

# Growing Sales God’s Way

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## Video Notes

### Discussion Questions

1. In business, we all are selling something regardless of what we do. Why does God care about how we sell and what does our character and influence have to do with it? Give examples good and bad, if possible.

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2. One Biblical sales strategy is to set an honest price on your product. Proverbs 20:10 (NKJV) says, *“Diverse weights and diverse measures, they are both alike, an abomination to the LORD.”* Proverbs 11:1 (NKJV) says, *“Dishonest scales are an abomination to the LORD, but a just weight is His delight.”* What does this mean to you and how should a Christian apply this to their sales?

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3. Dan referenced the King James Version of Proverbs 23:7, *“For as he thinketh in his heart, so is he: Eat and drink, saith he to thee; but his heart is not with thee”*. A more current version (ESV) says, *“For he is like one who is inwardly calculating. “Eat and drink!” he says to you, but his heart is not with you”*. In business, do you think more about what you can get from others or what you can give? How do we move towards reflecting the characteristics of Christ such as generosity, honest, integrity, etc.?

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4. Sometimes in business, we have to deal with haggling, negotiating and quotas. Dan talked about seeing ourselves as a doorway and a facilitator rather than a turnoff and/or nuisance. Why is this important to your faith at work journey?

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5. Dan gave several suggestions on making the sale. 1) give the customer permission to say no, 2) to ask open-ended questions, and 3) to tell a story about the product and ask the customer their thoughts. Have any of these ideas worked for you or not and why?

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## Application

What has been your one takeaway you can work on and use immediately?

## Going Deeper

This section is an extension of the above materials and is designed for a deeper study/devotion on your own. Read the scriptures below and take some time to journal and put this content into practice to help shape your culture at work.

1. Under the Old Covenant, God gave specific rules to His people about business. As we see in the story from the Book of Nehemiah, keeping the Sabbath holy as a day of rest was one of God's laws. Another specific rule governed weights and measures—having two different sets (one for buying and the other for selling) was forbidden (Deuteronomy 25:15). God said that those who cheated with such unfair business practices were an abomination to Him. Read Deuteronomy 25:13-16, *“You shall not have in your bag differing weights, a large and a small. You shall not have in your house differing measures, a large and a small. You shall have a full and just weight; you shall have a full and just measure, that your days may be prolonged in the land which the Lord your God gives you. For everyone who does these things, everyone who acts unjustly is an abomination to the Lord your God.”*

Our culture is fixated on doing business 7 days a week and doing whatever it takes to get what they want even compromising their morals and values. How can you be unconventional and make a difference in your work and culture today? Write it down and pray every day about it.

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2. Write down ways you can be unconventional in how you show Love, Truth, Humility, Contentment and Service. Read Lk. 6:31, Pr. 11:1, Phil. 2:3, Heb. 13:5 and Eph. 4:28 to give you some ideas.

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