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# BUSINESS HONOR

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## OBJECTIVES

- ▶ **Define Business Terms**
- ▶ **Explore ways in which a business is created**
- ▶ **Methods of Promoting A Business Product or Service**
- ▶ **Discuss ways in which the profits of a company can be used.**
- ▶ **How To Determine Pricing, Break-even Point, Profit/Loss**
- ▶ **Discuss ways in which the profits of a company can be used.**

## OBJECTIVES CONTINUED

- ▶ **Create a list of products or services that a Pathfinder club could provide in fund raising money for an upcoming event or charity.**
- ▶ **Brainstorm to get list of “micro-business” ideas that a Pathfinder or Pathfinder group could start during the summer or in their free time.**
- ▶ **Develop a business plan for at least one of your ideas from the brainstorming above.**

# BUSINESS AND THE BIBLE

## BUSINESS AND THE BIBLE

- ▶ **Genesis - 1-3 - Garden of Eden or Garden of Equity**
- ▶ **Deuteronomy 8:18 - You shall remember the Lord your God, for it is he who give you power to get wealth, that he may confirm his covenant that he swore to your fathers, as it is this day.**
- ▶ **Proverbs 16:3 "Commit your work to the Lord, and your plans will be established."**
- ▶ **Exodus 35:30-35 30 Then Moses said to the Israelites, "See, the Lord has chosen Bezalel son of Uri, the son of Hur, of the tribe of Judah, 31 and he has filled him with the Spirit of God, with wisdom, with understanding, with knowledge and with all kinds of skills— 32 to make artistic designs for work in gold, silver and bronze, 33 to cut and set stones, to work in wood and to engage in all kinds of artistic crafts. 34 And he has given both him and Oholiab son of Ahisamak, of the tribe of Dan, the ability to teach others. 35 He has filled them with skill to do all kinds of work as engravers, designers, embroiderers in blue, purple and scarlet yarn and fine linen, and weavers—all of them skilled workers and designers.**

## BUSINESS AND THE BIBLE

- ▶ **Jacob and Laban - Genesis 30**
- ▶ **Joseph - Genesis 41:39-57**
- ▶ **Parable of the Talents**
- ▶ **Identify Three Lessons from the story that can be applied to your business.**

# BUSINESS AND THE BIBLE

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- ▶ **Jesus - *Tekton*, Greek for craftman, one who constructs, a versatile builder or stone worker.**
- ▶ **Family business. *Persons back then carried out the work that their father did.***
- ▶ **Parables**
  - ▶ **Farming (sower, shepherds, etc)**
  - ▶ **Fishing**
  - ▶ **Investing (Parable of the Talents)**
  - ▶ **Buying Land (man found a treasure, sold everything and bought the field)**
  - ▶ **Trading (pearl of great price)**
  - ▶ **Hospitality - The Inn Keeper**
  - ▶ **Project Management (Counting the cost)**



## BUSINESS AND THE BIBLE

- ▶ **Disciples of Jesus**
- ▶ **Matthew 4:18-22; John 1:37-49**
- ▶ **Andrew, Peter, James, John - Fishermen (who owned their own boats)**
- ▶ **Matthew - Tax Collector for Roman Government (IRS Agent)**
- ▶ **Simon - Politician/Anarchist**
- ▶ **Judas - Finance**

## BUSINESS AND THE BIBLE

- ▶ **Followers of Jesus**
- ▶ **Paul, Priscilla, Aquila - Tentmakers**
  - ▶ **"After this, Paul left Athens and went to Corinth. <sup>2</sup> There he met a Jew named Aquila, a native of Pontus, who had recently come from Italy with his wife Priscilla, because Claudius had ordered all Jews to leave Rome. Paul went to see them, and because he was a tentmaker as they were, he stayed and worked with them." - Acts 18:1-3 (NIV)**
- ▶ **Gospel was spread and the church grew and sustained by business professionals, merchants, traders, entrepreneurs.**

## BUSINESS AND THE BIBLE

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- ▶ **Joseph - Genesis 41:39-57**
- ▶ **Parable of the Talents**
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# DEFINE BUSINESS TERMS

## BUSINESS TERMS

- ▶ **Break Even**
- ▶ **Business**
- ▶ **Business Plan**
- ▶ **Capital**
- ▶ **Distribution**
- ▶ **Interest**
- ▶ **Micro business**
- ▶ **Price**
- ▶ **Product**
- ▶ **Production**
- ▶ **Profit**
- ▶ **Promotion**
- ▶ **Service**
- ▶ **Target Market**

**WHAT DO YOU NEED  
FOR A BUSINESS?**

# WHAT DO YOU NEED FOR A BUSINESS?

- ▶ **Customers**
- ▶ **Compelling**
- ▶ **Competency**
- ▶ **Capital**
- ▶ **Cashflow**
- ▶ **Competition**

# MANAGEMENT IN A BUSINESS



**HOW DO YOU PROMOTE  
PRODUCT OR SERVICE?**

# HOW DO YOU PROMOTE PRODUCTS OR SERVICE?

- ▶ **Promotion**
- ▶ **Sales**
- ▶ **Marketing**
- ▶ **Advertising**

## TYPES OF PROMOTIONS

- ▶ **Advertising**
- ▶ **Sponsorships**
- ▶ **Online Strategy**
- ▶ **Direct Sales**
- ▶ **Coupons and Special Offers**
- ▶ **Others?**

## HOW DO YOU DETERMINE...

- ▶ **Price of the product**
- ▶ **Break-even point - (total cost = total revenue)**
- ▶ **Profits/Loss**

## HOW ARE PROFITS USED?

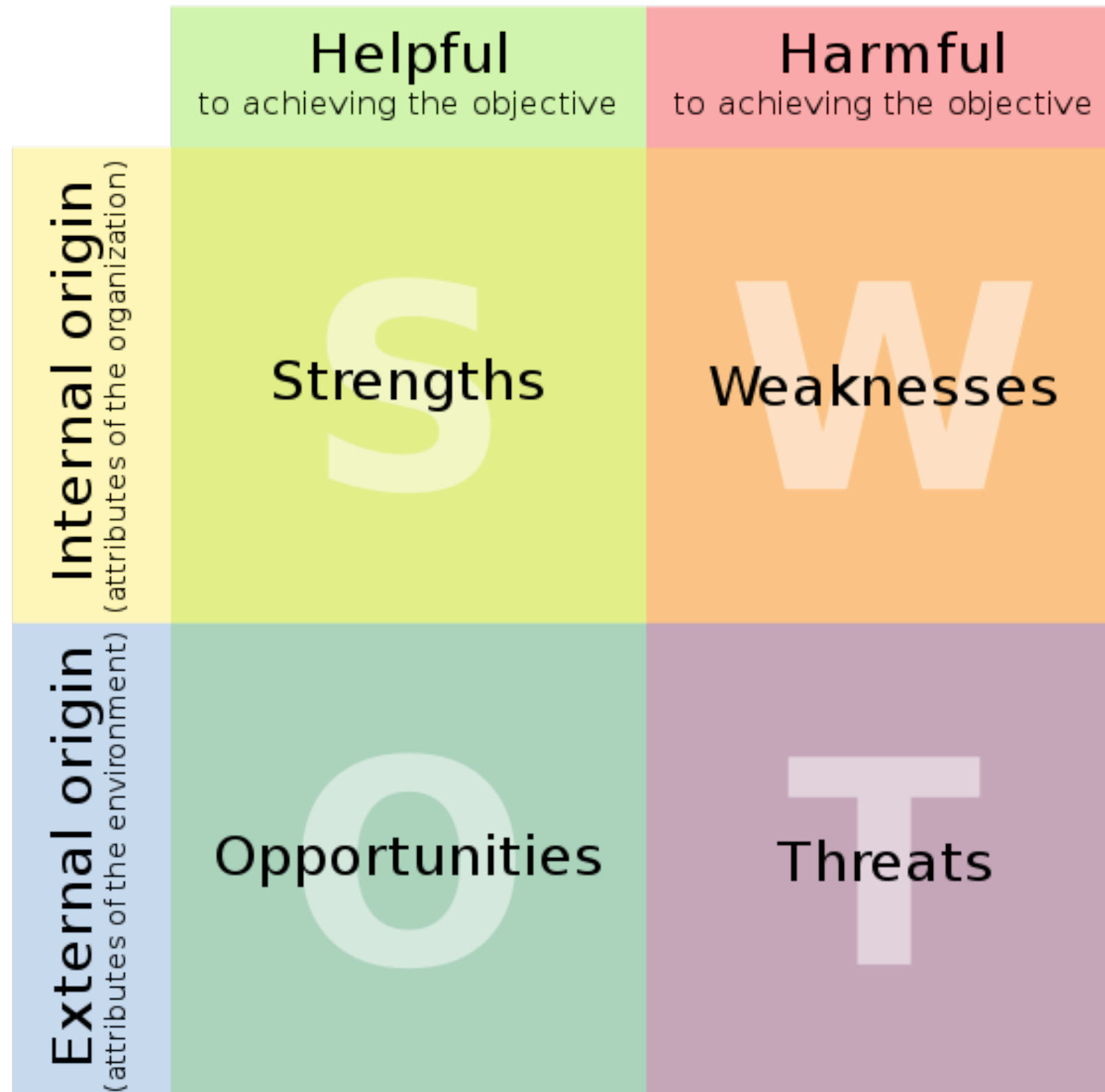
- ▶ **Dividends to shareholders**
- ▶ **To increase the working capital (cash on hand)**
- ▶ **Buy assets or invest in growing the business.**
- ▶ **To get rid of debt**
- ▶ **\*If the business is not structured as a company, the profits go to single owner or partners.**

# BRAINSTORMING ACTIVITY

## BRAINSTORMING ACTIVITY

- ▶ **Brainstorm at least 4 ideas for small business that can be conducted by your Pathfinder club. Evaluate the strengths, weaknesses, opportunities, and threats (SWOT).**
- ▶ **Conduct a SWOT Analysis**

# SWOT ANALYSIS





## BRAINSTORMING ACTIVITY

- ▶ **Step 1: Generate Ideas for Business**
- ▶ **Step 2: Take the first idea**
- ▶ **Step 3: Start by everyone brainstorming**

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## BUSINESS IN THE BIBLE?

- ▶ Malachi 3:10
- ▶ 1 Timothy 6:10
- ▶ Matthew 6:24
- ▶ Acts 20:35
- ▶ 1 Peter 5:2-3

- ▶ **Execute the plan**
- ▶ **Discuss ethical issues and Christian values involved in conducting a business.**
- ▶ **Do one of the following:**
- ▶ **Discuss 3 bible texts that speak of finances.**

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- ▶ **Execute the plan**
  - ▶ **Discuss ethical issues and Christian values involved in conducting a business.**
  - ▶ **Do one of the following:**
  - ▶ **Discuss 3 bible texts that speak of finances.**

**QUESTIONS?**

# GOD & MONEY

THE UNPREACHED TRUTH



WITH  
NIKOLAI X.

## CONTACT

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We would like to thank  
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May God bless you!

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