

DEVELOPING FOUNDATIONS

LESSON 16: RED LETTER BUSINESS

The spiritual life is the life of Christ reproduced in the life of the believer by the power of the Holy Spirit in obedient response to the Word of God.

– DR. HOWARD HENDRICKS

CORPORATE SITUATION ROOM

Joe is a driven, 25-year-old, college graduate with a degree in marketing. He has begun his career working for a small tech company that is wanting to start marketing and growing in earnest. Joe has big ambitions for accomplishing his personal goal of becoming a regionally known for his marketing abilities and making a million dollars by the time he is 30. He quickly develops marketing strategies and vision that are very ambitious for the small company. Jim, the owner of the company, likes Joe's ambition and even parts of the plan but is frustrated with him early on because his production and administrative duties are getting pushed aside. Jim is struggling to corral this young buck who has so much promise.

Q. How would you advise and counsel Jim in his handling and development of Joe?

We have been looking at the life of a follower of Jesus whose mind and heart have been transformed by the Holy Spirit. This is the person whose character has been developed into that character of Christ. A submissive spirit would exemplify the starting place for this person. We have seen a picture of the thoughts and attitudes of this transformed follower in the examples Jesus gives us in his sermon.

We are called by Jesus himself on a journey of Personal leadership. This is foundational to everything we are, the decisions we make, the person we will become – especially in the marketplace. Foundations are the key to success in our lives, but most don't have the patience to focus on them. We tend to be distracted with the shiny things in the world – the idols in our lives.

We are never done with developing or strengthening foundations in our lives or in the lives of others. The secret sauce of building a business is that when you have sufficiently developed your own foundations you continue developing and cultivating foundations in others. Your business foundations will only be as strong and as deep as the foundations of its leaders. The deeper the leader's foundation the more stable any company will be.

So never neglect or even skip over solid foundations for the allure of achievement no matter how tempting. True success can only come through firm footings. Achievements are fleeting.

MATTHEW 7:24-29

²⁴ “Therefore everyone who hears these words of mine and puts them into practice is like a wise man who built his house on the rock. ²⁵ The rain came down, the streams rose, and the winds blew and beat against that house; yet it did not fall, because it had its foundation on the rock. ²⁶ But everyone who hears these words of mine and does not put them into practice is like a foolish man who built his house on sand. ²⁷ The rain came down, the streams rose, and the winds blew and beat against that house, and it fell with a great crash.”

²⁸ When Jesus had finished saying these things, the crowds were amazed at his teaching, ²⁹ because he taught as one who had authority, and not as their teachers of the law.

- Q.** Why is foundational work so difficult to engage in?
- Q.** What is the key to get started as mentioned in the passage?
- Q.** What are your biggest barriers to focusing on your foundations?
- Q.** How do you know when you have worked sufficiently on your foundations? Are you ever done?
- Q.** What does working on your foundations look like practically?
- Q.** How do you help someone else on your team with their foundational work?