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STORIES FROM THE PEWS

Sitting across from me were a husband and wife who had been to my seminar a couple of days earlier. He began our conversation by saying, "I really don't need to be here; I have already done my estate planning with the best attorneys."

I replied, "Great, then how can I help?"

He told me what I said in the seminar made sense to him. I had explained that a church misses an individual's tithe when he or she dies and that an endowment can be set up for the church equalizing that individual's annual giving. We spent the better part of an hour discussing ways he might best benefit his

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Peters! These leaders are change-agents. They get out in front. They make something out of nothing. They see things that are not as though they are! They are fearless pioneers that think outside of the box and color outside of the lines. The Holy Spirit has deposited the gift of faith in them. They are often apostolic and prophetic in anointing. They are probably evangelistic. Most successful church planters are DIs.

My deepest trust is not in man – or in a behavioral model, but in God Himself and His unchanging Word. Our Creator God, nevertheless, has chosen to fashion us differently for His own purposes. The Western Church is rich with men and women called to shepherd God's flock, i.e., pastors gifted to teach and lead with gentle steadiness and firm resolve.

church. At the end of the meeting he determined to add an amendment to his trust. The provisions would consist of a major distribution of several hundred thousand dollars to the church at which time they could place it in an endowment with the income distributed to the church. Or, if needed, the church could use a portion or all of the gift.

Who knows, there may be someone in your church ready to do something in a significant way if they were challenged. I look forward to serving you and your church through a "Conserving Your Estate" seminar.

I love pastors. They are the focus of much of my prayer life. But where are the city changers and the nation changers? Where are the church planters? Where are the Elijahs of God? Where are the DIs? Where are the harvesters? That is my question – that is my quest!

* "It is helpful to recognize differences in influence capacities of Christian leadership," writes Dr. J. Robert Clinton. In 1969, McGavran first described five kinds of leaders needed for growing churches. Since that time Elliston, Smith, McKinney, Maxwell, and others have used the same paradigm. Level 4 and 5 leaders would have regional, national, and international spheres of influence.

ESTATE PLANNING

Positive Side of Life

Ever notice that the people who are late are often much jollier than the people who have to wait for them?

How long a minute is depends on what side of the bathroom door you're on.

Most of us go to our grave with our music still inside of us.

Living on earth is expensive, but it does include a free trip around the sun every year.

Don't cry because it's over; smile because it happened.

A truly happy person is one who can enjoy the scenery on a detour.



Jeff Farmer,
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Jeff's JOURNAL

Insider Notes, News, Trends, and Resources from the President's Office

Where Are The DIs?

No – it's not a misprint! I'm not looking for PIs (private investigators), or GIs (U.S. military personnel). Nor am I interested in finding the basic elements itemized on those troublesome chemistry charts, like Li (lithium), Si (silicon), or Ni (nickel).

Actually, I am desperately asking the Lord of the harvest to call forth the DIs. The church is in great need of them!

So how long am I going to keep you in suspense? For a while yet!

It all began last Thursday in a credentialing committee meeting. Prayerfully we work through credential applications, reference forms, and test scores, thanking God for those men and women called to become Open Bible ministers. We grant licenses and ordination credentials to many who meet the biblical, spiritual, and educational requirements of our policies and principles.

But in 1999 we started evaluating something else: leadership behavioral models. We did it because study after study attested to the fact that most level 4 and 5 leaders* are DIs (or IDs). And like all ministries, we need a continual supply of strong leaders.

Prayer & Intimacy with God
Leadership Development
Advancement Funding
Network: Communication & Technology
The Great Commission
Ethnic Ministries
Resource Churches & Leaders
Singleness of Purpose

Is it time yet? Just about. But first consider a Leonard Ravenhill question. In what is now a classic article, Ravenhill inverts the famous question of Elisha in 2 Kings 2 – "Where is the Lord God of Elijah?" – and asks instead, "Where are the Elijahs of God?" That's my question too: "Where are the DIs?" In this hour the American Church must discover, disciple and deploy catalytic, courageous leaders.

The "DISC" is a self-discovery questionnaire that provides an individual's behavior profile.

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Teri Beyer,
Secretary/Treasurer

Resource Recap

Free Resources for Pastors

Sponsored by Tyndale House Publishers, PastorPort.com offers free resources that are designed to make a church leader's job easier and more rewarding. The site provides a free sermon illustration library to hundreds of anecdotes, more than 5,000 commentaries, a searchable Bible handbook, and a myriad of Bible studies.

The Web site also offers articles by well-known pastors, including Rick Warren and Luis Palau. Youth workers are provided tips in the "Power Tools for Youth Pastors" section. Difficult topics are addressed throughout the site with articles such as "How Do You Pray in the Midst of Crisis?" "Building a Relational Ministry," and "Parents: Friends or Foes?"

PastorPort.com also offers a "Church Bloopers!" section, a yearly Bible reading plan to share with church members, and a daily email devotional, featuring scripture and application notes from the New Living Translation.

WE'RE NOT SELLING OUR 15 PASSENGER VAN

In April 2001, the NHTSA issued a 15 passenger van safety advisory. One year later, the advisory was reissued because churches' 15 passenger vans were involved in multiple accidents. When more than 9 people occupy a 15 passenger van, it is 3 times more likely to roll in an accident. Churches utilizing 15 passenger vans after the issuance of two safety advisories are open to a finding of gross negligence if their van is involved in a personal injury accident. Gross negligence is willful or wanton misconduct or willful indifference to known risks. Two legal consequences to being found grossly negligent are: 1) assessment of punitive damages, which are prohibited from being covered by insurance; and 2) assessment of personal liability to board members.

A church may reduce its risk by complying with NHTSA safety standards. Adopt a written policy similar to the following AND

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As a diagnostic tool it is trusted and widely used, demonstrating a consistent standard to help us understand how we behave and relate to others. It speaks loudly to the type of leader we will be. The letters "DISC" are an acronym defining the four primary behavior models: D – dominance; I – influence; S – steadiness; C – conscientiousness. Regarding leadership assessment, if the questions are answered honestly, the results become a telling and helpful profile...not only to the individual, but also to his or her supervisor and peers.

By now you have figured out what a "DI" is – right? A "D" is motivated to solve problems, get immediate results, and tends to dislike the status quo. A "D" prefers direct answers, varied activities, and independence. A typical "D" loves new challenges and doesn't mind working

make sure the policy is ALWAYS enforced.

1. Limit occupants to 9 people including the driver.
2. Load occupants from the front.
3. Require all passengers to wear seat belts.
4. Never load on top or pull anything behind the van.
5. Ensure drivers are rested.
6. Require drivers to drive cautiously at all times.
7. Inspect tires monthly for wear and maintain proper inflation.
8. If tires leave pavement during operation, gradually reduce speed then ease van back onto roadway.
9. Educate and train drivers.
10. Always keep gas tank as full as possible.

Such a policy does not guarantee a waiver of liability for the church or its board members. It merely reduces the risk. The only way to be free of liability is to sell the van.

alone. An "I" is motivated to persuade others and has influence over people. He or she tends to be open and is willing to verbalize thoughts and feelings. Though an "I" prefers working with people, he or she still wants freedom of control over details.

Of course there is no right or wrong leadership behavior model. A strong SC is just as important in the Body of Christ as any other profile. The Apostle Paul warns, "the eye cannot say to the hand, 'I don't need you....'" I will be the first to admit that an organization full of DIs would self-destruct. But in the same breath I would concede that an organization without a generous number of DIs would probably not grow.

You see, Elijahs are DIs! Deborahs, Ezras, and Esthers are DIs. So are Pauls and

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CHURCH LAW

Prayer & Evangelism

If you can't pray as you want to, pray as you can. God knows what you mean.
Vance Havner

We should not pray for God to be on our side, but pray that we may be on God's side.
Billy Graham

Revival is not born out of mass movement, but out of a solitary journey that begins in prayer.
Unknown

Unless in the first waking moment of the day you learn to fling the door open and let God in, you will work on a wrong level all day; but swing the door open and pray to your Father in secret, and every public thing will be stamped with the presence of God.
Oswald Chambers

The greatest threat to world evangelism is the church preoccupied with her own existence.
Unknown

The Church in America for all practical purposes is already raptured. We've lost touch with our neighbors and with the world about us. We're cut off from our society.
Neil Anderson

Christians and non-Christians have one thing in common: They both hate evangelism.
Rebecca Pippert

No church is obedient that is not evangelistic. To refuse to evangelize is as sinful as to commit adultery or murder.
Roland Allen

Book Briefs

Amazing Grace

By Steve Turner
Ecco
288 pages

The first few chapters of Steve Turner's engaging *Amazing Grace* chronicle how John Newton deserted the Royal Navy, then was flogged and demoted. How he made up disrespectful songs about his ship's captain and was demoted again. How he prided himself in creative profanity and sharp attacks on Christian belief.

The story of Newton's conversion during a storm at sea is well known, as is the hymn birthed in its wake, although Turner tells it with exceptional drama. However you may find the history of the hymn's usage and its change over time even more captivating.

Throughout the book, Turner offers quick theology lessons: on the difference between Calvinists and Arminians, on the distinction between Catholic and Protestant notions of grace, on experimental religion, and on the progressive nature of the Christian's growth in holiness. Anyone who reads Turner's book will be well on their way to capturing Newton's God-centered vision of grace. (Partially reviewed by David Neff, *Christianity Today*.)

Anointed for Business

By Ed Silvoso
Regal Books
160 pages

Most of the leaders of the Early Church were community leaders and successful business people. The writing of the Gospels was entrusted to a medical doctor, a retired tax officer, a food supplier, and the trustee of a family trust. There were tentmakers (Priscilla and Aquila), and Paul taught while holding a full-time job. Of the 22 power encounters recorded in the book of Acts, all but one happened in the marketplace. The heart of the city is the marketplace. The dichotomy between labor and religion has done a great disservice to the advancement of the Kingdom of God. It's time to transform our cities. The notion that labor for profit and worship of God are worlds apart is patently false.

Health Hints

Heart Health

Cardiovascular disease is still one of the leading causes of death in the United States. Did you know that eating fish could go a long way in reducing your risk? It's all in the fish oils (or omega-3 fatty acids). They can lower triglyceride levels, help minimize inflammation and blood clotting, and keep blood vessels healthy.

Jumpstart Your Day With Breakfast

Studies show kids perform better in school with breakfast and the same holds true for adults. By eating breakfast, you:

- Give your brain fuel to enhance concentration and performance for problem solving and memory retention
- Jumpstart your metabolism to burn more calories all day
- Increase your overall energy level
- Decrease the incidence of overeating later in the day

A general rule of thumb is to eat one or two servings of complex carbohydrates such as fruit with whole grain bread or cereal and then add protein such as an egg, egg white, low-fat cheese, peanut or soy butter.