

## **Our Mission**

*To present Jesus Christ as Savior and Lord to business and professional men and to develop Christian business and professional men to carry out the Great Commission.*

[Joshua 8.18](#) records hold out toward Ai the curved sword in your hand, for I am handing the city over to you. I was listening to two men discuss religion today. The first commented that the Muslims are a real world problem, their book commands them to kill everyone who isn't one. The second guy commented that the Bible says the same thing so it and its adherents are just as bad.

The first guy rebutted his friend by stating now we live by the teachings of Jesus so Christians are better. This didn't convince the second guy that there is any difference between ISIS and Baptists. Do both of these books record God telling His people to kill everyone?

Its true that Islam has been a religion of the sword almost from its inception. This is inarguable if one will merely look at history. Their expansion was by sword not by reason and indeed the koran does command its followers to kill the infidel who won't convert. (koran 9.5)

But what about the Bible. Interestingly if you search 'kill' in the online Bible you are hard pressed to find God specifically commanding Israel to kill people. It is inferred and allowed for sure. God promised Israel some land and the possession of that land meant the removal of the current inhabitants. This would happen in various ways but some of it was by sword.

God made Israel wait 400 years as slaves in Egypt before giving them the Promised Land. This was because the current residents had not become depraved enough to justify their removal. When Israel did remove these people they were making child sacrifices, practiced homosexuality and bestiality and had become an utter abomination to the holy ways of God.

Furthermore, Israel's permission to take the land was limited in scope. God had set defined boundaries for Israel. The people to be killed were defined geographically. Israel was not given a global mandate to conquer the world. The truth is Israel never did slay everyone who lived in that land during their brief years of conquest.

The Bible records more failure on the part of Israel to remove the peoples than success because their faith and their obedience was weak. Their certainly was slaughter but it was limited in scope and duration, most likely far less than most nations have utilized in the establishment of their empires over the ages.

When God came to earth as one of us, Jesus the Savior, He did not come to establish a religion through the use of force or war. He really came to establish a relationship with God through the force of love. He became the Savior through sacrifice of Himself and commanded His followers to likewise lay down their lives as they loved, served and proclaimed to the world the love of God in Jesus. The Church grew and was commanded by God to grow through love, suffering and sacrifice and not by sword, coercion or force.

The Bible and the koran are immensely different because the one records the character and commands of a God Who is good, loving and giving. The other, the koran, record a god who is aloof, petty and jealous whose promise of heaven is a harem of perpetual virgins to the men who lose their life fighting for his cause. That god doesn't make sense and neither do the writings of that book.

Both of the men I listened to today were ignorant of Who God really is and what God really said in the Bible. If we would but spend time reading the Bible we would find in its pages a great and merciful God Who truly loves humanity and has done everything in His power, except force us, to love Him in return.

## **His Opportunities**

1. **Tuesday, March 21st** at the City Rescue Mission from noon until 1pm is your next CBMC Rescue Luncheon. This is your opportunity to serve lunch to the men and women who depend upon the Mission for their meal. [Commit Here](#)
2. **CEO's**, are you looking for a private group of fellow business owners for encouragement, support, and advice? CBMC offers such a group. Contact Mike at [mwinter@cbmc.com](mailto:mwinter@cbmc.com) for more information.
3. Next Special Luncheon is June 8<sup>th</sup>. Save the date. Details to follow!

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## **Principles for Running Your Business** **by Jim Langley**

A few years back, I had the opportunity to share my broad business goals with approximately 40 insurance agents when I was honored by my company for 25 years of service with our company. I offered some words from personal experience, explaining the goals I have followed are simple and yet profound: *Be there; be studious; be disciplined; be persistent and consistent; be service-minded; be positive; and be near God.* I told them that I believe these goals can be applied regardless of what direction a person takes in business and life. Over the years I have come to a better understanding of what works and does not work in selling to and servicing my clients. Let me elaborate:

**Be there.** For my clients, I need to follow the words Jesus gave to His disciples in John 13:33-34: *“Love one another”* and place the needs of our clients before our own needs. When I follow this command, I take my work much more seriously and develop a strong desire to help others as well as I can in a timely fashion.

**Be studious.** I need to continually keep up with changes in insurance laws and available products to best accommodate my clients’ needs. One of my life verses reminds me, *“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”* (Colossians 3:23-24) This is all the reminder I need to remain on the cutting edge of my profession.

**Be disciplined.** I must stick to viable systems and only work with companies I know I can trust. Proverbs 1:7 reminds us, *“The fear of the Lord is the beginning of all knowledge, but fools despise wisdom and discipline.”* My clients want me to be wise in my recommendations and not act foolishly with their investments and well-being.

**Be persistent and consistent.** I must understand the value of every “No,” and persevere to earn the next “Yes” as I meet with prospects. In James 1:12 we are encouraged, *“Blessed is the man who perseveres under trial, because when he has stood the test, he will receive the crown of life that God has promised to those who love him.”* I consider my business a part of serving God; I know He is pleased when I honor Him in my work.

**Be service-minded.** I must always place the needs of others above personal gratification. Ephesians 6:7 instructs us, *“Serve wholeheartedly, as if you were serving the Lord, not men, because you know that the Lord will reward everyone for whatever good he does, whether he is slave or free.”* I consider myself a servant to each of my clients, but even more, I am a servant to my Lord.

**Be positive.** I need to “hang around” other positive people as much as possible. Hebrews 10:24-25 reminds us, *“And let us consider how we may spur one another on toward love and good deeds. Let us not give up meeting together, as some are in the habit of doing, but let us encourage one another – and all the more as you see the Day approaching.”* With so much negativity in this world, we need to immerse ourselves in positive thinking and behavior to ward off the negative, counterproductive behavior that is so prevalent.

**Be near God** (most important). I need to clearly understand my purpose in life and be reminded who is really in charge. God can provide us with a peace *“which transcends all understanding,”* proclaimed by the apostle Paul in Philippians 4:6-7. This helps me remain close to Him and always look to Him as I deal with circumstances in life, whether it involves my business, family, or other areas of my personal life.

I believe these seven broad goals can serve anyone well in life, but the catalyst that makes it all work is Jesus Christ. He offers to be our example and coach as we do our best to serve Him and our clients, and deal with all that He places in our path.

© 2017. Jim Langley has been an agent with New York Life since 1983 and an active member of CBMC of Santa Barbara, California, U.S.A. since 1987. His website [fourthquarterstrategies.com](http://fourthquarterstrategies.com).



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### **Reflection/Discussion Questions**

1. Do you have business goals that guide your approach to work each day? If so, what are they – and how do you use them?
2. Which of the goals cited by Mr. Langley seems most meaningful or significant to you? Is this a new idea for you, or does it relate to goals or principles you are currently following in your work?
3. Why do you think goals are necessary, whether for establishing and building a business, or for simply going about our everyday lives?
4. Do you disagree with any of the seven goals listed? Or would you suggest adding any other goals to this list? Explain your answer.

NOTE: If you have a Bible and would like to read more about this subject, consider the following passages:

Proverbs 1:1-7; John 13:33-34; 1 Corinthians 10:31; Colossians 3:17; 1 Thessalonians 4:9-12

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