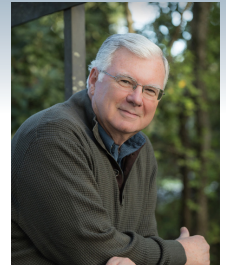


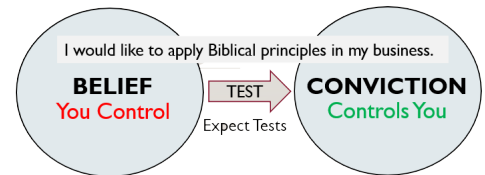
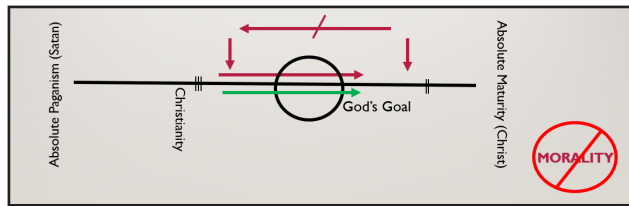
# LEADING A COMPANY FOR CHRIST SESSION 1



DR. BRUCE WILKINSON

## INTRODUCTION

- Let's begin... to think through what it means to be a Christian who leads a company.  
What are the Biblical passages I am to apply?  
What are the distinctives?
- I realized how strong the vines can be. The devices of Satan are never lightning. We (the Christian Marketplace) have lost the battle that we never knew we were fighting.
- Jesus lived out His Christianity in the marketplace - with people.
- We are leaving the greatest platform for Christianity unused.
- The process is more important than the product.
- The deeper the commitment becomes, the harder it becomes.
- We parent the opposite way God parents.  
God parents us by making life hard.  
We do the opposite for our children, we take away the hurdles that we can and make it easier.
- Stress makes greatness of spirit – and it's in the curriculum of God.
- God gives us a wholistic call of discipleship. It is not divided into my personal life and my business/work life.



- When you communicate how to do something without the reason behind it, people get excited emotionally, but no real life-change takes place.

- THE PROBLEM
- THE PHILOSOPHY
- THE PRIORITIES
- THE PLAN

God never starts here.

Why?

↓

What?

↓

How?

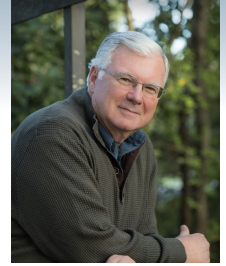
- Romans 1-11 - 12-16    Ephesians 1-3 - 4-6    Hebrews doctrine/practice
- If your heart gets changed, your life will change. And no one will need to tell you how to do it. You will just do it!
- Once the belief is corrected, the behavior changes.
- Are the 10 underlying truths (beliefs) about business in Scripture clear in your mind? Problem: our belief system is hazy - therefore, our behavior is hazy.

## DISCUSSION QUESTIONS

1. Name one thing presented in this video that you had never heard or considered. How did it strike you?
2. Dr. Wilkinson says that he believes that the “greatest platform for ministry” (the marketplace) is being left unused. Do you agree with him? Why or why not?
3. The teaching says that the deeper your commitment becomes, the harder it becomes. Do you agree? Why or why not?
4. Discuss the difference between Belief and Conviction. Why is the distinction important?
5. Do you agree that if a person simply follows a plan (the how) without understanding the basis for the change (the why), no life-change takes place? Discuss this concept.



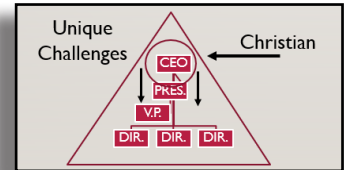
# LEADING A COMPANY FOR CHRIST SESSION 2



**DR. BRUCE WILKINSON**

## THE PROBLEM

- Sunday is God’s day. Saturday is my day. Monday – Friday is the thing we’re talking about. Literally, this is my work.
- Because you are at the top of the org chart, you have unique challenges.
- From God’s perspective, what is the biggest problem Christian business leaders face?



Business Leader’s Problem from God’s Perspective	
Lack of Love for Others	1
Lack of Obedience	2
Lack of Trust	7
Purpose of Work/Business	2
Pride	2
Dedication to the Company	1
Lust	1
No Gospel	2
Covetousness	4

- If we were to ask 100 leaders of secular businesses to define, in one sentence, the purpose of their business/work, how would the majority of them respond? Maximize profit. What is your purpose in business (why are you in business)?

- **Behavior always reflects belief. Behavior is the only real test.**

- As a Christian business leader, why is **Maximizing Profit** a problem?  
 Why do we struggle identically to the non-believer on this subject?  
 Is there anything wrong with profit?  
 Does God like profit?



## WE CANNOT SERVE TWO MASTERS YOU CANNOT SERVE GOD AND MONEY

- Jesus’ words on this topic are absolute. We like to say, “It’s all attitude.” But, that’s not what He said. Eventually all attitudes come out in behavior.

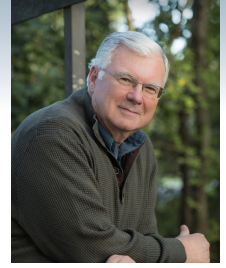
## DISCUSSION QUESTIONS

1. The phrase “purpose of work” means the reason that your business/company exists. Why do you think your business/company exists?
2. Have you ever said or thought that the reason your company/business exists is in any way connected to your Christianity? If so, how is it connect to your Christianity and why?
3. If you asked every person around you in your business, would they say that the purpose of the business is “to serve God”? How would they know? Explain.



4. The main theme of this session is the Biblical teaching that we cannot serve two masters. How have your interpreted those passages in the past? Does this teaching shed new light on those passages?

# LEADING A COMPANY FOR CHRIST SESSION 3



DR. BRUCE WILKINSON

WE TRY TO  
IMPROVE RATHER  
THAN CHANGE.



## THE PHILOSOPHY-BETTER OR DIFFERENT?

- The most foundational of all the issues we are dealing with is the purpose of business or work.  
**BETTER THAN ... DIFFERENT THAN**

- Q. What is the difference between an ethical, non-believing leader and a believing leader?

A. A believing leader is *more ethical* than a non-believing leader.

### BETTER THAN ...

The difference between a Christian company and a non-Christian company is a matter of degree.

- This breeds frustration, because it is not what Christ says. If you don't watch out, the first couple of decades of your Christian experience, you will be trying to improve yourself.
- Christianity is not "better than" it is "different than."
- "I, through careful determination, become better." is not Scripture, it's worldly thinking.
- Your *self* is deceitful and wicked and will always be that way until the day you die. That way of doing business as a believer is wrong.
- We have been deceived into thinking that a Christian business is better than a non-Christian business by degree.

### MORE LOVING VS. DIFFERENT KIND OF LOVE

- Like those listening to Jesus teach in the Sermon on the Mount, we have made it comfortable so that we don't think we are ever sinning by using an external interpretation Vs. an Internal Interpretation.

- When your heart is changed, your behavior will change.  
You will not have to change it.



- Why on earth am I in business?

- He didn't merge with you, He bought you.  
You haven't been hired, you've been bought - for life.  
It was our choice to be free-men slaves, for the rest of our lives.  
He is our Personal Savior AND Lord.

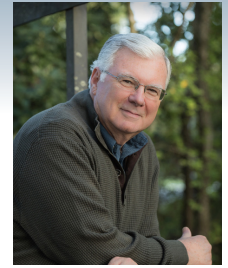


## DISCUSSION QUESTIONS

1. What is the difference between "improving" and "changing"?
2. Dr. Wilkinson talked about a problem with the decision to become "better" (...through careful determination, I become better"). What do you think about his statements in this regard?
3. Dr. Wilkinson says that the self cannot be improved? Why do you think that might be so? What did the speaker say in this regard?
4. Romans 12:2 says "... be ye transformed by the renewing your mind, ..." How would this differ from improving my way of thinking?
5. What is the difference between my own willpower and the power of the Holy Spirit? What does this mean to you on a practical basis?
6. Does it offend you that Dr. Wilkinson compares the viewers and conference audience to Satan/Lucifer? Why or why not? Is it true?



# LEADING A COMPANY FOR CHRIST SESSION 4

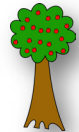


DR. BRUCE WILKINSON

## THE PHILOSOPHY - GOD'S PURPOSE FOR MAN

### THE HISTORY OF THE PRIESTHOOD

- Originally, only the Godhead existed.  
Then there was the creation of angels – on a hierarchy, just like business today.  
Angels, at one time, had free-will (to love, follow, obey God), just like humans do today.
- Lucifer, the son of light, (and millions of others) decided to rebel against God and form their own kingdom.
- God locked in the free-will of the angels.
- At this point in history, there are no free-will beings in the universe.
- This caused a lack of enjoyment on God's part.
- God created Adam and Eve, and He gave them free-will.
- By giving them free-will, He gave them the choice to love Him or not.
- We cannot imagine how much God enjoyed the relationship with Adam and Eve.



**Sin came into the world, marring the free will of mankind.**

- Two nations: Seth's clan – called upon the name of the Lord Cain's clan – did not
- **RESULT** Genesis 6:5 ...All men did evil continuously --- There was no Godly seed left.
- God repented in His heart that He had made man. WHY? There was no man walking with God. So, God said, "I am starting over, I am starting a new seed NOAH."
- Tower of Babel - God's great plan for the 5th time was destroyed by the sin of man.
- God found a moon-worshiper named Abram. And He started all over again. But goal of God is thwarted over and over.
- God made the Jews "A kingdom of Priests." But the Jews fail by worshiping the golden calf.
- God's desire was that He and man could be together. That was broken by the fall of man.
- Instead of becoming a missionary agency to the world, the Jewish nation became incestuous, turned in on itself, and the world never heard about God.
- So, God said, "I will do ONE more new start." That's why He sent Christ, the last new beginning.



- That means YOU are a priest.
- When you are reborn you become a priest.
- You are a priest first, you work as a .... second.
- God's rules for us has never changed.

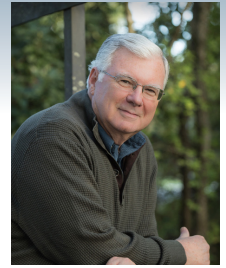
- We are here to fulfill God's purposes on the earth; to bring good news of Christ to people, to share in His purposes in our lives.

### DISCUSSION QUESTIONS

1. How much of the history of the Priesthood of the believer as presented in this session had you heard or considered? What part of it surprises you?
2. Dr. Wilkinson suggests that our responsibility is to be a Priest FIRST and do our jobs SECOND. Do you agree or disagree? Why?
3. What do you think about the statement that we have decided to pay others to do the job we are assigned to do?



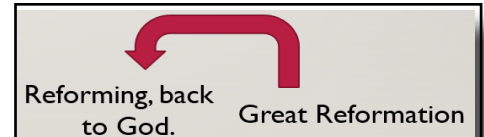
# LEADING A COMPANY FOR CHRIST SESSION 5



DR. BRUCE WILKINSON

## THE PHILOSOPHY - OUR PRIESTHOOD

- The Universal Priesthood of Believers = New Boss  
What does God (as the “Boss”) want me to do? It is very different from what I (the self) want to do!
- Prior to the reformation, the Clergy kept the Bible in Latin so the people couldn’t read it.
- In the Scriptures, it was believed that the work of God was done by all believers. So why do we continue to hire more professionals? We ought not to point our finger at the clergy for this problem, we must point it at ourselves.
- We have redefined the work as being the responsibility of the Clergy, not mine. In reality, the role of the clergy is “To equip all of US to do the work of the ministry.” Ephesians 4:11-12
- Today *church* as been redefined as a star who gets behind a pulpit and does a performance as close to TV quality as they can.
- You have not been equipped to work. WHY? Because, you are not demanding to be equipped to work. It is your own fault.
- Do you have a clear understanding of what God expects you to do? Are you doing it?
- How many hours this week have your worked specifically for God’s purposes?
- Believing God’s Word that he will give you clothes, food, housing, etc. if you seek His kingdom first takes a leap of faith. Most of us are unable to believe what He says in that regard. We are unable to trust God to provide for us.
- Why not? Because, in doing so (trusting Him) we lose control. As we work for money we build our own kingdom which protects us from allowing God to take care of us. We build walls so that there is no need left that God can intervene in. We are so similar to non-believers that no one can tell that we are priests, because we have a love of money.
- I OBEY... That is what a slave does, I obey my owner, I will give my whole effort to do His wishes.
- **The purpose of business:** The business has been GIVEN to me by God, to priest more effectively.
- TENTMAKING - When you work for the purpose of having enough money to pay your bills.
- PLATFORM - If you seek to priest, profit is God’s responsibility.
- **Balance -**
  1. Still to work hard
  2. Have an excellent reputation
  3. Have a dependable product
  4. Treat your people fairly
  - Your business becomes a means to something else. Rather than, it becomes the end... and you go do your ministry when you teach Sunday School.

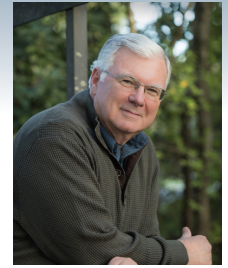


- The next reformation is at hand, probably from within the business community. The 2nd Reformation is when the WORK of God gets into the hands of the lay-people.
- If you begin to live like a priest, your life will radically change. You will begin to make decisions in business that do not, at times, make logical sense. As you move from worshiping money to serving Christ, expect to struggle...
- You cannot serve two masters at one time. Until the love of money is rooted out of our hearts, we will never serve God.
- The change is agony, the changed is wonderful.

## **DISCUSSION QUESTIONS**

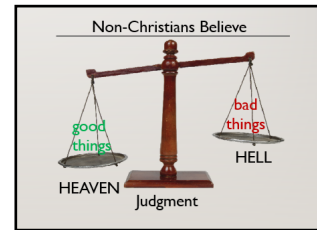
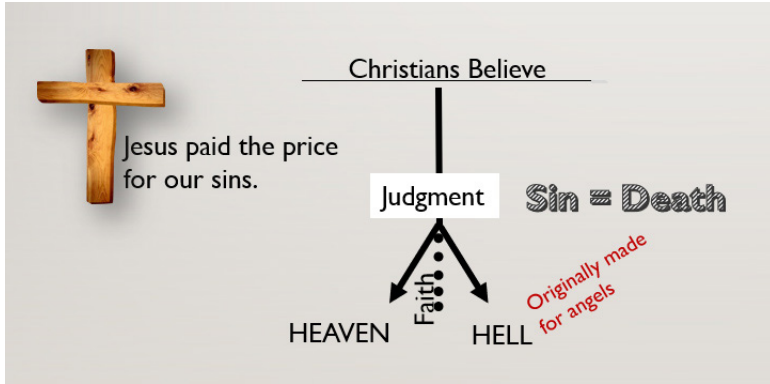
1. Dr. Wilkinson says, “We are so similar to non-believers that no one can tell that we are priests, because we have a love of money.” Do you think that people around you KNOW you are a Christian – if so, why? If not, why not?
2. Name some reasons you think Satan would want Christians to believe this split of duties between the laity and clergy is right/good. Discuss these reasons.
3. How well do you understand that God has given you the position of leadership in business to USE YOU for His purposes there? How much thought have you given this?
4. If you decide to start using your business as a platform for ministry or revert to a tentmaking style of work so you have time to minister elsewhere, it will not make sense to most people. Are you prepared for the likely ridicule you will receive? How can you prepare yourself for this?

# LEADING A COMPANY FOR CHRIST SESSION 6



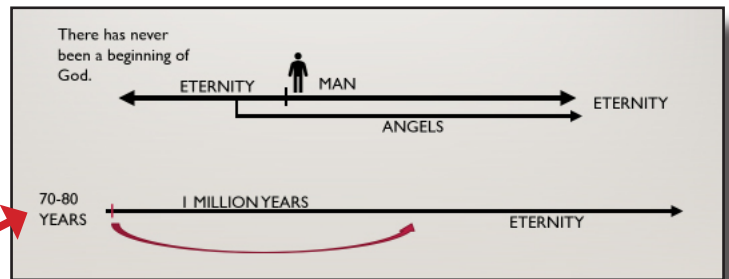
DR. BRUCE WILKINSON

## PRIORITIES - THE ETERNAL PERSPECTIVE

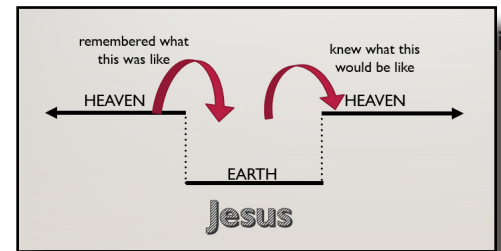


- Is heaven the same for everybody? It is clear that there are divisions in both heaven and hell. All believers are in heaven, but we are not all equal. All non-believers are in hell, but are not all equal. God judges according to works - see Ephesians and Colossians

- The Scriptures seem to indicate that nothing you do after you have gotten to Heaven, will change who you are in Heaven.
- We can neither change our position nor our rewards in Heaven once we get there. Make present changes on the basis of future benefit.



- **MATURITY:** The postponement of immediate gratification for something of greater value in the future. God calls it faith.
- God says ... You have the rest of your life to determine your eternity, ACT ACCORDINGLY.
- Without faith it is impossible to please God. In bearing fruit, faith the determining factor.



- When believers die, we go to Heaven. The first thing we will be overwhelmed with is that we got into Heaven. We will recognize that we have earned Hell in its fullest sense. We will then realize that everything we did in our lives on earth has an impact in heaven.



- Christ's actions now are to constantly:



- Nurture us
- Encourage us
- Strategize our lives

So that we bear more fruit.



Fruit that remains.

- Now we thank God when things go right. Not much fruit is borne when things go right. Don't believe the prosperity gospel, it does work - because it isn't promised.
- The fruit that remains is the part that we have to center our life upon. The more I priest, the more eternity is changed in my case... The more I -
  - Bring people to Christ
  - Influence them for good
  - Do not live for money

All of (my) eternity will be changed.



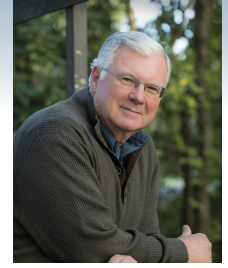
- I am a priest! 100% of the time. I rearrange my priorities to that belief.
- Money is irrelevant to heaven.
- How do you know when you love something? By your actions, your behavior (not what you say, what you do).
- A priest doesn't own anything, a priest's possession is God. You don't own the company either. God owns all things.
- If your business is not allowing you to bear fruit that remains – then get out of that business!

## DISCUSSION QUESTIONS

1. If you were talking with a non-believer who told you they thought they were going to heaven because they were basically a "good person," that they had done more good things than bad things, what would you say in response? Could this be an evangelistic opportunity to witness?
2. Have you ever considered the possibility that there are different "levels" of heaven and hell? What do you think about that possibility?
3. If it is true that you what you do while on earth "fixes" your place in heaven for all of eternity, does that make you think differently about how you will live your life from now on?
4. What is your definition of "the fruit that remains"?
5. What is your opinion of the "Prosperity Gospel"?



# LEADING A COMPANY FOR CHRIST SESSION 7



DR. BRUCE WILKINSON

## PRIORITIES - SETTING YOUR OWN

- God's #1 priority of a priest: **Your own spiritual growth** - that is, who you are in Christ. You'll not priest for long if your walk with God is not strong and growing.



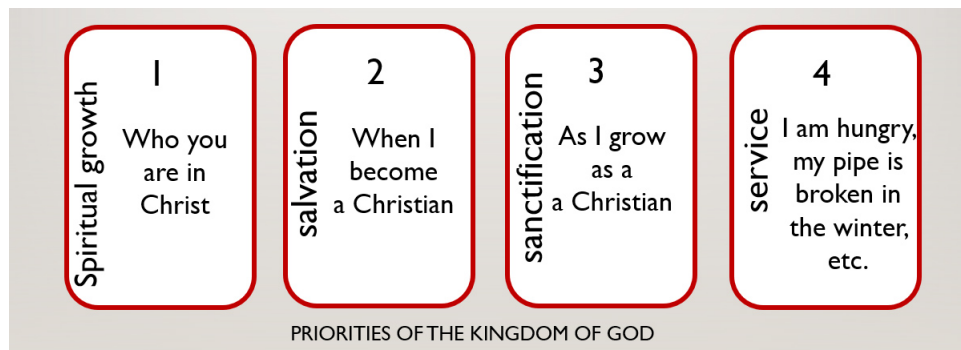
*I'll help you fall more in love with Jesus...  
and the rest will take care of itself.  
- Dr. John Mitchell*

- We clip off our branches and trim up our leaves... But we don't work on the roots. It looks alright, but then it begins to wither and we don't understand why. And the joy of the Lord goes away.
- Stay at the foot of the cross. Pay the ongoing price for cleansing the inner man.
- We have idols on our heart's altar that we don't even know about. God's goal is to take them off, one at a time.



**WARNING! If you are not walking with God, don't try to lead your company for Christ!  
You will defame the name of Christ!**

- When God reveals a sin in your life that is blatant, and you are in the middle of fixing it, you'd better SHUT UP – for a while. Don't speak that which you do not live. Be quiet and let God work it out. Then the message will be clean and clear again, and the anointing of God will be in your words.
- God's #2 plan for a Priest is **SALVATION** (for others).:
  - Share the Gospel
  - Lead people to Christ - You cannot make a person become a believer, that is the work of the Holy Spirit in the heart of the other person.
- God's #3 plan for a Priest is **SANCTIFICATION** (for others): Help other believers grow spiritually.
- God's #4 plan for a Priest is **SERVICE** to all men: Physical and emotional.



- Seek first the kingdom of God, and all these things shall be added unto you. Matthew 6:19  
You can't serve God and money. Do you have the courage to live that verse? Do you trust God enough?



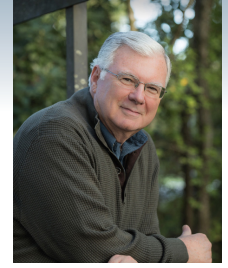
- If love of money is the sin - then faith is the answer.
- Money is the method by which Satan destroys our *dependent relationship* with God.
- Your heavenly Father knows that you need all these things. But seek first the Kingdom of God and His righteousness. Doesn't say seek ONLY... Don't leave your business (unless it is immoral). Seek God IN your business.
- His righteousness in you comes out to others. If you are not sharing your faith of Jesus Christ with others, you are mostly likely not a growing Christian.
- When you walk with God, you will talk about it. He says, "Abide in me, and you WILL bear fruit." Without Me, you can do NOTHING! ... but bear profit, maybe.

## **DISCUSSION QUESTIONS**

1. Dr. Wilkinson tells a wonderful story about his mentor saying, "I'll help you fall more in love with Jesus, and the rest will take care of itself." What do you believe Dr. Mitchell meant when he said that? How would someone help another person "fall more in love with Jesus"?
2. Dr. Wilkinson warns us not to even try to lead our companies for Christ if we are not regularly walking with Christ. Why did he say that? How would this happen?
3. As we seek to evangelize in our businesses (and other places), we are attempting to help someone become a believer. Dr. Wilkinson explains that we cannot make a person become a believer. Why not? How does it work?
4. In what three ways are we to help others in need in our business (the 3 Ss)?
5. Is it okay if we limit our financial help to believers who are in need? Why or why not?
6. What is our biggest obstacle to leading our company for Christ?

# LEADING A COMPANY FOR CHRIST

## SESSION 8



DR. BRUCE WILKINSON

### THE PLAN

- As Christian business leaders, we have the same problems as non-believers:
  - Communication
  - Personnel
  - Product development
  - Market research
  - Cash flow problems
  - Downturn in the economy
  - Customers not handling their accounts



Additionally, we have another set of problems that come when you belong to **GOD**.  
You don't get less problems, you get a second set of them.

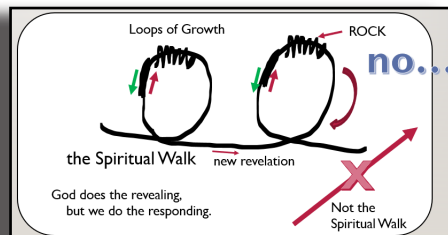
**PROBLEM / CHALLENGE:** How do we handle the purpose of business?

- The purpose of business from a secular point of view is to generate profit. Most Christian business leaders view their purpose of business is the same – generation of profit.
- We do what we want to do. God calls it rebellion. That is the biggest sin that exists.
- We have to face the issue –
  1. My purpose IS money, but it ought not to be so.
  2. I am supposed to be a priest.

BUT - I do what I want to do.

- Revelation demands a response: When God reveals to me truth from His Word that I clearly understand, it demands a response.

- Your business is your platform. It is supposed to be the multiplier of your ministry. It is NOT supposed to be the hindrance of your ministry.

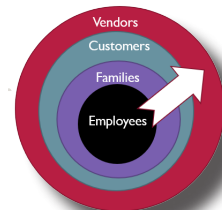


**RESPONSE:**

1. Obedience
2. ~~Think about it~~
3. Disobedience

- PROBLEM:** Purpose of work
- PHILOSOPHY:** I am a priest who has been purchased.
- PRIORITIES/GOALS:** The same as God's priorities:
  1. My spiritual growth
  2. The salvation of other people
  3. Sanctification or growth of believers
  4. Service of others who have needs

Customers = Church Visitors



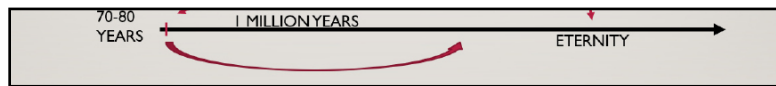
- First use your gifts, talents and resources to bring your employees to a saving knowledge of Christ and help them grow.
- Purpose of your business -- to reach God's goals through your business. Use some of the money God has entrusted to you for that purpose. Do it your own way or style.

- Conclusion - Is it right to generate profit? YES - you'll not be in business long without generating a profit. Should you get excited about the generation of profit? YES - it is a reflection that you are doing a community service that is deemed worthwhile. Celebrate - Give bonuses



Should you live for your profits? NO  
And don't expect God to run your business for you.

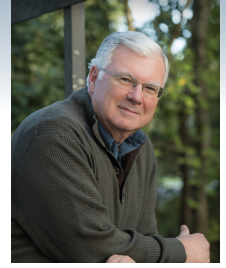
- The degree in which you let your platform become sloppy, is the degree in which you cannot perform your priestly duties. BUT  
The degree in which you run your business with excellence is the degree in which your platform will be strong and high to reach others.
- God's desire is that our affections continue to grow toward His purposes.
- Let us begin to form a model that others can look to and copy. Let them say, There's something "different" in your company.... What is it?
- PRICE TO BE PAID: Losing your life for the cause of Christ. Everything that you value and are seeking to find through money will be found Christ's way.
- Christ doesn't give you --LOVE --JOY -- PEACE  
He is --LOVE --JOY --PEACE



Is this worth it? Is He worth it?

# LEADING A COMPANY FOR CHRIST APPLICATION & COMMITMENT

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**DR. BRUCE WILKINSON**

James 1:22-25 NIV *“Do not merely listen to the word, and so deceive yourselves. Do what it says. Anyone who listens to the word but does not do what it says is like a man who looks at his face in a mirror and, after looking at himself, goes away and immediately forgets what he looks like. But the man who looks intently into the perfect law that gives freedom, and continues to do this, not forgetting what he has heard, but doing it-- he will be blessed in what he does.”*

John 15:5 NIV *“I am the vine; you are the branches. If you remain in me and I in you, you will bear much fruit; apart from me you can do nothing.”*

Don't try to do this alone ...

Prayerfully consider what was taught in this series how you could best be used for God's purposes as you apply what you have learned. Select one change in your behavior as a result of your prayer time.

Date Series Began: \_\_\_\_\_

Date Series Ended: \_\_\_\_\_

Participant's Name: \_\_\_\_\_

A Biblical truth (principle) I learned from the lessons was: \_\_\_\_\_

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I intend to apply this truth (principle): \_\_\_\_\_

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With the help of the Holy Spirit, I will begin applying this truth immediately. I ask and expect my group to hold me accountable for this and to check with me periodically to determine if I am doing so. Please ask me: \_\_\_\_\_

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Unconditional Surrender & Obedience



Preparing Workers for the Harvest  
Matthew 9:37-38

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

# BEGINNING YOUR MINISTRY ACTION PLAN

Date: \_\_\_\_\_

<b>EMPLOYEES:</b> 1. _____ 2. _____ 3. _____ 4. _____ 5. _____	<b>THEIR FAMILIES:</b> 1. _____ 2. _____ 3. _____ 4. _____ 5. _____	<b>CUSTOMERS:</b> 1. _____ 2. _____ 3. _____ <b>VENDORS:</b> 1. _____ 2. _____
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**EMPLOYEES**

Prayer: (1) \_\_\_\_\_  
(2) \_\_\_\_\_  
(3) \_\_\_\_\_  
(4) \_\_\_\_\_  
(5) \_\_\_\_\_

Service: (1) \_\_\_\_\_  
(2) \_\_\_\_\_  
(3) \_\_\_\_\_  
(4) \_\_\_\_\_  
(5) \_\_\_\_\_

**THEIR FAMILIES**

Prayer: (1) \_\_\_\_\_  
(2) \_\_\_\_\_  
(3) \_\_\_\_\_  
(4) \_\_\_\_\_  
(5) \_\_\_\_\_

Service: (1) \_\_\_\_\_  
(2) \_\_\_\_\_  
(3) \_\_\_\_\_  
(4) \_\_\_\_\_  
(5) \_\_\_\_\_

**CUSTOMERS**

Prayer: (1) \_\_\_\_\_  
(2) \_\_\_\_\_  
(3) \_\_\_\_\_

Service: (1) \_\_\_\_\_  
(2) \_\_\_\_\_  
(3) \_\_\_\_\_

**VENDORS**

Prayer: (1) \_\_\_\_\_  
Prayer: (2) \_\_\_\_\_  
Service: (1) \_\_\_\_\_  
Service: (2) \_\_\_\_\_