



Business Leadership Group

David Green, Building Business & Family Legacy -Session 1 of 3

David Green started Hobby Lobby with \$600 in hand. They are now producing around \$4 Billion in annual revenue. He emphatically states that Hobby Lobby was founded and runs on Biblical principles. Early in his retail career, his Mom [a pastor] would check in with him on his career milestones by asking him: "Ok, but what are you doing for the Lord?"

Do you have anyone asking you that question?

David explained that he was at a point where the Lord could not trust him with success because of his pride. It took a near brush with disaster to help David understand the pride issue, at the same time he learned about the dangers of debt.

Have you experienced a business challenge that was instrumental in helping you deal with pride, with debt, or both?

David Green: "If Paul had to die daily, then surely we have to die daily. We tried to learn that from our experiences in the mid-80's. Apostle Paul: "I die every day—I mean that, brothers—just as surely as I glory over you in Christ Jesus our Lord" 1 Cor15:31

What does this mean to you personally?

Select the item above that would make the most impact or warrants immediate attention and answer the following questions:

1. Should I apply this concept or practice to my business or personal life?
2. Can I commit to a schedule to implement this application? [explain and discuss with the group, if necessary]

Comment:



Development
Objectives:

For as he thinks in his heart, so *is* he. Proverbs 23:7a NKJV

Life, Leadership,
Etcetera



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David Green, Building Business & Family Legacy -Session 2 of 3

David Green said: "We all have talents. We can take no credit for them And, we need to make sure that we give them back to Him. God wants to be successful; but He also wants to trust us with success." Can you think of a time when the Lord may have held you back from success until you were prepared to handle the challenges that accompany it?

Mr. Green's example is a good answer to those who charge that "While Biblical principles can be practiced on a personal basis; they are not scalable into a large company." If someone made the same charge to you, what would you tell them?

David Green stated that every time he struggles with a difficult decision, he finds that God opens up and gives him the answer...If we want God's favor, I believe He requires of us that we have clean hands and hearts." Do you concur?

This session closes out with the how the decision was made to stand against the US Justice Department and take their legal case all the way to the Supreme Court. Their convictions would not allow them to pay insurance that would pay for abortion or abortion drugs. Is there anything that strikes you about the Green family's decision and the process that led them there?

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Development
Objectives:
Life, Leadership,
Excellence, Kingdom



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David Green, Building Business & Family Legacy -Session 3 of 3

"I have learned never to compromise. I've also learned that we all have a calling on our lives...Our first calling is to work. God created us to work...Whatever you find to do, do it with all you've got. He wants us to do it as unto the Lord. If you do it half-heartedly, you may never find what your [ultimate] calling is I sense God's anointing when I go to work... when I give it to him."—David Green

David Green's quote above begins with a reference to Colossians 3: 17 & 3:23. Those verses reflect back to Ecclesiastes 9:10; adding the dimension of one's work being done "as unto the Lord"—a direct reference to the energizing idea that our work can be an offering of thanksgiving and worship to the Lord. Obviously, this is a vital point to David Green. How important is that concept to you?

Do you agree that mediocre work can sometimes obscure calling or keep us from experiencing our sense of true calling? [Think faithful in small things, trusted in great things—Mt 25:21 &:23, Lk 16:10]

"We feel like giving is an evolution. Tithing is like being on training wheels, just getting started. God has something more for us than just tithing. Now half of our profits goes to giving. We've gone beyond that. If the company is sold, then 90% of the proceeds go to God." This is a powerful statement about the Green's conviction on giving and who really owns the company.

"Why does God give us a business?—To teach us about our own relationships with God. To influence our employees for Christ. To influence the culture for Christ." Hobby Lobby places advertisements each year that focus not on their business offerings, but on the true reason for Christmas & Easter. Can you think of some new ways you can influence culture for Christ in your business?

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Development
Objectives:
Life,
Leadership,
Excellence,