Session Summary: In order to be effective in applying what you are learning in Core Training, you need to know your own story, develop the skill and art of asking questions, and be confident in using transferrable concepts.

Three Things to Know:
1. Know your own _________________.
2. Develop the art of asking _________________.
3. Understand transferrable ________________, principles, and tools.

Know/Believe/Do Model:
Key Questions:
“What does God’s Word have to say about _________________?”
“What is the Truth or Scripture behind what I believe and am taking about?”

Belief requires putting into my own words the _________________ that is conveyed, in order to develop a ________________ so that I can own it.

Personal Conviction: An unshakable belief without need for _________________.
(Dictionary Definition)

Personal Conviction: “A thought out resolution between yourself and God that governs your _________________.“ – Ken Boa

I Corinthians 2:2 (HCSB) “For I determined to know nothing among you except Jesus Christ except Him and Him crucified.”

Personal Conviction: A lifelong process of application; it will not be _________________.
Effective communication is consistent and _________________.

Focus of Core Training: that you develop your own biblical worldview in regards to finances. Why is this important? Because biblical principles are always right, always ________________, and they are never going to change.
Example #1: Developing a Personal Conviction using Know/Believe/Do:

**KNOW:**
James 3:16-17 (NKJV) “For where envy and self-seeking exist, confusion and every evil thing are there. But the wisdom that is from above is first pure, then peaceable, gentle, willing to yield, full of mercy and good fruits, without partiality and without hypocrisy.”

**BELIEVE:**
“The world’s wisdom and God’s wisdom are totally ____________.”

**DO:**
Myself: Clarify the difference between God’s way and the world’s way as I read Scripture, and then ______________ over those differences, asking Him to reveal those differences to me.

Christian Clients: Share what you believe the differences to be, get their input, and engage in a __________ process with your clients. This puts the client in the position of making a __________ and understanding the nature of the __________.

Non-Christian Clients: Don’t “hit them over the head” with the Scripture, but do clearly convey what you ______________.

Example #2: Coming to a Personal Conviction using Know/Believe/Do:

**KNOW:**
James 1:5 (NKJV) “If any of you lacks wisdom, let him ask of God, who gives to all liberally and without reproach, and it will be given to him.”

**BELIEVE:**
“God will give me His ______________, as I go, if I ask.”

**DO:**
Myself: ______________ before the meeting, on the way to the meeting, at the beginning of the meeting, and maybe even at the end of the meeting. The meeting is always __________, even if the client is not ________.

Christian Clients: Always open the meeting with prayer, asking for God’s ________________.

Non-Christian Clients: Ask them if it is ok to open the meeting in prayer.
How do pursue biblical wisdom? Spending time every day in God’s Word enables you to build your belief system and conviction. Remember:

• Make Time
• Journal
• It’s not a __________________

Best Questions:
1. What do you think God would have you to do?
2. Would your son or daughter be more likely to come to Christ if you disinherited him or her or included him or her?
3. What does your __________________ think about this?
4. Have you thought about increasing your __________________?
5. What is the likely impact of this decision on your __________________?
6. Have you thought about paying off your home?
7. What would you like to __________________ today?

Fundamental Questions:
1. Who __________________it?
2. How much is enough?
3. Who is the next steward?
4. Is that next steward __________________?

How do you know what questions to ask?
1. Pray
2. Listen (twice as much as you talk)
3. __________________ back what you’ve heard
4. __________________ some more
5. Listen some more

Use Transferrable Concepts:
II Timothy 2:2 (HCSB) “And what you have heard from me in the presence of many witnesses, commit to faithful men who will be able to teach others also.”

Definition: “An idea or a __________________ which can be transferred or __________________ from one person to another and then to another, spiritual generation after generation, without distorting or diluting its original meaning.” – Campus Crusade for Christ

A transferrable concept will picture something that is multi-faceted and that will communicate.
To Remember:
• You are called to marketplace ____________________.
• You are ___________________ positioned.
• The goal in discipleship is to move along, one step at a time.
• “People change ____________________.”

How to best utilize transferrable concepts:
• ________________ it yourself.
• Integrate it into your own life.
• Be ____________________ about sharing transferrable concepts with others.

Example #1: The Parable of the Talents (Matthew 25:14-30)

Principle: Your use of money reflects your goals, your values, your ________________ and your spiritual ________________.

Transferrable Concept: There are only five short-term uses of money; and stewardship is God’s Word spoken to each use of those five uses.
Example #2: The Life Planning Balance Sheet

Example #3: How Much is Enough? Diagram
Example #4: Transcendent Planning Principles
1. Spend less than you __________________ (Proverbs 13:11)
2. Avoid the use of _________________ (Proverbs 22:7)
3. Build ______________________ (Proverbs 6:6-8)
4. Set long-term ____________________ (Philippians 3:14)
5. Develop and maintain an _______________ perspective (Psalm 24)
6. ____________________________ in generosity (II Corinthians 8-9)