

# Marketplace Evangelism & Discipleship

Key Man Conference  
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## I. Overview of Workplace/Marketplace ministry

- Work is a part of God's original design for the human race
- God's strategy for sending the Savior of the world seems a little odd.
- Jesus' ministry focused on the market place, where people spent most of their time.
- The Apostle Paul was a "marketplace" minister.
- God has called each of us into our vocations.
- God desires to reveal His glory through every person on Earth
- *Fortune Magazine* July 9, 2001 basically put a stamp of approval on Marketplace Ministry.
- This *faith-and-work movement* began in 1930 when it was formed by the
- Christian Business Men's Committee (CBMC.)
- Quote from Gregory Pierce, in his book *Spirituality At Work* .
- There is a church in the workplace—we are that church.
- The Body of Christ, connected with each other. H.

## II. The Challenge/Opportunity of the workplace:

- Christians spend the majority of their off work time with other Christians.
- We spend the majority of our best awake hours per day in the workplace working where God has planted us with non-Christians.
- I believe God has clearly given us mandate to spread the gospel and reproduce "as we go and wherever we go" in our daily lives.

### The first words God said to the first man:

Genesis 1:28 - "Be fruitful and multiply, and fill the earth"

### The first words Jesus said to His disciples:

Matthew 4:19 - "Jesus said: *Come follow me and I will make you fishers of men.*"

### The Last words said before His ascension:

Matt 28:18-20 – "Jesus came up and spoke to them saying *All authority has been given to me in heaven and on earth. Go therefore and make disciples of all the nations, baptizing them in the name of the Father and the Son and the Holy Spirit, teaching them to observe all that I commanded you; and lo, I am with you always, even to the end of the age.*"

### What Jesus said to His disciples between the time of His resurrection and His ascension.

John 21:15-17 – "Jesus said to Simon Peter, *Simon, son of John, do you love Me more than these?* He said to Him, *Yes, Lord; You know that I love You.* He said to him, *Tend My lambs.* He said to him again a second time, *Simon, son of John, do you love Me?* He said to Him, *Yes, Lord; You know that I love You.* He said to him, *Shepherd My sheep.* He said to him the third time, *Simon, son of John, do you love Me?* Peter was grieved because He said to him the third time, *Do you love Me?* And he said to Him, *Lord, You know all things; You know that I love You.* Jesus said to him, *Tend My sheep.*"

### III. How can we have an effective workplace ministry:

- Grow where God has planted you  
1 Corinthians 7:24 – “Brothers, each man, as responsible to God, should remain in the situation God called him to.”

#### Sharing Christ with Others

1 Peter 3:15-16 - But in your hearts set apart Christ as Lord. Always be prepared to give an answer to everyone who asks you to give the reason for the hope that you have. But do this with gentleness and respect, keeping a clear conscience, so that those who speak maliciously against your good behavior in Christ may be ashamed of their slander.

- Ministry in our vocations can only flow out of our quiet time—We must be spiritually prepared.
- Steps To Peace with God in our wallet

#### The Word of God

2 Timothy 3:16-17 – “All Scripture is God-breathed and is useful for teaching, rebuking, correcting and training in righteousness, so that the man of God may be thoroughly equipped for every good work.”

- It takes a disciplined time alone with God every morning before we go to the work place:
  - Hearing
  - Reading
  - Studying
  - Memorizing
  - Meditating
  - Applying the word of God. If we live in the word, ministry will flow
- Jesus purpose in coming to earth.
  - To seek and save the lost and teach us how to live
- Jesus' purpose in us—He desires us to be FAITH men:
  - Faithful
  - Available
  - Intentional
  - Teachable
  - Heart for God

### FAITHFUL

Merriam Webster's Collegiate Dictionary says: "**Faithfulness:** *Implies unswerving adherence to a person, or thing or to be the oath or promise by which a tie was contracted. Loyal, Constant, Staunch, Steadfast, Resolute.*"

- The key to being an effective disciple and/or disciple maker.
- How can you be a **Faithful** man?
- Live by a standard of conduct, which will emulate the qualities of a faithful man such as:
- **Be** man of faith in God allowing the in-dwelling Christ to live through you;
- **Be** steadfast in affection to your wife and family;
- Be steadfast in allegiance to God, my wife, family, friends, and associates;
- Be loyal, adhering to promise made and in observance of duty that I have to others, personally, and

corporately;

- Have strong moral and ethical standards;
- Be a man who carefully determines/selects the commitments to people, organizations, etc. then faithfully perform the duties and responsibilities agreed to and therefore expected;
- Be consistent, steadfast and resolute in all your commitments.

## AVAILABLE

1 Peter 3:15-16 – “But in your hearts set apart Christ as Lord. Always be prepared to give an answer to everyone who asks you to give the reason for the hope that you have. But do this with gentleness and respect.” NIV

- Many times, the way God calls us into His purpose for our work life is through a hardship of some kind.
- God's sovereign purpose for all believers works through personal faith

## Take the INITIATIVE and be INTENTIONAL

Colossians 3:23-24 – “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.” NIV

- Where do you move naturally in your life?
- What do you do that you don't have to work at? Vs What do you do that you have to create energy to do?
- The anointing that is on your life. We read about God's anointing in Scripture: 1 John 2:27 “As for you, the anointing you received from him remains in you, and you do not need anyone to teach you. But as his anointing teaches you about all things and as that anointing is real, not counterfeit — just as it has taught you, remain in him.” NIV
- There also times when God will place you in situations in which you have no natural gifting
- Take the initiative, be intentional about the way you live out your faith,

## TEACHABLE

Acts 17:11-12 – “Now the Bereans were of more noble character than the Thessalonians, for they received the message with great eagerness and examined the Scriptures every day to see if what Paul said was true.” NIV

What are some qualities that help a man be teachable:

- Be an eager, active listener.
- Being a good listener is an active and learned skill. While doing it we must rely on the Holy Spirit to enable us to hear not only people's words but their hearts as well.
- Do not interrupt. Interrupting translates into, "What I want to say is more important than what you are saying"
- Body language gives important clues. Both your words and emotions will be important to those who are trying to teach you.
- Resist discounting; remain open-minded. Avoid judging or jumping to conclusions due to your own values.
- Summarize what you heard back to the teacher: "I think I heard you say...."
- Take your time wording your reply. Silence is not fatal.
- Keep teaching 8s training appointments; arrive on time and prepared! (Kent H.)

## **HEART FOR GOD AND HIS DESIRE TO SEEK AND SAVE THE LOST**

Walt Henrichsen said: "It is essential that we spend much time in the Word of God. Heb 4:12-13 says: "For the word of God is living and active. Sharper than any double-edged sword, it penetrates even to dividing soul and spirit, joints and marrow; it judges the thoughts and attitudes of the heart. Nothing in all creation is hidden from God's sight. Everything is uncovered and laid bare before the eyes of him to whom we must give account." NIV

- If you want to be Christ like—have Heart For God—get into the Bible
- Pray that God will give you a heart for Him and for His people.
- Look for ways to display a "servant heart."

If you aren't living the "Abundant Life" ...and making an eternal difference in other men's lives—you could and should be.

## MINISTERING IN THE MARKETPLACE

Obviously, most workplace leaders are not CEOs and owners. The following list of ideas can be used by *anyone* to minister in the marketplace.

- *Care* – Use lunches as a time to build relationships with fellow employees and business associates.
- *Encouragement* – Send birthday or anniversary cards to fellow associates. They could have a Christian message or verse. Add a short handwritten message, and sign them. Most adults do not receive cards from anyone other than immediate family members. They will be surprised and appreciative.
- *Comfort* – Use times of crisis (illness, divorce, death, and so on) to share the comfort of Christ. Send a card. Visit a hospital.
- *Hospitality* – Invite fellow workers to your home for recreation, dinner, and fellowship. Take them to a sporting event.
- *Fellowship* – Lead a group Bible study before work or over lunch.
- *Thanksgiving* – Use simple thank-you notes to show appreciation to another person for specific acts. Fewer than 10 percent of the people they encounter ever say “thank you.”
- *Joy* – Be positive, use clean language, and don’t allow yourself to be a part of any negative, critical, or judgmental talk. Be a bridge builder. Share times of joy at births, marriages, or graduations.
- *Patience* – Ask God to give you a special spirit to deal with times of crisis and pressure. Others will see the difference in your life.
- *Concern* – Listen to a friend who is having difficulties with a child. Loan that person a book about raising children, discipline, or whatever you think might be appropriate.
- *Evangelism* – Let your supervisor, vendors, customers, and fellow associates know that you practice biblical principles in the marketplace. This gives an opening to share your faith.
- *Prayer* – Offer to pray for an associate who shares a problem with you. Put it on a 3 x 5 card to remind yourself. Pray for the person as you exercise, walk, or drive. Check back in a few days or weeks for an update.
- *Travel* – When traveling with associates, you have great opportunities (in a car, at an airport, in a restaurant) to talk about important things in life.
- *Listening* – Listen first to the Holy Spirit for guidance and then to the people around you.

## TWENTY-ONE WAYS A CEO MAY MINISTER

1. Establish written biblical values as a priority in your firm. Teach them to incoming employees. Talk about them at company meetings. Model their importance to you.
2. Provide seminars from a biblical viewpoint, free to employees and held during company time, about finances, children, marriage, and the like. An employee committee can pick the topics and speakers. Seminars should be optional to avoid "forcing" life teaching on anyone (another social and legal thorn).
3. Make available Christian books on current topics.
4. Offer to send children of your employees to a Christian camp.
5. Use Christian motivational speakers at sales or annual meetings.
6. Have a company chaplain (supplied by organizations such as Marketplace Ministries).
7. Have a prayer at company banquets.
8. Offer to send employees and their spouses to a weekend Family Life seminar (sponsored by Campus Crusade).
9. Use special seasons – such as the New Year, Thanksgiving, and Christmas – to send letters with a tactful gospel message to suppliers, customers, employees, and competitors.
10. Share your views on a current topic or personal challenge that you are facing through a monthly employee letter. (Spouses will eagerly read this one.) Make it biblically based or share a verse, but avoid "preaching" or "religious" language.
11. Make available, free to employees, one-year Bibles or a current modern Bible paraphrase, such as *The Message*. Put them on a table, perhaps at break time, and explain that they are free to anyone who would like one. Avoid using the word *gift* or referring to any holiday. That way people who, by religious preference, do not accept gifts or acknowledge holidays will still take one. I did this yearly and had up to a 75 percent response from employees.
12. Join a weekly group of fellow CEOs or business associates for encouragement and accountability. These groups are available through Fellowship of Companies for Christ, International; Christian Businessmen's Committee; and others.
13. Offer a selection of Christian children's books to your employees. They will read these to their children and grandchildren, even though they may not regularly attend church.
14. Use part of your firm's profits to support ministries in your city, another state, or a foreign country. Freely share what God has provided.

15. Send some of your key people to a lay conference where they can relate to other business and professional leaders.
16. Lead a group of your employees in a study of Judeo-Christian values.
17. Share your profits and help your employees provide for their futures through a generous retirement plan. Teach them the value of saving, long-term investing, and compound interest.
18. Provide educational scholarships to the children of your employees. Let them know that families are a priority to you.
19. Share your values with key suppliers; maybe send them *The Message* book of Proverbs. Add a note saying, "This is a great book of business principles." Pay them on time so that you will have a positive testimony to them.
20. Examine your overtime hours and travel schedules to make sure your family remains a priority, regardless of competitive pressures.
21. Become a servant. Give up your reserved parking space.

## Religious Spirit Self-Assessment

- You believe your faith life should remain separate from your work life.
- You're motivated to share Christ out of duty.
- You can't relate to non-believers because you're afraid of rejection.
- You display a "better than they are" attitude toward nonbelievers.
- You are viewed by others as dogmatic and rigid (not simply a person of conviction).
- You feel compelled to be involved in religious activity and you can't relax in your faith.
- You often feel guilty (not the same as the conviction of the Holy Spirit) for not sharing Christ with others.
- You often engage in religious debate.
- You need a packaged presentation in order to share the gospel.
- When talking about spiritual matters to strangers, you tend to talk about your church or ask about their church involvement versus talking about Jesus and their personal relationship with God.
- You have a difficult time socializing, loving or accepting those who do not believe the way you do.
- You are motivated by your church leadership out of guilt and Christian duty instead of loving devotion to Christ.
- You discourage change, preferring religious tradition.
- You believe that the ministry gifts listed in 1 Corinthians 12 and 14 and Ephesians 4:11 are no longer applicable today; or, if you believe they are valid, you think that they are for religious professionals, not for you.
- You form relationships for the purpose of achieving a religious activity rather than developing community from which Christ-like ministry flows naturally.
- Your loyalty to denominational structures is greater than your commitment to the kingdom of God and the entire Body of Christ.
- You view government as an "evil empire" from which we must separate instead of influence for good.
- You don't see the need to work with other Christian ministry groups in a common effort; you usually feel that your way is the primary way and everyone should join your endeavor so as to not compromise your belief or doctrine.