

11 Sessions for Releasing Kings

1. **Introduction to Releasing Kings**..... (based on *Releasing Kings*)
 - Graduating from servant to King and releasing heart's desires
 - The difference between church and Kingdom – Equipping saints for 7 Mountains impact
2. **The Nature of God**(based on *Who is God*)
 - The definition of sovereignty and impact on my initiative = entrepreneurial
3. **The Nature of Man**.....(based on *Precious in His Sight*)
 - I'm created in His image, with a dream, and a calling = confidence
4. **The Future is Open**.....(based on *Victorious Eschatology*)
 - I have time to start a business, pass an inheritance, change the world
5. **How Change Happens**..... (based on *Wired for Success, Programmed for Failure*)
6. **The Role of Entrepreneurs and Capitalism**...(based on *Compassionate Capitalism*)
 - God uses entrepreneurs
 - The Biblical foundation for capitalism

7. The Next Great Idea.....(based on ***Progressivism: Our Road to Serfdom***)
Capital compound theory of value
Networking, synergism, exponential growth
8. Learning “Multiplication” to Create Wealth.....(based on ***Desire to Destiny***)
Sowing and saving for income-generating assets, thinking “wealth”
9. Your Personal Dream.....(based on ***Desire to Destiny***)
Understanding the process, finding your mentor
Businesses that minister / leverage the calling of the business
The goal: self-sustaining disciples and viral missions
10. Cash Flow and a Business Plan.....(based on ***Cash is King***)
Succeeding before you start, from birth to an exit strategy
Qualifying for capital
11. Managing and Marketing the Dream
Empowering employees.....(based on ***The Dream Manager***)
Networking – evangelism in the business mountain
Follow-up and resources @ www.Releasing-Kings.com

The 4-Step Process



1. Introduction to Releasing Kings

*What's the Greatest Gift
You Can Give Your Spouse?*



Head
(10%)

Vs.



Heart
(90%)

1. God is working through friends instead of servants (people with a dream)

I no longer call you servants, because a servant does not know his master's business. Instead, I have called you friends, for everything that I learned from my Father I have made known to you. 16 You did not choose me, but I chose you and appointed you to go and bear fruit — fruit that will last. Then the Father will give you whatever you ask in my name. 17 This is my command: Love each other.

John 15:15-17 NIV

2. He's granting the desires of your heart

(Jn 15:7-8, 14:13-14, 15:15-16, 16:23-24)

Trust in the LORD and do good; dwell in the land and enjoy safe pasture. Delight yourself in the LORD and he will give you the desires of your heart. Ps 37:3-4

May he give you the desire of your heart and make all your plans succeed. Ps 20:4

3. Your words

You let men ride over our heads; we went through fire and water, but you brought us to a place of abundance. Ps 66:12 NIV Ps 103:2-3

Session 3. The Nature of Man – Friend of God

Making the Transition (Maturing) from “Sheep” to “King”



Focus.....Rules/Principles.....Vision/Dreams
Responsibility.....God.....Me

Kingly Leadership – Helping people connect with their own unique vision & showing success by example
Servant Leadership – Making people do what they don't want to do..... & showing success by example

From the Head

Obedient
Unity (conformity)
Submissive / Compliant
Servant's heart

Humility / False Humility
Meekness / Timidity
Faithfulness / Stubbornness
Principled / Ethical

From the Heart

Initiative / Assertive
Unique
Power / Authority
Creativity / Originality / Ingenuity
Resourceful / Visionary
Boldness
Enterprising
Decisiveness
Flexible / Inspirational

The Nature of Man - About Your Heart

- God makes it brand new Ezek 36:25-27 KJV (also Heb 8:10, 10:16)
 - 25 Then will I sprinkle clean water upon you, and ye shall be clean: from all your filthiness, and from all your idols, will I cleanse you.
 - 26 **A new heart also will I give you**, and a new spirit will I put within you: and I will take away the stony heart out of your flesh, and I will give you an heart of flesh.
 - 27 And I will put my spirit within you, and cause you to walk in my statutes, and ye shall keep my judgments, and do them.
- Ps 37:4 Delight yourself in the LORD and he **will give you the desires of your heart.**
- Ps 20:4 May he **give you the desire of your heart** and make all your plans succeed.
- Ps. 37:31 The **law of God is in his heart**; his feet do not slip.
- Ps 40:8 I desire to do your will, O my God; **your law is within my heart.**" NIV

Pursuing Your Heart - Jacobs Example (Gen 30)

1. Acknowledge your heart's desire

But now, when may I do something for my own household? Gen 30:30

God wants to give you that which is your own.

And if you have not been faithful in what is another man's, who will give you what is your own? Luke 16:12 NKJV

2. Jacob is weaned from wages: “don't give me anything” vs. 31

3. The business contracts

- The dream
- Quit his job
- Multiplies his wealth (via goats)
- Entrepreneurial creativity (Gen 30:37-42)

4. Results:

- From – 14 years at a low wage, changed 10 times (Gen 31:7)
- To – In 6 yrs “exceedingly prosperous” (Gen 30:43)

How to Encourage Your Heart

Healthy envy – recognize your own call in others

Follow my example, as I follow the example of Christ. (I Co 11:1)

... for in Christ Jesus I became your father through the gospel. Therefore I urge you to **imitate me**. (I Corinthians 4:15–16)

*Join with others in **following my example**, brothers (Philippians 3:17)*

***You became imitators** of us and of the Lord... (I Thessalonians 1:6)*

*We did this, not because we do not have the right to such help, but in order to make ourselves **a model for you to follow**. (II Thessalonians 3:9)*

*We do not want you to become lazy, but to **imitate** those who through faith and patience inherit what has been promised. (Hebrews 6:12)*

It's OK to “serve others” until you find your vision
(faithful in that which is another man's)

Session 4. The Future is Open

Three Views of the Kingdom

Camp #1 - The future is bleak, the rapture is our hope.

Views itself as a holy but persecuted remnant in terms of the present. The enemy is in possession of many secular institutions, and the antichrist is behind the scenes manipulating events for evil. The newspapers are usually full of material to support this view. Camp #1 hearts are projected all the way up to heaven, and they are not available to build the Kingdom now, because everything in the present will be destroyed by future wars, famines, earthquakes, or by the Lord himself. In this camp my heart is positioned for hope in the rapture, and I keep it in neutral - "waiting" for the savior. This camp tends to avoid entanglement with the marketplace. Here's a verse I might use to distance myself from all the present carnality.

Their mind is on earthly things. But our citizenship is in heaven. And we eagerly **await** a Savior from there, the Lord Jesus Christ... Phil 3:19-20

Camp #2 - It's bad now but revival is coming.

This has largely been a position of the prophetic movement. Revivals, historically, and more recently in places like Toronto and Brownsville, remind us of God's ability to break out in power. So, we build our expectations around God's miraculous intervention and position our hearts to anticipate a revival in the future. Here's a verse I might use to point to God's future revival.

- Come, and let us return unto the LORD: for he hath torn, and he will heal us; he hath smitten, and he will bind us up. After two days **will he revive us**: in the third day **he will raise us up**, and we shall live in his sight. Hos 6:1-2

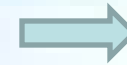
Three Views of the Future Kingdom (continued)

Camp #3 – The Kingdom Is Upon You

- In this camp we see the Kingdom of God already established, and we see our job to expand it to fill the earth. It's not easy, because the enemy does hold some territory, but it's our job to take it back. We also have lots of very clear promises that we'll succeed. So we have this "we're winning" mentality, and our hearts are positioned in the present to make a difference.
 - *Please hear this: We don't have to discount a coming revival or rapture; those are just not the primary focus of our hearts - we're no longer "waiting." We're no longer prophetic "doomsayers."*
- The Kingdom of God is present on earth now. Those who can see it can expand it. My heart is positioned in the present to make a difference today. I'm back from the future; excited, empowered, and optimistic about the present. These are some of the verses I might use to point to the Kingdom of God.
 - But if I cast out devils by the Spirit of God, then the kingdom of God is come unto you. Matt 12:28 KJV

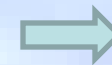
The Law and the Prophets were proclaimed until John; since that time the gospel of the kingdom of God has been preached, and everyone is forcing his way into it. Luke 16:16
 - No, in all these things we are more than conquerors through him who loved us. Rom 8:37

Session 5: How Change Happens – From the heart



Head
(10%)

Vs.

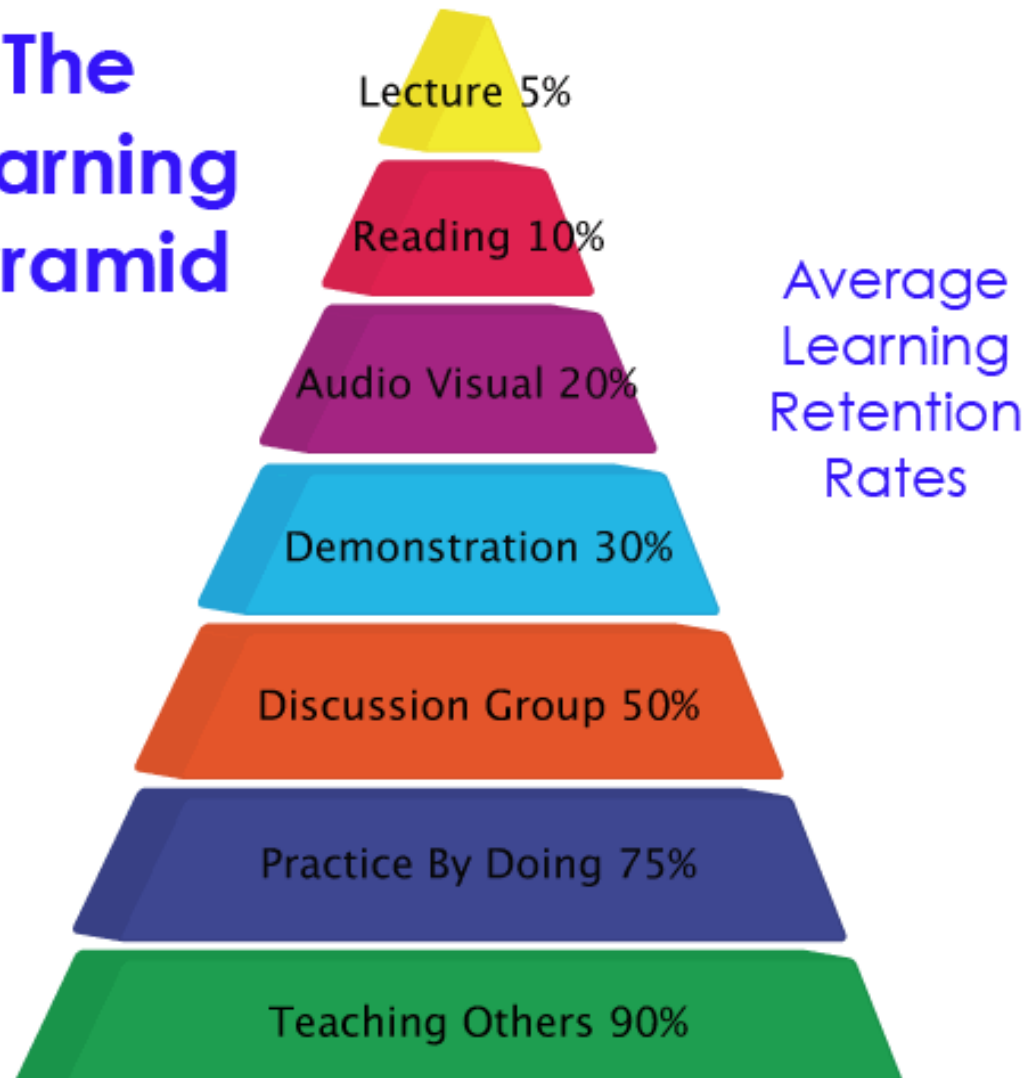


Heart
(90%)

The purposes of a man's heart are deep waters, but a man of understanding draws them out. Prov 20:5

Intellect – ever learning, but...

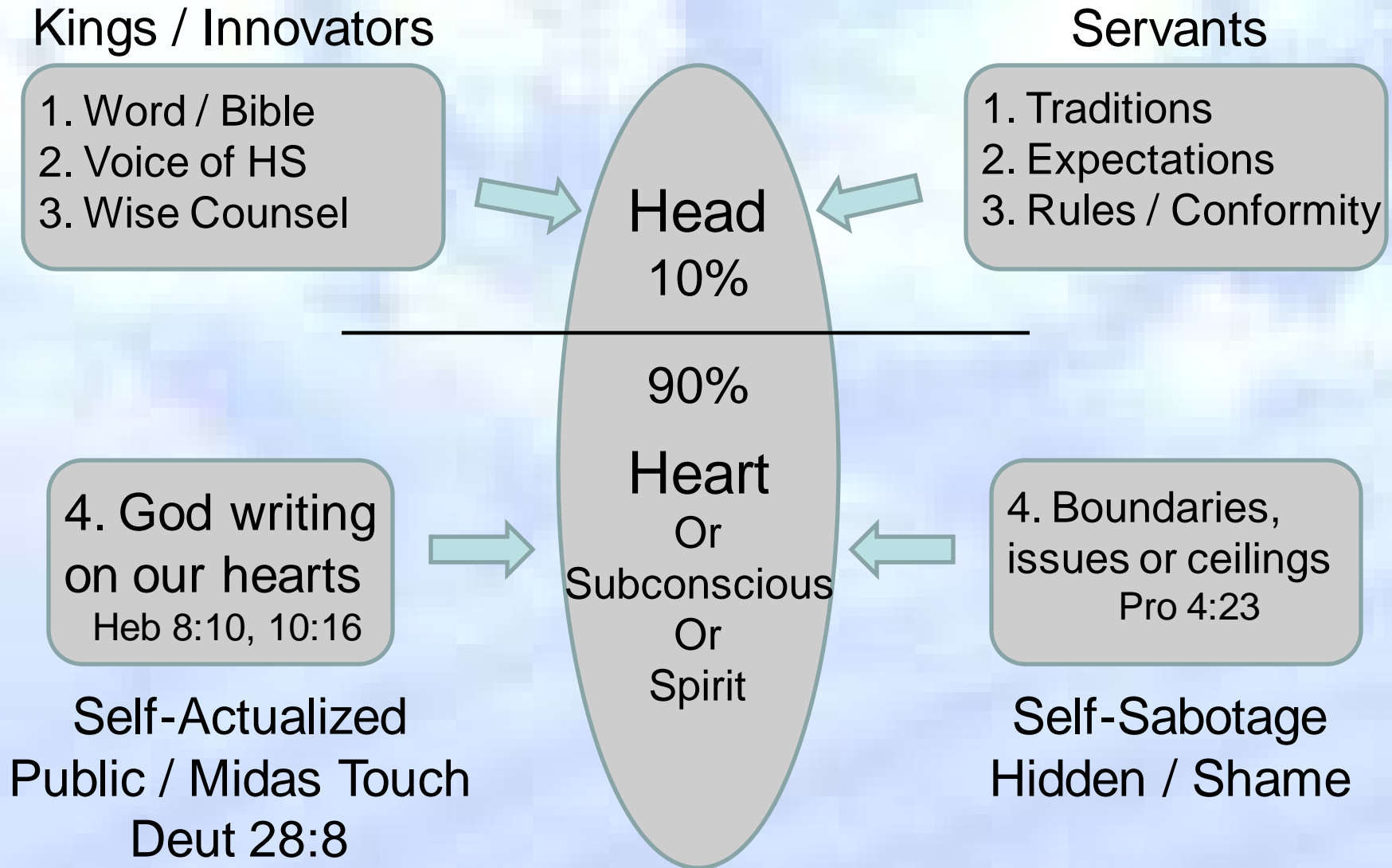
The Learning Pyramid



Average Learning Retention Rates

Adapted from NTL Institute for Applied Behavioral Science

Getting in Touch With Our Hearts



Choosing your Path of “Life” Ps 16:11

Kingdom – God’s way

“Harder, Narrow”

Mt 7:13-14, 11:29-30

Faith, Discipline, Work, a Plan

Flows out of your belly, abundance
Dreams refine / multiply Gen 1:28

Bridge Vocation, Ministry,
Skills, Finances, Kingdom Purpose

Visions, Dreams (A Plan)
Heart’s desires Pro 20:5

Mt 6:33, Rom 8:19, Rom 14:17

World System

“Comfortable, Easy”

Poverty / Unfulfilled

Living
Paycheck to Paycheck

Any Job / mediocrity

Needs, Finances, Family

Session 5: How Change Happens – From the heart

Heart change vs. Information and motivation (Rom 7:15-16)

Guard your heart, for out of it come the issues of life” (Pro 4:23)

How hearts get programmed

Negatively – Offence or hurt in the context of hatred + vow

...for at whatever point you judge the other, you are condemning yourself, because you who pass judgment do the same things. Rom 2:1 and Mt 7:1-5

Positively – Picture of Destiny in the context of love + vow

1. Hope – explore the desires of our heart
2. Faith – Confirmation of Holy Spirit “substance” Heb 11:1
3. Initial progress – “created for good works
4. Optimism – see open doors and repeated success

Change as a lifestyle – Like a child (impressionable / changeable)

Result – in touch with our own hearts = intuitive creativity

<http://desire2destiny.org/2011-02-06-how-change-happens/>

Identify the Boundaries of your Heart (Pro 4:23)

Problem area – what you want to deal with, ceiling, repeated failure, limit

- a. Action
- b. Feeling
- c. Heartbelief

1. When did you put on this Belief / Behavior?
2. What did you come to believe about yourself as a result of this event?
3. How has this affected you?
4. What is the belief you replaced this with?
5. How do you expect your Life to Change?

Replacement belief

- a. Heartbelief
- b. Feeling
- c. Action

Make a plan around your heart's desire

1. Growing up spiritually – you have a will, desires, and a plan

Servants keep their hearts neutral to “obey”

Kings share God's desires and engage their hearts with great passion

2. God likes your initiative and Plans

To man belong the plans of the heart, but from the LORD comes the reply of the tongue.

All a man's ways seem innocent to him, but motives are weighed by the LORD.

Commit to the LORD whatever you do, and your plans will succeed. Prov 16:1-3

Prov 16:9, Ps 37:4-5, Ps 37:23-24

3. It's my responsibility to put together a plan around the desires of my heart's passion

Religious spirit – oppose your heart's desire (oppressive, life-killing bondage)

Living your dream – alive, creative, prosperous, contagious, generous, and fun

4. We “delight” to do God's will

6 Sacrifice and offering You did not desire; My ears You have opened. Burnt offering and sin offering You did not require. 7 Then I said, "Behold, I come; In the scroll of the book it is written of me. 8 I delight to do Your will, O my God, And Your law is within my heart." Ps 40:6-8 NKJV

Releasing Kings Heart Plan
www.ReleasingKings.com

8. A Business Plan

1. Purpose and Vision

7. Schedule

2. Goals

6. Cash flow

3. Heart Boundaries

5. Who's my Team

4. Affirmations



Coaching Module – My personal Plan

- 1. Purpose and Vision** – Write down your life purpose. Why are you here? What is the activity that reflects the deepest desires of your heart, your core character values, the area of your personal passion, and your talents, skills and abilities? Why does God want to prosper you? Write it down in a paragraph.
- 2. Goals** – With your life’s purpose in mind, what are your goals for the major areas of your life (God, family, vocation / ministry, finances, health, and play)? Write them down in the past tense.
- 3. Heart Boundaries** – Most of us have boundaries in our hearts that represent vows from our past which have cemented into ceilings for our future. Changing the beliefs in our hearts about our own identity and potential is a key step of inner healing before we can go to the next level.
- 4. Affirmations** – If we set some lofty goal associated with our life purpose, our mind immediately starts coming up with a list of reasons why it won’t work. If we simply phrase our “affirmations” as questions, we can then meditate on the reasons “why” those things will come to pass. These “affirmations” give our mind a constructive job that builds us up and gives our heart the answer it seeks regarding “why.”

Coaching Module (Continued)

5. Team – It's not always what you know; it's who you know. People who are successful in life are very careful to surround themselves with the help they need. They find those with a similar heart's desire but different strengths, and work with them to multiply the effect of their mutual dream. It's a powerful dynamic, both spiritually and practically.

6. Cash flow – Putting our finances into a monthly cash flow format is an essential part of integrating our life's plan with reality. Whether its personal finances or business finances doesn't matter. We are stewards of the destiny God has given us, and we all have to navigate the real world of making money and converting some of it to ministry. Creating wealth is a spiritual discipline.

7. Schedule – Most of our goals should translate to specific activities that can be put on a schedule with an end date. Planning your next months of achievements goes a long way toward making your life's purpose real.

8. A Business Plan – If you treat the stewardship of your life like talents God has given you, making a written plan is an important step toward getting your dream off the ground. Writing things down is also a key ingredient in moving your heart's desires into a real life destiny.



The 4-Step Process



Session 6. The Role of Entrepreneurs, Creativity, & Capitalism (Servant to King)

a. The promise to Kings (Friend of God)

John 15:15-17

5 I no longer call you servants, because a servant does not know his master's business. Instead, I have called you friends, for everything that I learned from my Father I have made known to you.

16 You did not choose me, but I chose you and appointed you to go and bear fruit — fruit that will last. **Then the Father will give you whatever you ask in my name.** 17 This is my command: Love each other.

Trust in the LORD and do good; dwell in the land and enjoy safe pasture. Delight yourself in the LORD and he will give you the desires of your heart. Ps 37:3-4

see also Ps 20:4, John 15:7-8, 14:13-14, 15:7-8, 15:15-16, 16:23-24

b. The degree of difficulty

Enter through the narrow gate. For wide is the gate and broad is the road that leads to destruction, and many enter through it. 14 But small is the gate and narrow the road that leads to life, and **only a few find it.** Matt 7:13-14

c. Servants Substitute Obedience for Relationships

You do not delight in sacrifice, or I would bring it; you do not take pleasure in burnt offerings. The sacrifices of God are a broken spirit; a broken and contrite heart, O God, you will not despise. (Ps. 51:16-17) and (Ps. 40:6-8)

d. What We (servants) Think God Wants

- a. don't _____
- b. stop _____
- c. give up _____

“Give up the desires of your heart”
Enjoy being a monk
#1. I don't want to,
#2 I can't

e. What is Spiritual Warfare – Guarding Your Well Spring – Heart's Desire

Above all else, guard your heart, for it is the wellspring of life. Prov 4:23

f. When Guidance Goes Wrong

Servants – 1) blame God, 2) receive character, or 3) remain stuck

Kings – expect to make mid-course corrections; they interact with God

g. Dreams Keep Us Young (What's your Dream; How can I help?)

Praise the LORD, O my soul, and forget not all his benefits — 3 who forgives all your sins and heals all your diseases, 4 who redeems your life from the pit and crowns you with love and compassion, 5 who satisfies your desires with good things **so that your youth is renewed like the eagle's.** Ps 103:2-5 NIV

The One Question God Asks Every King

At Gibeon the LORD appeared to Solomon in a dream by night; and God said,

"Ask! What shall I give you?" 1 Kings 3:5 NKJV

...friends, if our hearts do not condemn us, we have confidence before God 22 **and receive from him anything we ask**, because we obey his commands and do what pleases him. 1 John 3:19-22

What is your "Joy Ahead"? _____

... **who for the joy set before him endured the cross** Heb 12:1-3 29

"I tell you the truth," Jesus replied, "no one who has left home or brothers or sisters or mother or father or children or fields for me and the gospel 30 will fail to **receive a hundred times as much in this present age** (homes, brothers, sisters, mothers, children and fields-and with them, persecutions) and in the age to come, eternal life." Mark 10:29-30 (from New International Version)

What's Your Heart's Desire? _____

"This is the covenant I will make with them after that time, says the Lord. **I will put my laws in their hearts, and I will write them on their minds.**" Heb 10:16 (8:10)

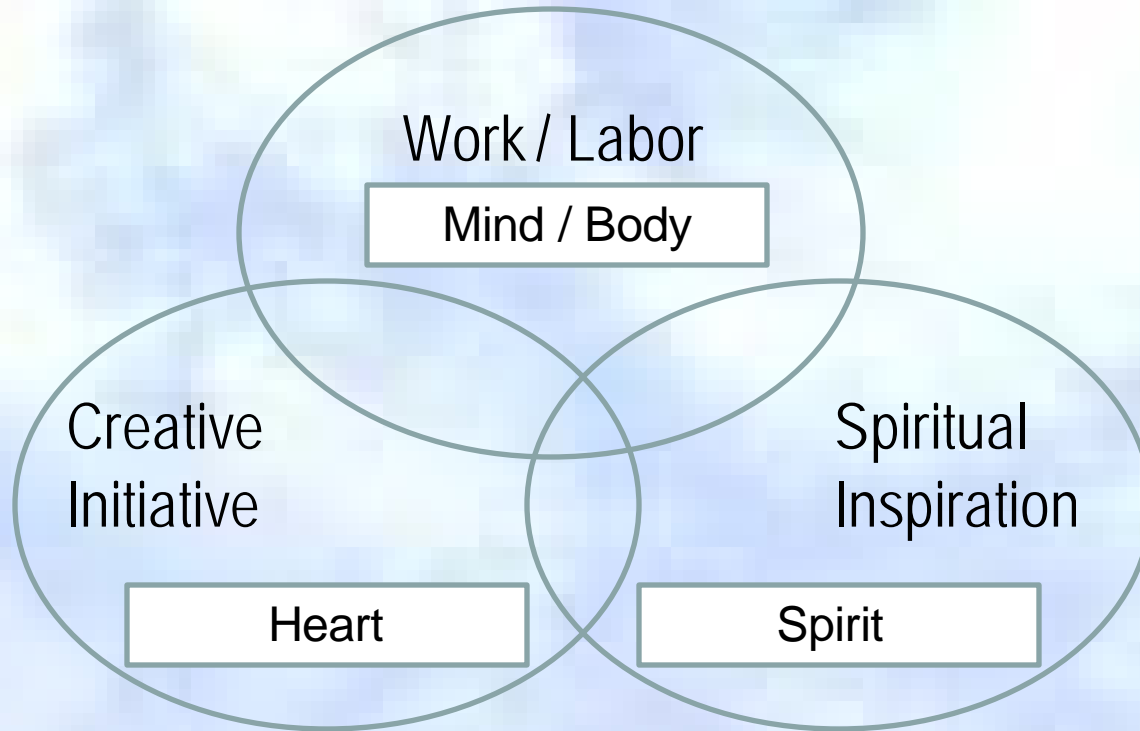
Capitalism – the Hebrew Foundation

1. Belief in one God – the future is predictable, not confusion
2. Sense of identity – created in His image; chosen for destiny
3. Purpose in life – be fruitful and multiply – responsibility
4. Land ownership – from nomad to the promised “land”
5. Individual freedom – removal of “slavery” mindset – self-governing
6. Government – based on the 10 Commandments
7. Reverence for God – God is included in society
8. Sabbath rest, 7 feasts – working with God
9. Honoring parents – family values, inheritance
10. Property rights – thou shalt not steal, contract law
11. Don't covet – enjoy the fruit of one's own labor
12. Giving, tithes, and taxes – honor God
13. Care for the needy – parents, widows, orphans, and poor

Capitalism Continued...

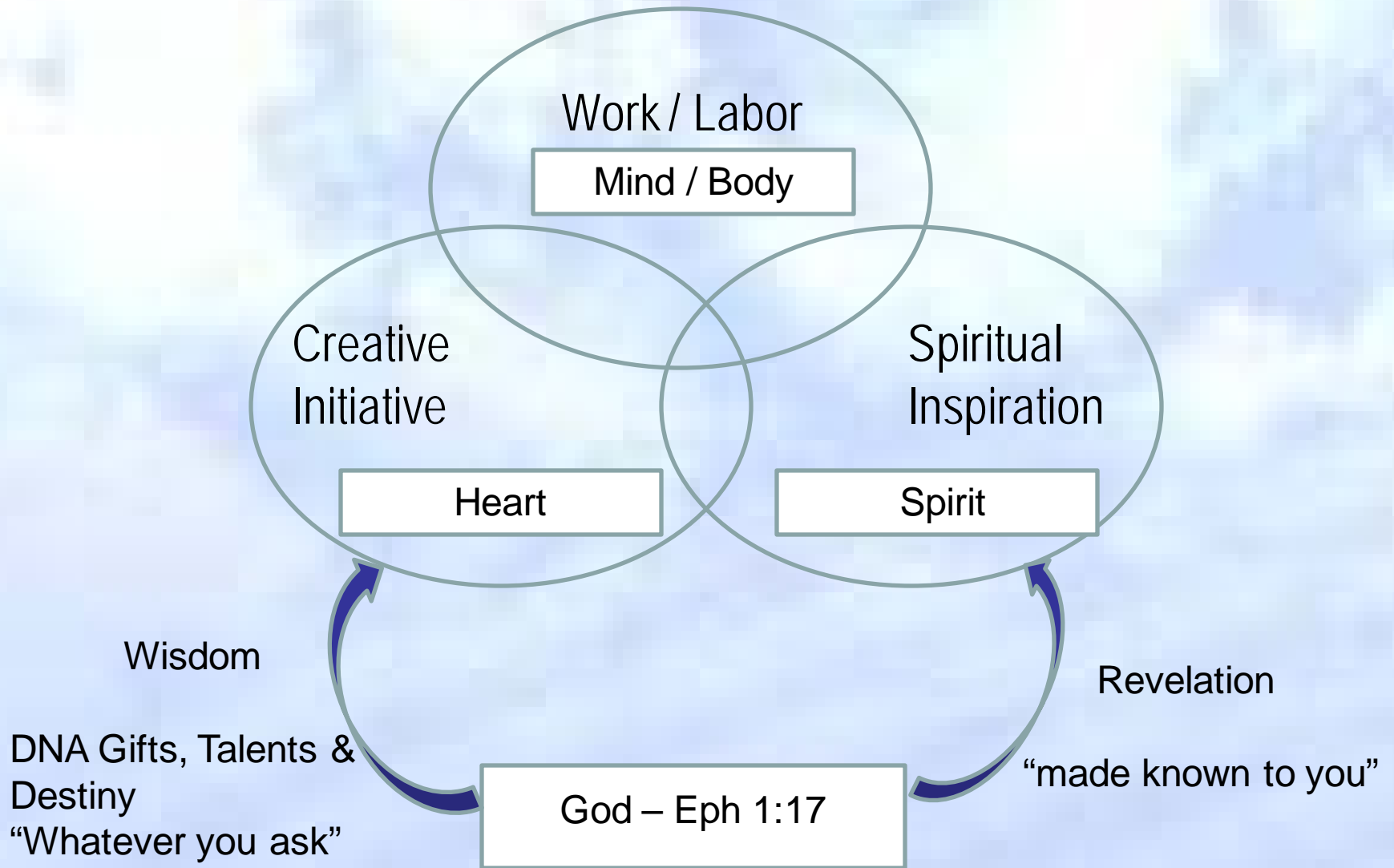
14. Accountability – Godly values in society (healthy peer pressure)
15. Work – earning what we eat and possess through labor
16. Covenants – contract law
17. Limited government – self-governing vs. a king
18. Lender, not a borrower – economic value for ruling and reigning
19. Time is linear, not cyclic – society / Kingdom can advance
20. Planning for the future – goal-oriented instead of fatalistic
21. Inheritance – leaving a financial legacy
22. Savings & frugality – Pro 13:22, frugality for a better future
23. Capital separate from Self – stewardship, holding loosely
24. Understanding people – some wise / foolish; lazy / diligent
25. Prosperity – God's people expect to be blessed via work & wisdom

Session 7. Creativity - The Next Great Idea

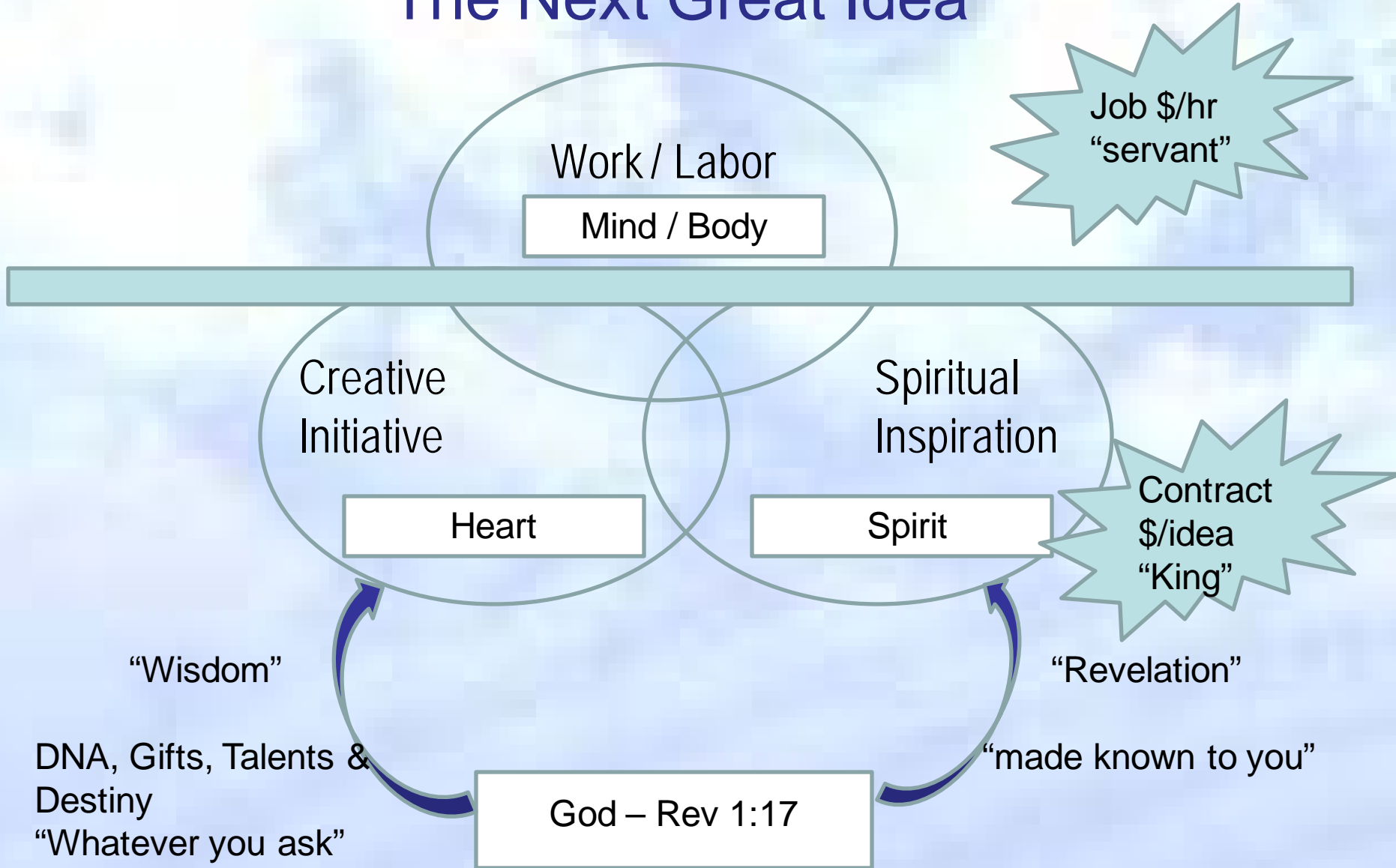


We are more than our work, labor, job and \$/hr

The Next Great Idea



The Next Great Idea



Goals Are Spiritual

1. Why have goals – Goals orient our faith and enable God to grant our desires; we become what we think about most of the time.

Unintentional goals – We all have goals. If we don't manage them they can work against us in the form of fear and doubt. (Job 3:25, Pro 10:24)

2. I like myself – Having goals requires an admission that your life has value to God

- 3. How**
- a. List your highest values and priorities
 - b. List, then trash, your obstacles that stand in the way
 - c. List your lifetime goals
 - d. List 3-6 month goals
 - e. Share them with someone who will help you
 - f. Review them and make adjustments as necessary

Formalize your goals into a list on which you can focus in prayer, and change as you go. The reason? Articulating your heart's desire is the process that releases creativity and innovation. Breakthroughs, ideas, opportunities, and innovations come to people with goals. It's a tangible expression of your faith.

Creativity – From Idea to Reality

1. **Get the picture** – “everything” started as an idea in the desire of a heart

*Now faith is the **substance of things hoped for**, the evidence of things not seen. Heb 11:1*

2. **Put it in words** – God speaks things into existence (so do we)

Use “affirmations” – word your goals as questions

“Why am I able to multiply finances?”

3. **Get to work** – “Make it happen”

4. **Finish** – Add whatever persistence is required to complete your dream

*but the people that do know their God **shall be strong, and do exploits**. (Dan 11:32 KJV)*

but the people who know their God will display strength and take action. (Dan 11:32 NASU)

Innovation—Creativity is a Godly process that anyone can learn. It starts with an idea that gets translated into words (goals) and spoken into existence by faith (with work and enough persistence to finish).

Session 8. Learning to Multiply (Breaking the Spirit of Poverty)

1. Spiritual Entrepreneurs – Start the Transition

Jacob moves from “Wage Slave” to Entrepreneur Gen 30:30

Gen 30:30-32

The little you had before I came has increased greatly, and the LORD has blessed you wherever I have been. But now, **when may I do something for my own household?**" 31 "What shall I give you?" he asked. "Don't give me anything," Jacob replied. "But if you will do this one thing for me, I will go on tending your flocks and watching over them

Learning to Multiply – the Promise

God wants to prosper you beyond your needs to a place of abundance so that you'll be in a position to fully understand his nature (God is abundant and generous) "and" so that you be in a position to bless others.

How – checks are not going to start mysteriously appearing in the mail. You'll have to use faith, take risks, find an anointing for creativity, and you'll have to "work" diligently.

You'll be amazed at how God will multiply your efforts - 100 fold.

Learning to Multiply – the Promise

- Gen 1:28 - 28 And God blessed them, and God said unto them, **Be fruitful, and multiply**, and replenish the earth, and subdue it: and have dominion over the fish of the sea, and over the fowl of the air, and over every living thing that moveth upon the earth.
- Gal 3:7-9 - Understand, then, that **those who believe are children of Abraham**. 8 The Scripture foresaw that God would justify the Gentiles by faith, and **announced the gospel** in advance to Abraham: "**All nations will be blessed through you.**" 9 So those who have faith are blessed along with Abraham, the man of faith. (refers to Gen 12:2-3)
- Gen 26:12-14 - 12 Isaac planted crops in that land and **the same year reaped a hundredfold**, because the LORD blessed him. 13 The man became rich, and his wealth continued to grow until he became very wealthy. 14 He had so many flocks and herds and servants that the Philistines envied him.
- Deut 8:17-18 - But remember the LORD your God, for it is **he who gives you the ability to produce wealth**, and so confirms his covenant, which he swore to your forefathers, as it is today. (see also 1, 8-9, 12-13)
- Ps 105:37 - 37 He brought them forth also with silver and gold: and there was not one feeble person among their tribes. KJV (**Salvation, healing, Prosperity**)
- Matt 19:28-30 - 28 ...you who have followed me will also sit on twelve thrones, judging the twelve tribes of Israel. 29 And everyone who has left houses or brothers or sisters or father or mother or children or fields for my sake **will receive a hundred times as much** and will inherit eternal life. 30 But many who are first will be last, and many who are last will be first. (see Lu 18:29-30)

Learning to Multiply - By Managing Your “Seed”

Talents and Minas

Mt 25:14-30

“many things” + “happiness”

Lu 19:12-27

“10 cities”

Matt 25:24 'Master,' he said, 'I knew that you are a hard man, **harvesting where you have not sown** and gathering where you have not scattered seed.' See 26

Who is supposed to sow?

I planted the seed, Apollos watered it, but God made it grow.

1 Cor 3:6 6 NIV

Managing Your Seed

2Cor 8:8-9 - For you know the grace of our Lord Jesus Christ, that though he was rich, yet for your sakes he became poor, so that you through his poverty **might become rich**.

2 Cor 9:6-11

#1 Sow generously vs.6

#2 You will have all you need + abound vs. 8

#3 Distinguish between Bread and Seed

Bread for food – my personal needs

Seed to the sower – what I have to sow (multiply, invest)

Harvest – what I have to give

#4 Increase your store of seed

2 Cor 9:10 - Now he who supplies seed to the sower and bread for food will also **supply and increase your store of seed** and will enlarge the harvest of your righteousness.

2 Cor 9:11 - You will be **made rich** in every way **so that you can be generous** on every occasion,

Multiply – by Learning to Spend

- Lower class – buy “stuff”
- Middle class – use credit to buy “big stuff”
- Wealthy – buy income-generating assets

Release Your Heart

Matt 6:33 - But seek first his kingdom and his righteousness, and all these things will be given to you as well.

Living from paycheck to paycheck – isn't God's best

Living by faith (offering to offering) – isn't God's best either

“Give, and it will be given to you. A good measure, pressed down, shaken together and running over, will be poured into your lap. For with the measure you use, it will be measured to you.” Luke 6:38

The Seven Lies of Poverty

- 1. The resource pie is fixed*
- 2. It's spiritual to be poor (and humble)*
- 3. The Wealthy are arrogant*
- 4. "God opposes the proud (**Wealthy**) but gives grace to the humble." James 4:6*
- 5. God will automatically transfer wealth in the last days*
- 6. Business people are not as spiritual as those in ministry*
- 7. Priests have the vision, Kings have the provision*

How You Can Break the “Curse” of Poverty

Christ redeemed us from the curse of the law **by becoming a curse for us**, for it is written: "Cursed is everyone who is hung on a tree." He redeemed us in order that the blessing given to Abraham might come to the Gentiles through Christ Jesus, so that by faith we might receive the promise of the Spirit. Gal 3:13-14

Mentality

- Accept the “favor” of God and look for the manifestation
- Courageous, creative, innovative, initiators, passionate, contagious
- Loving what you do, and getting paid for it

Eyes on the Prize (See Pr 4:23)

Prov 4:23-26

23 Above all else, **guard your heart**, for it is the wellspring of life.

24 Put away perversity from **your mouth**; keep corrupt talk far from your lips.

25 Let your eyes **look straight ahead**, fix your gaze directly before you.

26 Make **level paths for your feet** and take only ways that are firm.

1. Devotions to set your heart and mind (“guard” your dream)

AM - List your day's dream (Goals can be measured)

PM - Thank Him for the progress

2. Set your words to prophesy it into existence (Say what God says)

Abraham. He is the father of us all. 17 As it is written: "I have made you a father of many nations." He is our father in the sight of God, in whom he believed — the God who gives life to the dead and **calls things that are not as though they were**. Rom 4:16-17 NIV

3. Keep your eyes on the prize (vision)

...all peoples on earth will be blessed through you. Gen 12:3 NIV

4. Set your actions toward your dream (Take the initiative)

"Moses my servant is dead. Now then, you and all these people, get ready to cross the Jordan River into the land I am about to give to them — to the Israelites. 3 I will give you every place where you set your foot, as I promised Moses. Josh 1:2-3 NIV

See http://www.releasing-kings.com/Releasing_Kings_Newsletter-Postive-Mental-Attitude.html

Session 9. Your Personal Dream

Seven Keys to get from your heart's desire to your destiny



Be Positive (Pro 4:23-26)

1. Manage your thoughts “guard your wellspring”

Vs. expectations rooted in fear that bad things will happen.

Make a list of what you want to have happen (your dream)

2. Manage your words (Prophetic words happen)

He is our father in the sight of God, in whom he believed — the God who gives life to the dead and calls things that are not as though they were. Rom 4:17 NIV

I tell you the truth, if you have faith as small as a mustard seed, you can say to this mountain, 'Move from here to there' and it will move. Nothing will be impossible for you. Matt 17:20 NIV

3. Let your eyes look straight ahead (the best thing)

Ministry – All people on earth will be blessed through you Gen 12:3

4. Set your actions toward your dream

I will give you every place where you set your foot, as I promised Moses Josh 1:3

Why Kings See Opportunity

...To him who knocks the door will be opened Lu 11:9-10

1. We expect good things from God

View ourselves as friends instead of sinful servants

View God as relational and caring instead of the author of disaster

See the future being bright, filled with opportunity

2. We knock on doors

If we don't hear God knocking on our door, we knock on His

For this reason I remind you to fan into flame the gift of God, which is in you through the laying on of my hands. 7 For God did not give us a spirit of timidity, but a spirit of power, of love and of self-discipline. 2 Tim 1:6-7

3. We network (knock on hearts)

The trademark of poverty is independence

Kings work, network, then multiply

Teamwork makes your dream work

Plan a Valuable Product – That Blesses People

Poverty – “We have no value, our vision is worthless”

Ministry – my heart’s desire, passion purpose goals... make money and make disciples by blessing people

1. Don’t just save; Learn to sow in income-generating assets

2. Track your progress (be a steward)

Develop your personal and business cash flow

3. Pick a path (see our interviews)

Real estate, business, internet or network marketing, investing

4. Most common failure point – Forget to get help

Don’t be too spiritual to manage money (it’s the key to your ministry)

Take the talent from him and give it to the one who has the ten talents. For everyone who has will be given more, and he will have an abundance.

Mt 25:28-29

Traits of People Who “Multiply”

And the word of God increased; and the number of the disciples **multiplied** in Jerusalem greatly Acts 6:7 (see also Acts 19:20, Col 1:6)

But the word of the Lord continued to grow and to be **multiplied**. Acts 12:24 NASU

1. **Manage** (don't worship) your income-generating assets. They are your modern equivalent to talents that the Lord is inviting you to multiply.
2. **Set your goals** out for several years and then several decades, through the end of your life. Decide now what your inheritance goals are, to pass along to your children after you're gone.
3. **Avoid excessive spending** on items that don't generate income (cars, houses, boats, etc.).
4. **Be courageous and wise** regarding your finances. Invest in your passion. Activate your heart and your creativity. Get excited! Enjoy your work.
5. **Be persistent**. Learn the lessons from your failures and plan your resurrections.
6. **Bless the nations**; be generous and leverage your assets to help others.

Session 10

Cash flow and a Business plan

How Do I Get My Dream off the Ground?

The first step is to have the conversation with God about what your dream is. The second is finding the wisdom and mentoring to make it happen. Start thinking about your dream in terms of the outline of a business plan given below. Christians are a little prone to get a revelation for an idea and not use wisdom to implement it; start before they have the right mentoring and planning. The four most important things to think about:

1. Is your spouse on board?
2. Do you have experienced mentoring?... documented in a business plan?
3. Do you understand the cash flow?
4. Are your personal finances covered while you start the business?

Business plans are normally written for banks or investors, to obtain start-up or operating capital. We should also use them to facilitate adding the details to our dream. Getting a good idea is just a beginning. We need to add the details to make our dream come true. Cash flow in Excel is one of your primary tools. Prove to yourself that your idea is profitable before your start. Prove to your spouse that starting a business is worth the time and effort so that you both agree.

An Outline for a Business Plan

- 1.0 **Vision and Mission** – Connect the theme between the desire of your heart, God’s direction, and the nature of your business in a few paragraphs. Why is it “compelling”?
- 2.0 **General Company Description** – Nature of business, goals, schedule, philosophy, description of industry. Factors that will make your company succeed. Describe legal form of ownership.
- 3.0 **Products and Services** - Describe in depth your products or services (technical specifications, drawings, photos, sales brochures, and other bulky items belong in *Appendices*). What factors will give you competitive advantages or disadvantages? Examples include level of quality or unique or proprietary features. What are the pricing, fee, or leasing structures of your products or services?
- 4.0 **Marketing Plan** – 1) Describe market research you have done that demonstrates buyers will want what you sell. What is the problem being solved by the product or service? What is the size of the potential market? Where is the specific opportunity / target? Who or what is the competition? How much market share do they have? 2) Describe strategies to promote, advertise, sell, and distribute your product. Why is your product better than the competition?
- 5.0 **Operating Plan** – Where will your product be produced, cost of facility, quality control, inventory storage, suppliers required? Describe all legal and environmental requirements (zoning, permits, licensing, insurance, trademarks, patents, etc.) Describe staff, number of employees, training required, pay structure.
- 6.0 **Management and Organization** – Who provides leadership in every area? Organization chart, board of directors, attorney, accountant, banker, consultants, and key advisors. Resumes of key people. Show how you will manage the business with cash flow. Find a mentor with specific experience and a start-up sequence coach for the launch phase.
- 7.0 **Financials** – 1) Show your personal financial statement (assets, liabilities and cash flow). Demonstrate that your personal expenses are covered if you need to quit a job to start the business. 2) For the company, list start-up expenses, source and amount of start-up capital, and provide detail cash flow by month for 3 years that clearly shows start-up costs, monthly cash flow and point of breaking even. Describe ramp-up and schedule. Show how you will use cash flow as a management tool for alternatives for different scenarios. Talk to various possible outcomes... growth, delays, etc. and show ramification with cash flow on break-even date and profitability.

See also http://www.releasing-kings.com/Releasing_Kings_Newsletter-10-06-07CashFlow2.html

Cash flow example

Cash Flow (12 months)

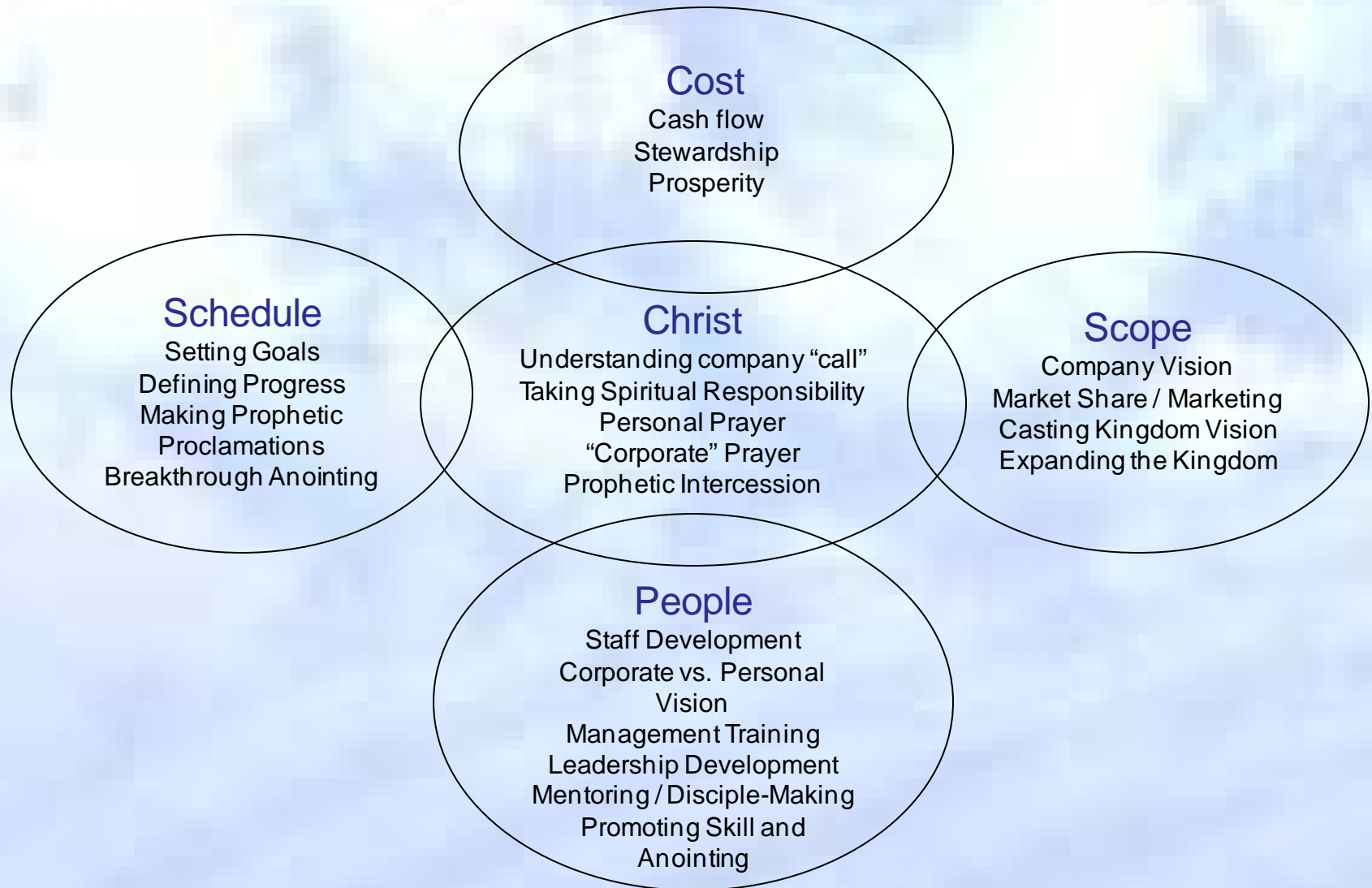
| | Pre-Startup EST | Aug-10 | Sep-10 | Oct-10 | Nov-10 | Dec-10 | Jan-11 | Feb-11 | Mar-11 | Apr-11 | May-11 | Jun-11 | Jul-11 | Aug-11 | Sep-11 | Oct-11 | Nov-11 | Dec-11 | |
|--|--------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--|
| Cash on Hand (beginning of month) | 0 | 0 | 1,441 | 3,903 | 6,538 | 8,269 | 10,222 | 11,356 | 13,571 | 10,730 | 12,270 | 14,836 | 12,910 | 14,171 | 16,757 | 14,831 | 16,906 | 20,550 | |
| CASH RECEIPTS | | | | | | | | | | | | | | | | | | | |
| Cash Sales | 0 | 13,576 | 13,837 | 14,535 | 15,116 | 16,628 | 18,023 | 18,605 | 20,349 | 20,930 | 23,256 | 26,744 | 20,930 | 23,256 | 26,744 | 26,744 | 30,814 | 33,140 | |
| Collections fm CR accounts | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Loan/ other cash in. | 5,000 | 0 | 1,000 | 2,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| TOTAL CASH RECEIPTS | 5,000 | 13,576 | 14,837 | 16,535 | 15,116 | 16,628 | 18,023 | 18,605 | 20,349 | 20,930 | 23,256 | 26,744 | 20,930 | 23,256 | 26,744 | 26,744 | 30,814 | 33,140 | |
| Total Cash Available (before cash out) | 5,000 | 13,576 | 16,278 | 20,438 | 21,654 | 24,897 | 28,246 | 29,961 | 33,920 | 31,660 | 35,526 | 41,580 | 33,841 | 37,427 | 43,501 | 41,576 | 47,720 | 53,690 | |
| CASH PAID OUT | | | | | | | | | | | | | | | | | | | |
| Purchases (merchandise) | | 11,675 | 11,900 | 12,500 | 13,000 | 14,300 | 15,500 | 16,000 | 17,500 | 18,000 | 20,000 | 23,000 | 18,000 | 20,000 | 23,000 | 23,000 | 26,500 | 28,500 | |
| Purchases (Specify) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Purchases (specify) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Gross wages (exact withdrawal) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Taxes & revenue collections | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Outside services (other start-up) | 150 | 70 | 75 | 70 | 60 | 50 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | |
| Supplies (office & oper.) | 0 | | | | | | | | | | | | | | | | | | |
| Repairs & maintenance | 225 | 35 | 35 | 30 | 25 | 25 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | |
| Advertising | 100 | | | | | | | | | | | | | | | | | | |
| Car, delivery & travel | 50 | 140 | 150 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | |
| Accounting & legal | 0 | | | | | | | | | | | | | | | | | | |
| Rent | 2,750 | 0 | 0 | 1,000 | 0 | 0 | 1,000 | 0 | 0 | 1,000 | 0 | 0 | 1,000 | 0 | 0 | 1,000 | 0 | 0 | |
| Telephone | 100 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Utilities | 55 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Insurance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Taxes (real estate, etc.) | 600 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 300 | 0 | 300 | 280 | 280 | 280 | 280 | 280 | 280 | 240 | |
| wheelbarrows (raincoats and boots) | 0 | 0 | 0 | | | | | | | | | | 0 | | | | | | |
| Other (specify) salaries | 0 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | |
| other (specify) stationaries | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Miscellaneous | 100 | 65 | 65 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | 50 | |
| SUBTOTAL | 4,130 | 12,135 | 12,375 | 13,900 | 13,385 | 14,675 | 16,890 | 16,390 | 18,190 | 19,390 | 20,690 | 23,670 | 19,670 | 20,670 | 23,670 | 24,670 | 27,170 | 29,130 | |
| Loan principal payment | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,000 | 0 | 0 | 5,000 | 0 | 0 | 5,000 | 0 | 0 | 6,000 | |
| Capital Purchase(generator and electrical wires) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other startup costs | 750 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Reserve and/or Escrow | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Owners' Withdrawal | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| TOTAL CASH PAID OUT | 4,880 | 12,135 | 12,375 | 13,900 | 13,385 | 14,675 | 16,890 | 16,390 | 23,190 | 19,390 | 20,690 | 28,670 | 19,670 | 20,670 | 28,670 | 24,670 | 27,170 | 35,130 | |
| Cash Position (end of month) | 120.0 | 1441 | 3903 | 6538 | 8269 | 10222 | 11356 | 13571 | 10730 | 12270 | 14836 | 12910 | 14171 | 16757 | 14831 | 16906 | 20550 | 18560 | |

Session 11: Managing & Marketing the Dream

Five Jobs of a Manager vs. a Leader

1. **Cost / Finance** ... “cost overruns” always happen!
 - Understand funding / banking. When and how to get start-up / operating capital
 - Manage the contingency for capital and operating expenses (cash flow)
2. **Scope / Vision**
 - Define your values, passion, purpose, goals, and communicate them
3. **Schedule / Roadmap** ...because delays are common
 - Expect to define work-arounds and schedule contingency
 - Manage the growth and expansion
4. **People / Team**
 - Connect them to their dream (find the synergism with your dream)
 - Employees are every company’s greatest asset
5. **Christ / Kingdom**
 - Connect your company with its Kingdom purpose

Christ in Your Company & Your Company in Christ



Marketing the Dream

RELATIONSHIPS - Your business dream is directly connected to you. Marketing the dream mostly involves marketing YOU.

Its a well-known fact in the sales world the prospect buys the salesman FIRST. If they believe and trust you, they're very likely to buy what you're selling.

Large companies have huge marketing budgets. You don't. How can you compete and carve out a niche in the community?

The answer? By **BRANDING** yourself. That is, creating your favorable image and reputation. Hershey, Dell, Blackberry, Google, McDonalds, Apple. When you hear the names of these international companies, instantly you have an image in your mind who they are and what they do. These companies have spent millions to create their image.

You can do the same thing in your business community - create a **BRAND** of you.

Twelve things you can do to create your BRAND:

1. Create demand for your product or service by means other than advertising.
2. Be known as a top notch individual. (This creates confidence)
3. Deliver a quality performance EVERY TIME. (This develops your reputation)
4. Establish yourself as an EXPERT.
5. Be a leader. (Leaders are made, not born)
6. Be an innovator. (Don't be afraid to try something different)
7. Be a resource. (Do something to help someone else)
8. Set the highest standard. (This separates you from the competition)
9. Be consistent. Always.
10. Be positive. Always, especially about your competition and customers.
11. Deliver what you promise, and more.
12. Have confidence in yourself.

When you do these things consistently, over time, people will begin to talk about you in a positive way.
Only YOU can create your brand.

REMEMBER: What you say about yourself is brag. What others say about you is your reputation.

Does My Business Need A Website?

Approximately 60% of US businesses have no online presence. These businesses are going to be left out in the cold as each year passes. Consider these facts;

- 279 million Americans used e-mail in August 2009
- \$115.6 billion was spent on just online travel in 2009
- Total sales in 2009 were \$250+ billion
- Mobile entertainment generated \$32 billion in 2009
- \$917 billion worth of retail sales were “web influenced” in 2009
- 154 million Americans purchased something online in 2009
- 58% of Americans have a mobile phone with Web connectivity
- 57% of Americans watch TV and surf Internet simultaneously
- 63 million US households to pay bills online by 2014
- 89% of Americans with income over \$75,000 have a broadband
- Ecommerce is growing at a rate of 10% a year
- As of 2009, one quarter of the earth’s population uses the services of the internet



In 1993, few people had heard of the internet. There were few online sales, if any, and only a handful of businesses were using it for commercial purposes. Less than 20 years later, the internet has had a profound effect on commerce and will **continue to have a ever increasing influence in the future.**

Does your business take advantage of the internet? No matter what your business occupation is, or how small a business you have, you will benefit from a website.

8 Reasons Why Your Business Needs A Website

1. Credibility
2. Branding
3. Saves Money
4. Saves Time
5. Access 24/7/365
6. Easier Referrals
7. Expand Your Market
8. Strengthen Local Market Position



Step one is to have your own website for your business. By this, I mean your own domain name. Free sites and social sites (Facebook, My Space) don't count. Your website doesn't have to cost you a fortune. I liken it to buying a car, you can drive a Lexus or a Kia. Both will get down the road.

Does My Business Need A Website?

10 Things Your Website Needs

Very few web designers are good web marketers and there is a vast difference between the two. Your website doesn't have to be cutting edge design for customers to respond to it.

These are the most essential items your website must have:

1. Contact info: Phone numbers, fax, pager, email address
2. Clear directions how to get to your business. A map is helpful.
3. Well written copy describing how your product or service benefit's the customer
4. Capture your visitors name and email address. For this, you need a free report to give.
5. Testimonies from satisfied customers.
6. Short Youtube video (45 sec) of you telling your USP or a How-To-Do something
7. Not too many graphics, your site needs to load fast! Too many pictures are distracting.
8. Easy navigation of site, use a menu bar.
9. Use a larger font for ease of reading.
10. Organize your site with Heading and bullet points, visitors skim a site before they read it.

For more information how you can have a business website for less than \$500, please visit:

www.DavidTinney.com/web



Frequently Asked Questions

Mentors

1. How do you find mentors?
2. Do mentors need to be Godly people?
3. What if I can't find a mentor? Is there someone that can help me with this?
4. Do mentors need to be in the same geographic area?
5. What do I do if those with the skills I want to develop don't have time or interest in mentoring?
6. I am a pastor. Are you saying that I can't mentor business people? If not, what do you see as my role with business people in my church?

Kings and Priests

1. If I am a King, what is my relationship/responsibility to the local church?
2. Do I have to be one or the other, or is it possible to be a priest to the Lord and a King in the marketplace?
3. I have a lot of misconceptions from the past that affect how I see myself. Your teaching has opened my eyes to this but I need a deeper level of help to get set free from my mindsets that I might not even see yet. What would you suggest?

FAQ's continued...

Dreams and Vision

1. What if I honestly don't know what my dream or vision is? How do I get one or know what it is?
2. Can someone help me understand what my dream is?
3. I have all kinds of dreams, but everything requires money to get started. How do I get the initial money to get started on my dream?

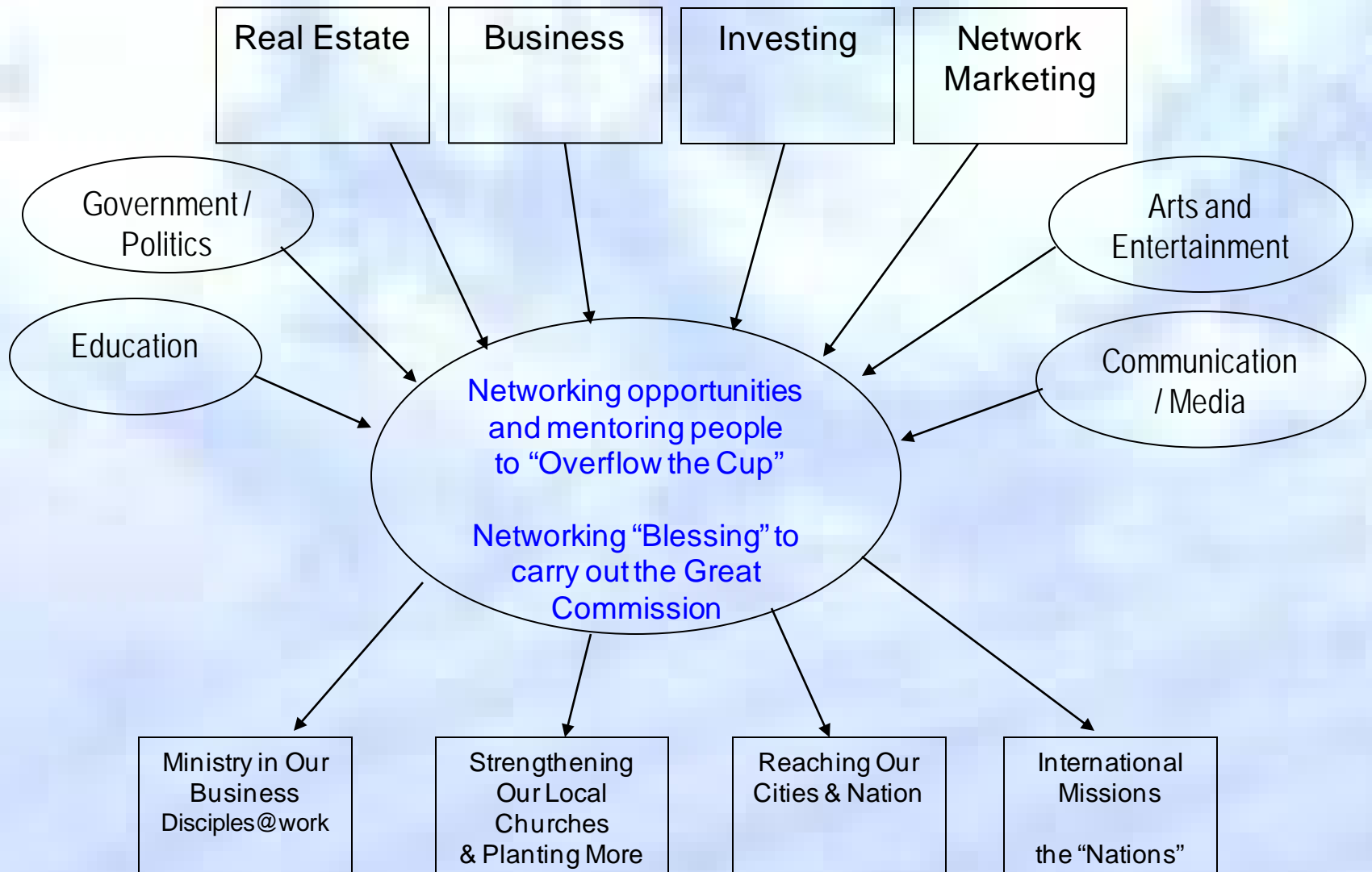
Responsibilities and Obligations

1. I have so much debt that I can't even envision getting out of debt, let alone thinking about income-producing assets. How can I get out of debt?
2. I have a dream, but it would be very hard and costly to make it happen. I would be glad to do it if I was single, but I have a wife and kids, and this will take a huge toll on all of their lives. What would you advise?
3. I have looked for good paying jobs forever, but the only job I have been able to get barely keeps food on the table. We do not spend money on any luxuries, but I am in a vicious circle of work long hours, pay the bills, and work more long hours. How do I break out?

Networking

1. Some people can network naturally, but I am not good at that at all. I have tried to reach out, but it always dries up. The only contacts I have are the few people I work with daily. How can I learn to network successfully?

Networking Kings – why we're Here!



Actions for Kings

1. To lay a foundation

Go to www.releasing-kings.com

Sign up for our free email newsletter

Look at the 4 free reports

Order copies of the books and give them to entrepreneurial personalities

2. Personally - What's your heart's desire? *1 Kings 3:4-5*

3. Learn to spend on income-generating assets (why you save) (instead of houses, cars, boats, swimming pools, vacations)

- Start a business
- Invest
- Buy real estate
- Network Marketing (direct sales)
- Spend time with contacts in the above areas (See Website)

Pursue your vision for ministry / generosity

4. Spread the Word

- Bible study with our book "Releasing Kings"
- <http://www.releasing-kings.com/Starting-a-Group.html>
- Start a ministry to equip and release Kings "Outside" local church

“How to” for Pastors

What I can do to release Kings in my Church?

Spread the concept of the Ministry of Kings – it’s contagious

Give copies of Releasing Kings to the entrepreneurial types in the church

Preach the theological foundation discussed in Part 2 of the Releasing Kings

Preach the practical application in the marketplace – business, government, communications, the arts, education, etc.

Give examples of success stories (ministry outside the church in the marketplace that complements the church by expanding the Kingdom) e.g. The Passion by Mel Gibson

Host or attend a conference on Releasing Kings

Identify a leader for those with an entrepreneurial calling – a leader of Kings in your local church

1. Encourage him to network with other Kings

Subscribing to the Releasing Kings Newsletter

Attending a Marketplace Ministry conference

Participating in the conference calls

Starting a training session in your local church to help people connect with their marketplace dream

2. Ask him to develop a network of Kings in your local church

Challenge them to add a ministry plan to their business plan

Pastor their employees

Evangelize their customers

Identify ministry projects for their church, city, or missions opportunity they can fund and manage

3. Encourage them to mentor a group of young people

John's Engel Scale

- 7 Atheist – I don't think God exists
- 6 Agnostic – God may exist, but I don't know him
- 5 Empty – I feel a void in my life
- 4 Curious – I'm interested in finding out about Jesus, spiritual things
- 3 Touched – I've experienced something in the presence of God
- 2 Informed – I understand the Gospel
- 1 Repentance – I want to be forgiven and free
- 0 Salvation – I invited Jesus into my heart**
- +1 Baptized – I got Water baptized
- +2 Filled – I received the Holy Spirit
- +3 Set Free – I've overcome sinful habits
- +4 Church – I feel part of a congregation
- +5 Gifts – I'm recognizing and using my gifts
- +6 Stewardship – I'm free to give money
- +7 Leadership – I'm carrying responsibility
- +8 Kingdom – I've found my mountain / heart's desire / occupation / ministry

Point – no matter where people are, they will move toward God if they experience love from me and the power of the Holy Spirit from God... through me.

Matt 10:18-19, Acts 9:15... to Kings