



Point of View

Dear Marketplace Friend,

People in sales really need people in accounting. There, I said it. Any thought by the fast-talkers that they can live without the 10-key pros is ill-founded. Thank goodness for folks who think in spreadsheets and formulas; they are mission-critical for the glib promoters out-front.

You watch that drama played out in your professional posting, don't you? It isn't just a Main Street phenom, either: the same back-and-forth happens on Capitol Hill. The Congressional Budget Office (CBO) wasn't even established until 1974. Their task is to "do the math" for both Houses of Congress. When big, game-changing ideas are flying in the halls of power, there are people buried in the bowels of the building who have to crunch the numbers and determine the effects of legislation. *What's the net revenue effect - and, the impact on our financial future - when hot air generates new entitlement?*

As kids grow up, part of the parental task is to get them ready to



"do the math" for themselves. Driving spending/saving/giving responsibilities down to them - as early as possible - makes a difference in the decibels of whining at the check-out counter. A little basic arithmetic is essential for life...

Have you ever dug beneath the surface of spiritual reality to examine the numbers? There's something interesting about how the accounting is done in the Kingdom. Here's the breakdown.

First, God does the addition; that's His responsibility. Example: on the Day of Pentecost, *"They broke bread in their homes and ate together with glad and sincere hearts, praising God and enjoying the favor of all the people. And the Lord added to their number daily those*

who were being saved.” (Acts 2:42-47). Anytime I find myself wanting more - of anything - I need to remember who does the adding!”

He also does the subtracting:

“Look upon my affliction and my distress and take away all my sins.” (Psalm 25:16-18) “See that you do all I command you; do not add to it or take away from it.” (Deuteronomy 12:32) Whenever I am stumped with things that don’t belong in my life, I need a greater power to do the “take-aways.” Thanks, God, for being the ultimate Subtractor!

Then, there’s that pesky category called “division.” It’s tough to get across to kids; even tougher when you’re trying to divide prime numbers. Division is never initiated by God; in fact, it is usually the work of people with unrighteous motives: *“These are the men who divide you, who follow mere natural instincts and do not have the Spirit.” (Jude 19) Know any divisive people? Keep your distance...*

For you and me, addition, subtraction and division are not our daily assignment. **For us, the key contribution is multiplication:** *“Multiply!” (Genesis 1:28; 9:7; Matthew 28:19-20). Adam was the first multiplier; Noah heard the same directive when he and the “fam” disembarked after the Flood. The 11 Apostles were*

commissioned with that task - for the Kingdom - when the Lord Jesus Christ returned to heaven and left them (and, now, us) in charge. Go and Multiply are the two components of the Prime Directive (that’s Star Trek lingo for “bottom line!”).

Whether you’re on the sales side today or, working the numbers behind the scenes at your workplace, your Kingdom life is running on your desktop as well. The task we share - on Heaven’s behalf - is multiplication. *Have you found your force multiplier, to increase the product of your efforts?*

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Bob Shank

Bob Shank is Founder and Chief Mentoring Officer of The Master’s Program (TMP).

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