



Whatever you do, work at it with all your heart, as working for the Lord, not for men, since you know that you will receive an inheritance from the Lord as a reward. It is the Lord Christ you are serving. Col 3:23-24 NIV

Bruce’s account of the conversation with the builder who would not do business with Christians was like a kick in the gut the first time I heard it—Is your business disintegrating or building the message of Christianity? Are you sure?--do you have a method to measure this? [Describe this below and be prepared to share with you group]

Does your business have a reputation beyond reproach? How do you know? [respond in writing below and be prepared to share]

How much is your customer’s opinion of your business worth to you? [Respond below and discuss]

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

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Comment:

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

Important verses on Excellence, Motivations and Rewards: Timothy 2:15, Ecclesiastes 9:10, 1 Corinthians 10:31, Matthew 5:16



Development Objectives:

Life, Leadership, Excellence, Kingdom



Business Leadership Group Discussion & Application Guide

Dr. Bruce Wilkinson | True Excellence Reaps God's Rewards | Session 2 of 10

The quality label has moved from Made in the USA to Made in Japan or Korea. Why doesn't the label for quality say "Made by a Christian?"

If it were said that your company lacked excellence, who would you blame and why? [please give a thoughtful response below and be prepared to share and listen with your group]

In your heart of hearts, do you want to run an excellent company? What price are you willing to pay to become excellent? [Discuss]

When was the last time you attended a course to improve the jobs you do in your business?

What was your motive for doing so?

Would you say that your leadership warrants trust on earth and in heaven?

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Important verses on Excellence, Motivations and Rewards: 1 Corinthians 15:58, Romans 15:1-33, Romans 12:2, Matthew 5:13-16, Col 3:17-25



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If you keep growing in this way, it will show that what you know about our Lord Jesus Christ has made your lives useful and meaningful. 2 Peter 1:8 CEV

How has God gifted you? What should you do with these gifts? [Be prepared to share with your group— If you’re not sure of your gifting, begin by asking group members to help]

Why should your work be as excellent as possible? Who do you work for? [Colossians 3: 17-25 speaks directly to this from an eternal perspective—discuss with your group]

What example do you set for your employees and your family? [make notes and discuss]

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Important verses on Excellence, Motivations and Rewards: 1 Peter 2:9, Galatians 5:22, Romans 8:7, Galatians 6:9-10, 2 Corinthians 10:5



God is the one who began this good work in you, and I am certain that He won't stop before it is complete on the day that Christ Jesus returns. Philippians 1:6 CEV

If God makes everything in the most perfect way and you are to be like Him...can what you do be improved upon? [Be prepared to share with your group—Your opinion matters here; but an opinion based on scripture is important]

How can excellent work serve as a more valuable platform for ministry? [Discuss with your group]

How much of your body, mind and soul do you give in ministry through your work and to your family? [make notes and discuss]

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Important verses on Excellence, Motivations and Rewards: 1 Chr 29:1-2, Col 3:14-24



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Do you believe it is OK to ask God to bless your business? Explain [Share with your group]

Do you believe it is OK to pray for profit? Explain [Deut 8:17-18 makes it clear that ultimately, an increase is from the Lord]

Do you think that God is concerned about profit? Why do you think so? [make notes and discuss]

What can you [or your company] begin to do with more excellence today?

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Remember two key principles of Excellence:

1. Excellence of product is the ultimate responsibility of the leader.
2. Excellence of product is defined by the customer not by the leader or the company.

Important verses on Excellence, Motivations and Rewards: Romans 12:1-21, 2 Timothy 2:25, Colossians 3:23, Colossians 1:27-28



God has made us what we are, and in our union with Christ Jesus he has created us for a life of good deeds, which He has already prepared for us to do. Ephesians 2:10 GNB

What is your market niche and how narrowly do you define it? [write down your thoughts and share with your group]

Does your market niche intersect with the calling on your life? [record your immediate thoughts and discuss with your group]

What do you do BEST in your work and how can you enhance this for a better return and greater fulfillment? [make notes and discuss]

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Three more of the five principles of excellence defined by Bruce:

3. Excellence of product is constantly redefined.
4. Excellence of product is the Christian's trademark. Excellence is based on comparison.—*Do you see a man skilled in his work? He will serve before kings; he will not serve before obscure men. Prov 22:29 NIV*
5. Excellence of product demands unrelenting commitment and effort.

Important verses on Excellence, Motivations and Rewards: Philippians 3:13-15, Philippians 1:10, 2 Peter 1:3-11, Colossians 3:17



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Do you believe that if you increase your excellence in products and services you will generally become more profitable? [share with your group]

In principle, do you think God would cut costs in a way that would decrease quality? Explain below

Where do your products and services compare to others in your market niche? [make notes and discuss]

What would you need to do to become the market leader in your niche? Do you think God would have you pursue this objective? [make notes and discuss]

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Important verses on Excellence, Motivations and Rewards: Colossians 1:18, Philippians 2:11, 2 Corinthians 4:4, Romans 14:23, Matthew 28:18-20



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Does greater faith in God automatically produce a larger market for your business? Why or Why not?
 [share with thoughts with your group]

What factors are most likely to constrain your profits? [discuss with your group]

What could you do today that would positively impact your products & services? [make notes and discuss]

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Important verses on Excellence, Motivations and Rewards: 1 Timothy 4:8, Ephesians 4:11-13, 1 Corinthians 12:1-31, Ephesians 2:8



“Innovation is creative destruction.”

How has your market changed in the past 12 months and how have you adjusted? [share with your group]

Once profitable businesses that ***maintain without continuing to innovate*** often move into a death spiral in dynamic markets. Do you have any processes in place for continual innovation and quality improvements? [Explain and share]

If your company is not the market leader, how does it compare to the market leader, in terms of innovation? If it is, then what distinguishes you in this area? [make notes and discuss]

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*Do you see a man skilled in his work? He will serve before kings;
 he will not serve before obscure men. Prov 22:29 NIV*

Take a few minutes to reflect on yourself. Are you an innovator? Where do you get inspiration beyond your own observations, problem solving and native gifting? [Your personal transparency is vital to this valuable question, as is that of your group as you share]

When was the last you innovated something in the company? Explain what it was, your role and that of others. [discuss with your group]

1. On a scale of 1-100, what is the current utilization of you and your team's potential? 2. What would it take to dramatically improve your personal and team potential? Once identified, take action! [make notes and discuss]

Personal score:	Team score:
Personal action:	Team Action:

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Important verses on Excellence, Motivations and Rewards: 1 Corinthians 3:2, Genesis 1:4, 2 Pet 1:3-13