

Study Group

January 2017 Listening Guide



Four Biblical Guidelines for Goal Setting

Jim Wise

Most of us are goal setters, especially as a new year begins. But what does God say about goals? Do goals imply lack of trust in God, or are they something that God commends? Our study today considers financial goals and spiritual goals, the dangers inherent in compromising as we pursue our goals, and a biblical perspective on goal setting. Prepare to be challenged and to grow in your pursuit of your goals and your God as we study “Four Biblical Guidelines for Goal Setting.”

Goals

In your specific goals for the new year, how many are financial or material?

Business goals – revenue growth, AUM, product sales, commissions

Personal goals – increased income, net worth growth, lifestyle improvements

If the Bible doesn't command or encourage God's people to set accumulation goals, why do most Christians set goals that are **financial** or **material** in nature?

Two reasons:

- 1) Many of us work in a **secular** environment, which emphasizes financial metrics.
- 2) Our **flesh** strongly prefers financial and material goals to spiritual goals.

Four Types of Behavioral Compromise

Behavioral Compromise – The willingness to deviate from our Christian standards of biblical morality and business ethics to the extent necessary to achieve our accumulation goals.

1) Ethical Compromise

Greater emphasis on **commission**-based products (fee-based advisors) or **higher** commission products (commission-based advisors).

Subtle **manipulation** of clients and prospects through secular sales techniques.

2) Relational Compromise

Subtle **sales** pressure or recommending a high-**commission** product, unlike past recommendations.

This can impact our staff and **family**.

3) Financial Compromise

This can result from a sense of entitlement after using secular goal-setting techniques of affirmation and visualization.

“I'm going to find a way to **reach that goal**.”

4) Missional Compromise

The decision to remain silent about our relationship with Jesus Christ. We can become so focused on accumulation goals that they become a higher priority than the **eternal** destiny of the clients God has blessed us with. When secular accumulation goals become the standard practice and they conflict with our missional plans and desires, accumulation goals almost always take **precedence**.

A Biblical Perspective on Goal Setting

There are two extremes to be avoided:

- 1) Setting goals apart from God
- 2) Failing to set goals at all

Setting Goals Apart from God

James 4:13 – 17 The wrong action is setting goals and planning with **no regard for** God's will.

Setting goals apart from God conveys that **I am** in control of my business.

Failing To Set Goals at All

Luke 14:28-31 and Proverbs 21:5 Prudent planning is important.

Guidelines for Setting Goals

Romans 12:2 Don't conform to the **world** but pursue God's **will**.

We can and should set **kingdom** goals rather than **accumulation** goals.

Four Types of Goals We Can Be Confident in Setting

- 1) Sanctification goals – I Thessalonians 4:3

Review the many Bible passages that tell how God wants us to live, think, and **act**.

- Moral Imperatives (specific commands – Ten Commandments, Sermon on the Mount)
- Spiritual Disciplines – consistency with worship, Bible study (personal and group), prayer, confession, giving, and fellowship
- Bearing Fruit – John 15:16

- 2) Stewardship Goals – We can't lead our clients where we haven't been **ourselves**.

Generous giving – II Corinthians 9:11

Debt repayment – Proverbs 22:7

Prudent savings – Proverbs 21:20

Family provision – I Timothy 6:17-19 – includes both needs and some wants

Poor stewardship, a clear indicator that we're setting accumulation goals, is when we're willing to commit resources God has not yet given to us to **purchase** things we can't afford, or we change our business practices in order to get the money.

Questions for Self-Reflection

- 1. How have your goals changed over the years of your life and career? Are there changes you'd still like to make? What concrete steps can you commit to taking to change them?
2. How are your goals affecting your family or your staff? Are there goals you would like to set in relation to, or with them?
3. How will you evaluate your current goals in light of God's revealed will? What changes do you need to make? Do you have an accountability partner who can help you stick to your plan?
4. How has your understanding of goal setting changed as a result of hearing this presentation? What action steps will you now take?

Horizontal lines for writing answers to the reflection questions.

This Month's Focus

Biblical Goal Setting: Evaluate your own goals and the goals you help your clients set in light of God's revealed priorities, including both financial and spiritual goals, as well as the danger of compromising in reaching for our goals.

Study Group:

"Four Biblical Guidelines for Goal Setting" with Jim Wise of Ronald Blue & Co.

Tools and Resources:

- Sample Goals for Each of the Kingdom-centered Goal Setting Areas
• Goal Setting Kingdom Conversation Module
• Goal Setting Weekend Template

Monthly Focus Resources Available at: kingdomadvisors.com/members

If you would like to become a member of Kingdom Advisors, please see your Study Group leader for an application. For more information about Kingdom Advisors, please visit www.KingdomAdvisors.com.

Join us for our February 2017 Study Group