2:5-8](#)). Oppositely, freedom from debt was a reward for obedience: Deuteronomy 28:1-2, 12:

*“Now it shall come to pass, if you diligently obey the voice of the Lord your God, to observe carefully all His commandments which I command you today, that the Lord your God will set you high above all nations of the earth. And all these blessings shall come upon you and overtake you, because you obey the voice of the Lord your God... The Lord will open to you His good treasure, the heavens, to give the rain to your land in its season, and to bless all the work of your hand. You shall lend to many nations, but you shall not borrow.”*

[Proverbs 22:7](#) categorizes debt as slavery, and James warns about presuming on the future ([James 4:13-14](#)), which is precisely what debt does.



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In Paul's letter to the Romans (13:8), he writes, "Owe no one anything except to love one another..." Perhaps debt is dealt with so harshly in the Scriptures because it can become a distraction from God. It can cause character compromises and makes another master over you other than The Master.

Pride and envy are two culprits that can motivate you to go into the depths of debt so you can "keep up with the Joneses" and get what you want now, in your own time, rather than according to God's plan and His timing for when you should have it. If you are considering going into debt, it is advisable to pray for God's wisdom concerning the decision. Is there another way? Is this the best time? What is God's will?

Too many self reliant Christians believe they exhibit faith when they do delve into debt, believing with all their hearts that God will make it all work out. However, when you plunge into debt without seeking God's will, you're not exhibiting faith but presumption! You've decided what you want and now you're asking God to bless it! Or worse, by following your own financial wisdom, you get yourself into a fix and then ask God to bail you out. Again, you're not showing faith, but arrogance.

If you have more debt than you're comfortable with, it may be wise to begin denying some personal pleasures and using the excess funds to reduce your debt. You might also consider tithing your way out of debt. By displaying godly stewardship and honoring God with the first fruits of your increase, you communicate that you trust Him to bless your obedience with financial favor, wisdom, health, or other gifts of grace that can lead you out of debt.

## The **BOOK** History & Trivia: Which disciple was chosen to replace Judas Iscariot?

- A. Barnabas
- B. Stephen
- C. Matthias
- D. Paul

*C Matthias*

### **MOTIVATIONAL MINUTE:**

For centuries, psychologists and philosophers have tried to divide people into various categories. Poet Ella Wheeler Wilcox cut through the academics and did a better job than the experts with her poem, "Which Are You?"

There are two kinds of people on earth today;  
Just two kinds of people, no more, I say.

Not the sinner and saint, for it's well understood,  
That the good are half-bad and the bad half-good.

Not the rich and the poor, for to rate a man's wealth,  
You must first know the state of his conscience and health.

Not the humble and proud, for in life's little span,  
Who puts on vain airs, is not counted a man.

Not the happy and sad, for the swift flying years  
Bring each man his laughter and each man his tears.

No: the two kinds of people on earth I mean,  
Are the people who lift, and the people who lean.

Wherever you go, you will find the earth's masses,  
Are always divided in just these two classes.

And oddly enough, you will find too, I ween,  
There's only one lifter to twenty who lean.

In which class are you? Are you easing the load,  
Of overtaxed lifters, who toil down the road?  
Or are you a leaner, who lets others share  
Your portion of labor, and worry and care?



### **Spiritual Disciplines:**

#### **Your Gratitude Journal**

Motivational Christian author Zig Ziglar wrote, "The more you are grateful for, the more you'll have to be grateful for." Without a doubt, gratitude seems to attract more blessings, just as ingratitude and entitlement can quickly repel it. A great way to gain perspective and take an inventory of your daily blessings is by keeping a gratitude journal. *The Simple Abundance Journal of*

*Gratitude*, by Sarah Ban Breathnach, is a great tool for this purpose. As you log your daily blessings, which may range from an ideal parking space to landing the big account, you'll develop a sense of gratitude towards men and God that improves your attitude and makes you even more "bless-able." I've kept a gratitude journal for seven years, even taking it with me when I travel. It has become a faith-building discipline and a daily tribute to what is right in the world and in my life.

### **HELPFUL RESOURCES:**

*Financial Freedom* DVD Series produced by the Institute for Basic Life Principles. This in-depth series covers Biblical strategies for every conceivable financial issue: partnerships, tithing, debt, get rich quick schemes, budgets, and more. Visit [THIS LINK](#) to read more about the series and to order it. Be sure to buy the accompanying workbook that supports the series. It's a home run!



### **By The BOOK Lifestyle: Watch Your Language!**

Ephesians 4:29 declares, "Let no corrupt word proceed out of your mouth, but what is good for necessary edification and to impart grace to the hearers."

How many corrupt words proceed out of your mouth on a daily basis? Corrupt words range from cursing, to slander, to judgment, to gossip, and the list goes on. Since many of the people you work with may not know much about the Gospel or about Jesus Christ, you must be a walking epistle, and corrupt language sullies the epistle and the carrier!

Considering your daily responsibility to walk as Christ walked, do your words and deeds draw others to or send them running away from Jesus? How about in the quiet, unguarded moments when you think that no one else is around? Frankly, I'm disappointed when I hear a Christian "lightly" cursing or telling off color stories that demean another's gender or race, because I know that what is coming out of their mouth is what is in their hearts and that raises the stakes of one's actions considerably.

Cursing is not allowed in our office. Everyone understands this, accepts it, and appreciates it. Contrary to what

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some may think, it IS my business how people speak under my roof when they are cashing my paychecks and representing my company and my values. I'm not going to allow corrupt language to diminish co-workers, customers, or God, and when I explain this rationale to our employees they respect it. When you commit your life to God, you're also committing your business to Him. This being the case, does the language you're currently using, allowing, and accepting in your workplace honor Him?

Begin the practice of using edifying words. These are words that build others up; that speak of the character, promises, and activity of God in your own life; that point out evidences of grace that you see in others.

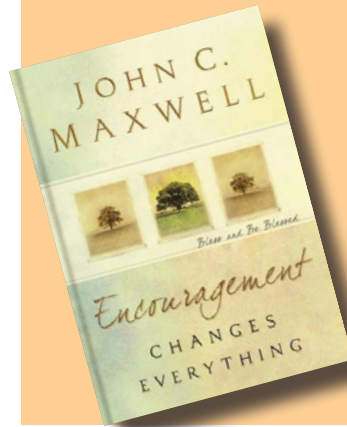
conflict with someone, when a customer complains, or when you, your motives or methods are questioned by another. I have found over the years that the instant reply avails nothing but strife. Perhaps this is why Stephen Covey wrote that the quality of one's

life lies between the space of stimulus and response. Increase the amount of that space and you'll greatly improve your response! You might also meditate on [Proverbs 18:13](#) to further drive this month's Business Rule home.



## A Business Rule from the BOOK: James 1:19:

"Be swift to hear, slow to speak and slow to wrath." This is some of the best communication advice ever given! Try it the next time you have a



## Book Recommendation: *Encouragement Changes Everything: Bless and be Blessed!* by John Maxwell

This short read is a real treat! It will positively impact you, your family, business, and relationships. Read more about it by [CLICKING HERE](#).

### PARTING SHOT:

The number one cause that has given rise to atheism over the years is Christians who confess Christ with their lips and then deny Him with their lifestyles. Make sure your values, words, and deeds are in alignment. When you talk right and then walk left, you will leave precious souls behind. Until next month... *Dave Anderson*

## New Leadership Workshop: DON'T MISS THIS NEW WORKSHOP!

[Click here](#) to review the agenda for our brand new Up Your Business Leadership Workshop 2.0 coming to Dallas March 21-22! Don't miss this chance to start 2012 with an unparalleled focus and plan!

### Book Dave!

To book Dave to speak to your business leaders at a special event, retreat, or planning session, contact [Rhonda@learntolead.com](mailto:Rhonda@learntolead.com) for details.

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