

BUSINESS FAITH GROUPS

Solve a Problem

1 Samuel 16:12-23

I. SESSION OVERVIEW

- 1 Samuel 16:12-23
- Discovery | Solve a Problem
- Business Application | Do the Next Thing

II. REVIEW (30m)

- Personal Catchup
- Review last month's outcomes
- Open in Prayer

III. DISCOVERY

- Read 1 Samuel 16:12-23 (shared reading)

Set up/ The story of the first King, Saul, and his loss of God's favor due to his disobedience to the Lord. 1 Sam 13-15 Shortly after Samuel announced that Saul had lost God's blessing, Samuel was sent to anoint the new King, David. At this time David was a relatively young man . . . probably in his teens.

David was anointed the new King of Israel in a private ceremony most likely with just David's family around. The problem, of course, is that there is no opening for the job of King in Israel. The current King was in good health and had no intention of stepping aside.

What jumps out at you?

- Give each an opportunity to share what they discovered as you keep it a conversation integrating your insights and their discoveries.
- And let me get this question out of the way—Are you a Martha or a Mary?

IV. AREA CHAIR INSIGHTS (30M)

1. Waiting

Let's start our time by completing this exercise. Pass out the Dot-to-Dot sheet. Give each about 30sec to complete it.

Unpack the Dot-to-Dot exercise.

- Who got stuck? What did you do?
- Who completed the image moving past the missing letters?
- Who stopped when they came to K?

David gets anointed here in v13 at around 12 years old. Anointed not appointed King. If you flip over to **2 Sam 5, David is finally appointed King over Israel. It took 18 years for him to complete his anointing (like 31 yrs old).**

It's really hard when we can see the vision or what you want, but not all the pieces are in play yet, how often do we wait and trust God versus moving forward controlling things, making our own decisions, solving the problem without God? Do we wait on his timing and his process for the next dot? More often we move before He is ready.

Q- What are your tendencies on waiting on God?

Q- How does this impact your decisions?

2. He Repositions Us

Don't miss the fingerprints of God in this story! God used this circumstance to bring David into the home of the King he was to replace; it was God's internship program!

God uses the circumstances of our lives to accomplish His purposes. If we pay attention and wait on the Lord, the Lord will guide us to where He wants us and when He wants us to be there. Our circumstance may seem like a simple thing at the time, but that simple thing may be opening a door to something we can't yet imagine.

In a world of self-absorption and self-promotion, we think that we must create our own opportunities. But I'm here to say if you are marked, God is your best advocate.

David was already marked as the next king yet we see here he was willing to do "king-less" work of tending the sheep. **Instead of being on stage he was behind stage yet God has a way of maneuvering us into position when the time is right.**

King Saul was being tormented by evil spirits and thought that music might soothe his tension but he didn't know where to turn to solve his problem. Then someone on his staff suggested David because at some point he heard him play.

- David did not fill out an application for the role;
- David did not use his dad to get the gig;
- David did not broadcast his skills or talents or availability on social media.

David was simply doing the last thing God called him to do-- tending sheep and using his talent of playing guitar-- while waiting to be king one day.

If you are being obedient, using your skills, and spending time in His presence, you don't need to do anything to promote yourself-- God will call for you by placing your name on someone's heart.

- Joseph was in prison when called to interpret dreams before he became VP of a country
- Elisha was plowing a field when called to lead by Elijah
- Saul was out looking for lost donkeys before becoming Israel's first king
- The majority of my jobs were this way!

I guess what I am saying is;

- If you are marked to be a speaker, don't promote yourself, but let God create the invite
- If you are marked to work another job, don't quit, but let God complete the app
- If you are marked to find a spouse, serve in God-honoring ways, and He will bring your partner to you

Saul obviously did not know that David had been secretly anointed by Samuel as king when he asked David to be in his service. However, Saul's invitation presented a great opportunity for young David to obtain firsthand information about leading a nation like Israel. **Sometimes our plans have to be put on hold, even the ones we feel are God's plans for our lives.** Like David, we can trust that this waiting time can be profitable to fulfill God's purposes. We can choose to learn and grow during those waiting periods, or get frustrated and perhaps even bitter.

Q- Can you share a time when God used circumstances in your life to accomplish a specific God purpose?

3. Hidden not Forgotten

After David was anointed to be the next King he went back to his work as a Shepherd. David believed that since God had called him to serve . . . God also would control the timing and nature of that service. Meanwhile David continued to be faithful in his everyday duties. He continued to be faithful in the little things of life in the confidence that God was working in and through him.

Q- Are you in a season where you feel like you are forgotten?

Resist the temptation to misinterpret that forgottenness.

Be careful about doing faulty math on your season of forgottenness (by others), thinking God has forgotten you too.

Flip your mindset from forgotten to hidden.

Hidden is purposeful.

Hidden is strategic.

Hidden is intentional.

God is doing His best work behind closed doors.
God works best in the dark.
God is doing purposefulness in your hidden.

Your season of hiddenness may be preparing you in ways you can't yet conceive.

Rest today knowing He has your hidden like David was.

A person's true heart is revealed not by what they do on the stage, but what they do behind the stage. **It's not about our performance, it's about our heart.** It's not about doing big things for God, it is about doing the everyday things for the Lord.

Q- Share where you currently see yourself—Forgotten or Hidden?

Q- Rate yourself on your faithfulness in the small right now.

V. WRAP

Opportunities are disguised as problems. They are also wrapped in obedience. Be a Solution to a Problem today.

BUSINESS APPLICATION

I. SESSION OVERVIEW

- Business Application | Healthy You
- Tool
- Outcome/ Maintaining balance and knowing when your tank is empty

II. CONTEXT

The King had a Problem. And unfortunately, we all deal with problems. I have fires burning right now :).

Over my career I have identified three tests of real leadership:

1. Problem-solving;
2. Unlocking potential in others;
3. Serving something other than yourself.

Once people realize they can lead, they often get overwhelmed by where to start. After all, there are so many problems all around us. There are so many situations where change for the better is obviously required. Very often, aspiring leaders get

discouraged because they tackle the wrong problem and fail to make much progress.

III. Ask God

What is the #1 problem in your business today? Deep breath.
Let it come to mind.

God already knows the answer to it.

God knows how to solve it.

He knows the simplest solution, that will take you the shortest amount of time, that will cost you the least amount of consequence.

Do you believe that? If so, Ask Him.

Note what He says.

Write it down.

Pray with me, "God you are for me and have my best in mind. You are sovereign and out in front yet with me right now. Give me clarity on what I need to do and not do about what I think is my #1 problem right now. I am leaning in to hear your voice and give me the courage to do it."

Now go do it.

IV. Logically

We love to control outcomes, so humanly, so determine if we need to solve the problem my business is facing. So ask yourself these crucial questions to help you figure out if you're starting in the right place:

1. Am I close to this problem and can I understand it?
2. If I don't tackle it, is there someone else who should or who will?
3. Are there others who are also close to this problem and are impacted by it?
4. Is it worth solving?
5. What is the one thing you can do that will make this situation/problem simpler or unnecessary?

And Go Do That!

V. Fix This Next

After graduating from Wheaton College, Elisabeth traveled to Quito, Ecuador to do mission work. Ultimately, in October of 1953, she and Jim Elliot (a fellow Wheaton grad and also in Ecuador as a missionary) became engaged and then were married. In 1955, they were blessed with the arrival of a baby girl, whom they named Valerie.

Soon thereafter, Jim and 4 other missionary men felt led of the Lord to share the Gospel with an unreached people group in Ecuador, the Waodani tribe. All seemed to go well until the fateful day of January 8, 1956 when all 5 missionary men were speared to death by the Waodanis, the very people they were seeking to bring to faith in Christ!

After grieving her tragic loss, Elisabeth chose to record her experience in what turned out to be a best-seller book *Through Gates of Splendor*. After that, she chose to study and learn the native language of the Waodanis. Why? Because she felt God leading her to actually travel into the jungle with her then 3 year old daughter Valerie and share the Gospel with the people who had murdered her husband! But, as a result, many in the Waodani tribe did in fact accept Jesus as their Savior and Lord! Is this not an overwhelming evidence of God's amazing grace?

Eventually, Elisabeth returned to the U.S. and did more writing and speaking and also started a daily radio program. As she shared in these various outlets, one of her key statements to those listening was what she herself had learned in her own life: "Just do the next thing!"

While this sounds quite simple, it really is profound! If we are totally surrendered to Jesus, He will always direct our next step, the action that will truly give Him glory!

On the other hand, if we are not totally surrendered to Christ, or if we become angry about our lot in life, we will likely become overwhelmed with frustration, worry and uncertainty as we face the future. But, because God is totally sovereign and always loves us, we need to listen to another one of Elisabeth's famous sayings: "Acceptance brings peace."

So much practical wisdom from this woman of God!! Fellow followers of Jesus, let's just "do the next thing" in the power of the Spirit!

A book by Michael Michalowicz that sees your business needs through the Hierarchy of Needs lense. The biggest problem many owners face is that they do not know what their biggest problem is! We put out too many fires. He shares that the most basic need has to be addressed first so get to the root of the problem. He has created a Diagnostic Tool to identify those roots.

Pass out the attached FTN Pyramid Doc. Explain sheet.

For example, if you placed an X on "Prospect Attraction" in the Sales Row. You also have X on the Profit & Order rows as well. You will start with Sales Lead Gen as the first problem to correct.

Within "Prospect Attraction", create a Conversion Meter on Google Sheets. There are 7 conversion points I need to monitor. If things fail, they'll fail at one of these points.

So every day I'll track these numbers and make intentional and rational decisions to optimize these failure points:

1. # of pitches sent
2. % of yes's received
3. # of emails sent out promoting my lead magnet
4. % of people hitting my call booking page
5. % of people booking calls
6. % of people picking up when I call
7. % of people that hire me

This is kind of the tracking sheet should be updated every day.

Here again, simply look for the first "red light" in your system to correct first. Create a similar meter for the problem area in your business.

VI. WRAP

Problem solving is a huge critical need for everyone and every business. Use these tools to help you identify and begin the fixing process. A key is simply doing the next right thing. Again. Again....

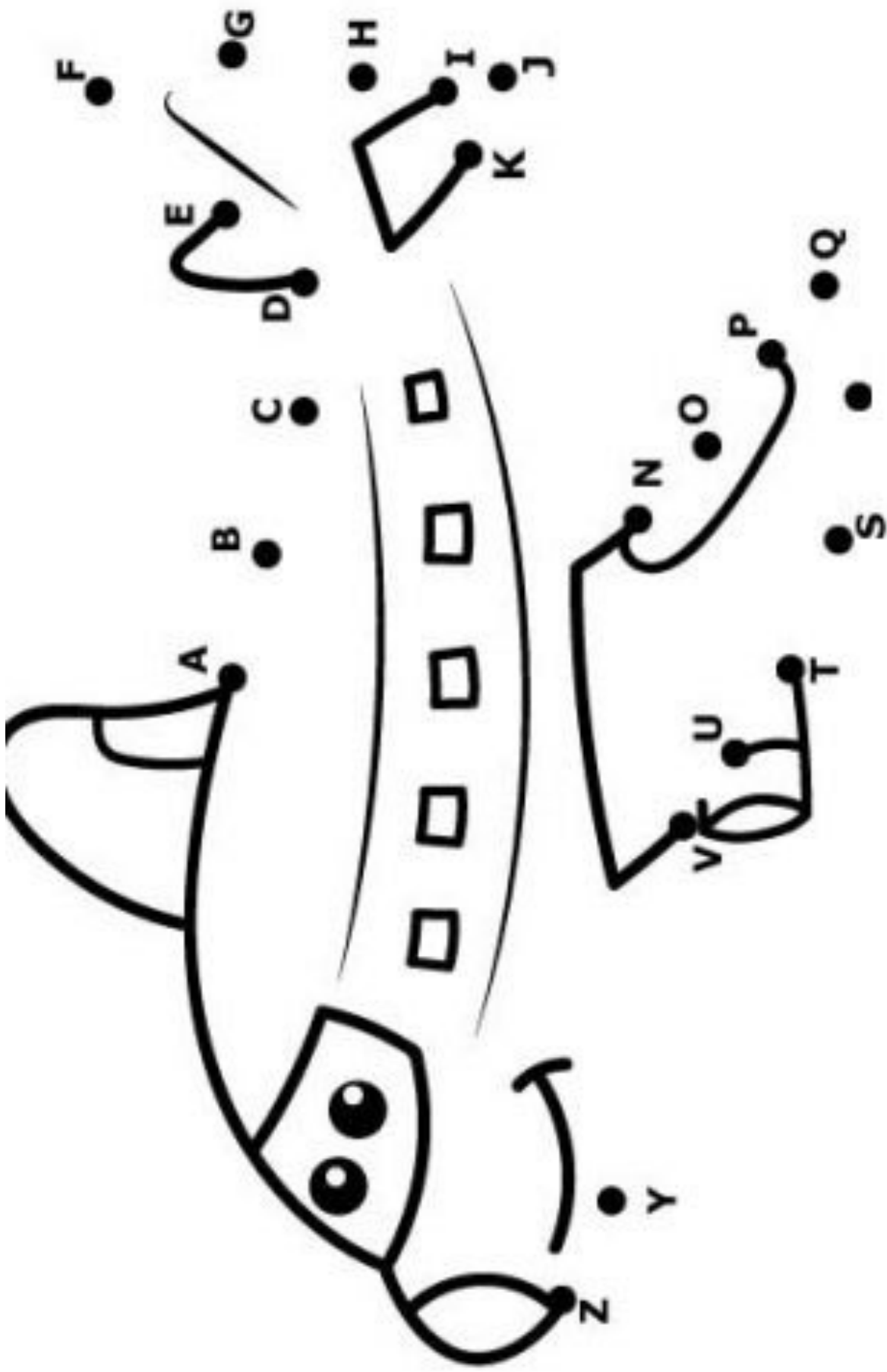
Action Steps |

- What do you need from the group to be intentional and put these tips into practice?
- This month focus on trying to understand what does need fixing next starting at the base of the triangle and working up.

GOALS |

- Ask each for their goals from this meeting to the next.
- Commit to prayer & supporting each other.

Name	Business	Personal	Faith
First Name		Strength training	Integration
First Name	LT/Culture	Running (alarms)	Listening to Him
Jon	Culture	Intentionality	Consistency
Kevin	Culture	Intentionality	Consistency



FIX THIS NEXT

1-SHEET

STEP 1: Check the satisfied Core Needs

STEP 2: Identify the foundational Vital Need

STEP 3: Fix the Vital Need

STEP 4: With the Vital Need resolved, repeat the process



1

SALES

- ☐ Lifestyle Congruence ☐ Prospect Attraction ☐ Client Conversion
- ☐ Delivering on Commitments ☐ Collecting on Commitments

PROFIT

- ☐ Debt Eradication ☐ Margin Health ☐ Transaction Frequency
- ☐ Profitable Leverage ☐ Cash Reserves

ORDER

- ☐ Minimized Wasted Effort ☐ Role Alignment ☐ Outcome Delegation
- ☐ Linchpin Redundancy ☐ Mastery Reputation

IMPACT

- ☐ Transformation Orientation ☐ Mission Motivation
- ☐ Dream Alignment ☐ Feedback Integrity ☐ Complementary Network

LEGACY

- ☐ Community Continuance ☐ Intentional Leadership Turn
- ☐ Heart-based Promoters ☐ Quarterly Dynamics ☐ Ongoing Adaptation

2

The current level is: _____

With the Vital Need of: _____

3

Objective: _____

Measurement(s): _____

Evaluation: _____

Nurture: _____

4

Repeat this process once the Vital Need is fully resolved.

Take the FREE evaluation at [FixThisNext.com](https://fixthisnext.com)

FTN CORE NEEDS

SALES |

- **Lifestyle Congruence.** Do you know what your company's sales performance must be to support your personal comfort?
- **Prospect Attraction.** Do you attract enough quality prospects into clients to support your needed sales?
- **Client Conversion.** Do you convert enough of your right prospects into clients to support your needed sales?
- **Delivering on Commitments.** Do you fully deliver on your commitments to your clients?
- **Collecting on Commitments.** Do your clients fully deliver on their commitments to you?

PROFIT |

- **Debt Eradication.** Do you consistently remove debt rather than accumulate it?
- **Margin Health.** Do you have healthy profit margins within each of your offerings and do you continually seek ways to improve them?
- **Transaction Frequency.** Do your clients repeatedly buy from you?
- **Profitable Leverage.** When debt is used, is it used to generate predictable increased profitability?
- **Cash Reserves.** Does your business have enough cash reserves to cover all expenses for 90+ days?

ORDER |

- **Minimized Wasted Effort.** Do you have an ongoing and working model to reduce bottlenecks, slowdowns, and inefficiencies?
- **Role Alignment.** Are people's roles & responsibilities matched to their talents?
- **Outcome Delegation.** Are the people closest to the problem empowered to resolve it?

- **Linchpin Redundancy.** Is your business designed to operate unabated when key employees are not available?
- **Mastery Reputation.** Are you known for being the best in your industry at what you do?

IMPACT |

- **Transformation Orientation.** Does your business benefit clients through a transformation beyond the transaction?
- **Mission Motivation.** Are all employees (including leadership) motivated more by delivering on the mission than by their individual roles?
- **Dream Alignment.** Are people's individual dreams aligned with the path of the business's grand vision?
- **Feedback Integrity.** Are your people, clients, and community empowered to give both critical and complimentary feedback?
- **Complementary Network.** Does your business seek to collaborate with vendors (including competitors) who serve the same customer base in order to improve the customer experience?

LEGACY |

- **Community Continuance.** Do your clients fervently defend, support, and help the business?
- **Intentional Leadership Turn.** Is there a plan for leadership to transition and stay fresh?
- **Heart-based Promoters.** Is the organization promoted by individuals inside & outside the organization without need of direction?
- **Quarterly Dynamics.** Does your company have a clear vision for its future and dynamically adjust action steps quarterly to make the vision become true?
- **Ongoing Adaptation.** Is the business designed to constantly adapt and improve, including finding ways to better and best itself?