

Love God
Make Money
BUSINESS AND GOD ARE NOT ENEMIES

MIKE MOORE

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For more information, contact:

www.mikemooreonline.com

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Introduction

A MUST-READ

Hi, I'm Mike Moore, a businessman in Dallas and someone continually striving to become a "master in the art of living!"

I like the way L. P. Jacks defined it in the early twentieth century:

A master in the art of living makes no distinction between his work and his play; his labor and his leisure; his mind and his body; his education and his recreation. He hardly knows which is which. He simply pursues his vision of excellence in whatever he is doing, and leaves others to determine whether he is working or playing. Because to himself, he always appears to be doing both.

That is living life to the fullest. If our work does not have an element of play for us, why do it in the first place? And whether we believe it or not, God owns the organizations we work for and our individual work. So why not enjoy it with Him?

As a businessman, I like to work, close deals, engage with people, and earn money. This notion of God first, family second, business third, and fun last? I don't buy it!

This doesn't mean you have to talk about God for eight hours while the company pays you to get a job done. But it does mean acknowledging God in whatever you are doing. We all can do this. The wisest man ever to live was King Solomon. He said, "Trust in the Lord with all your heart, and do not rely on your own understanding. Acknowledge God in all your ways, and He will make straight your paths." So, what does it mean to acknowledge God in all we do? In all our daily work or business?

It can be something as small as, "God, as I walk into this business meeting, I want to acknowledge the fact that you are here and you are with me—whether I feel it or not." Acknowledge his presence in your life no matter what you are doing, just like your son would acknowledge that you are his daddy or mommy, no matter where he happened to be.

When we make God into a set of religious rules and regulations, we can only compare what we do with what we believe He is telling us to do. But if our Heavenly Father is deeply concerned about our every thought, feeling, and action—if we know His deep love for us—then we can go with Him as we pursue being our best.

God has been left out of our businesses for so long that we are beginning to believe that God and business

are enemies, opposites, antonyms. But when I see the hustle and bustle of large cities like New York, Rome, Singapore, or Tokyo, I can't help but wonder how active Heaven must be. I can't imagine the hustle and bustle of the organization that God manages. If the earth is the Lord's, and all it contains and those who dwell on it, can you imagine all the activity in Heaven?

This book is about acknowledging God in our lives, especially in our daily work and business. Why? Because that is where many men and women find their value and significance. I heard a wealthy investment banker say, "Money is the adult scorecard. Whoever dies with the most toys, wins."

I do not agree with that statement. Instead, money is a gift from God. The more you make, the more you are able to give away to help others. And the more you make, the more you are able to enjoy for yourself and your family! It is all His anyway! All those who die knowing they used their money to help others—family, friends, or those less fortunate—they are the ones who win.

Consider what Paul said about Jesus Christ: "For you know the grace of our Lord Jesus Christ, that though He was *rich*, yet for your sake *He became poor*, so that you through His poverty might become *rich*" (2 Corinthians 8:9 NIV, emphasis added).

Now many "religious people" might assume that's a prosperity gospel: love God and you become a

billionaire. Well, some may be billionaires, and some might become millionaires. But is that the only kind of wealth Paul is talking about here?

Jesus, who owns everything, became poor so that we might become rich. Rich in what? Money, houses, and cars? Or love, mercy, and grace? We tend to think of richness as being simply monetary and forget the richness of blessings like family, health, and wealth, like compassion, joy, forgiveness, and peace. At the end of the day, if you know God through Jesus Christ His Son and have been filled with His Spirit, you are already rich!

Therefore, we acknowledge God in all that we do in business because the outcome is in His hands. But that doesn't mean we shouldn't do everything we can to make that outcome a good one. So why not make as much money as your industry allows you to make? Why not be the number one person in your field or at least strive to be? Why not? *Someone* will be. Why not you?

So be the best you can be at what you do, but acknowledge God in how you do it. Take pride in what you do, but don't let it be your scorecard. Keep an attitude of gratefulness and respect for others, and look for ways to encourage rather than blaming, criticizing, or complaining. These are the true riches!

Mike

Part 1

PASSION





WALK OUT YOUR PASSION

What does it mean to walk out your passion in business? It means living an authentic life in the business world. It means doing what you love with a fire inside you.

But take a look at most of the companies and organizations that exist today, and you won't see people walking out their passions. They're not doing business in a way that inspires their coworkers, bosses, and employees. Most of the time, their colleagues simply put up with them so they can all collect their paychecks, drive home, and watch their favorite TV shows.

What would it be like if conducting business were more like falling in love?

Meet Jonah. Jonah is in love. I'm talking head-over-heels, butterflies-in-the-stomach, fireworks-going-off-like-crazy love. The kind of love most of us feel before we get married.

This describes Jonah to a T. Jonah can't wait to marry Jenny, his longtime girlfriend. He gets her a beautiful diamond ring, pops the question, and she says yes. They get engaged and everybody's excited. Jenny's giddy. Jonah's giddy. He's ready to settle down and spend the rest of his life with this woman. He's made a choice to love her forever. And Jenny—well, she couldn't be more excited. She feels like the man of her dreams came along and is now sweeping her up into a beautiful tomorrow.

Jonah has never particularly loved his job, but after he meets Jenny, he has a new spring in his step. He works at a big company where he meets with a lot of independent vendors. Before he got engaged to Jenny, he was often grumpy when he went out to meet new vendors, but now he's always in a great mood. He's interested in who they are, because he's just so happy! Jonah is no longer judging people, the way he used to. He is so filled with the love he has for Jenny that it changes the way he does business. It actually changes the way he relates to people, because that love is simply overflowing in his heart.

Jonah is walking around on this huge high because of the love he has for Jenny. It changes the way he responds to everything. If he goes into Starbucks and a guy cuts him off in line, he's like, "Go ahead, bro!" He's got so much love in his heart that he can't be offended.

It shines through every one of his daily interactions, and before long, Jonah gets promoted at work because his manager sees what a great job he's doing by getting the vendors to sign. The vendors feel like somebody actually cares about them and their problems. For the first time, they feel valued and genuinely heard.

Jonah's living his passion and it's changing him, changing the way he treats people, transforming the way he does business. But how do the rest of us walk out our passions? Especially those of us who aren't lucky enough to have a Jenny in our lives?

A few months ago, I spoke to two very different groups of people. I spoke to a bunch of twenty-year-olds, and then the next weekend, I spoke to a bunch of fifty-year-olds. The fifty-year-olds were beat up and pressed down by life. They had no dreams. But the twenty-year-olds—all they had were dreams.

"I want to help you get to a place where nobody can squash your dreams," I told them. "I want you to walk out your passion and live it every day. Whether your dreams all come true or not isn't the issue. If you pursue the dream, whether you 'make it' or not, you win, because you've got that all-consuming love driving everything you do."

Of course, you can't speak to a bunch of people about passion without the focus getting turned back on you at some point.

"What are you passionate about, Mike?" they asked. "We want to know!"

"You guys really want to know what I'm passionate about?" I replied.

"Yeah, we want to know. You've been talking to us about *our* passions—so what about yours?"

"OK then," I began. "First, I'm going to tell you what I'm *not* passionate about. I'm not passionate about getting up in the morning to follow a bunch of religious regulations. I'm not passionate about believing in a God who tells me I have to follow fifty rules for Him to be OK with me. And if I'm stepping on your toes right now because you're religious, I'm glad. Because I want to step on your toes!

"But now let me tell you what I *am* passionate about. I'm passionate about getting up and following a God who says, 'Mike, I sent my Son to die for you, and my love for you is unconditional. All you have to do is accept it and share it with the world.'"

That's my passion. And I try to walk it out every day. I just want to love people. At Starbucks, in business, on the phone, in traffic. As simple as it sounds, sometimes it's the hardest thing to do. But loving the people in front of you—now *that's* something I can get excited about.

There are plenty of angry, hurt people in the business world. They're all bound up in past slights and

pains and fears, not even free to talk to the person in front of them, let alone love them. Want to know the real reason they're all choked up? Why they can't even really love *themselves*? It's not because of some childhood trauma or daddy issues. It's because their view of God is so screwed up.

When we try to make God like us, we fail. His thoughts are not our thoughts. His ways are not our ways. God doesn't think of me the way I think of me, and He doesn't think of you the way you think of you. God basically says to us, "If you take the time to figure out what I really think of you, then it will change how you look at yourself." And that's what has to change before we can love the people in front of us.

This changes everything—not just the way we see ourselves, but also the way we see and treat other people. It's like falling head over heels in love with someone. The whole world takes on a different color, a different shape. Just like with Jonah!

When I talk about living our passion as business-people, that's what I'm talking about. I'm not just sitting around sharing God with people all day long. In my interactions with other human beings, God expresses Himself through me. Walking out your passion in business is the same as walking out your passion in any other area. At the end of the day, it's all about love, because love triumphs over everything.

The moment you let God's love lead you, you're going to reach heights you had never thought possible. I have witnessed firsthand how life-changing this can be. Over the last thirty years, I have worked with thousands of businesspeople and have seen the change in their lives when they let in God's love. And once you change, you bring those changes with you wherever you go. You're no longer living life out of fear of what others think—being a different person depending on where you are or with whom you're speaking. You're not divided.

And when you change who you are, what you do automatically changes. That's the key. Walking out your passion becomes who you are in every aspect of your life.

How are you walking out your passion in the marketplace today?

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BE YOURSELF IN THE MARKETPLACE

I love to be around people who know why they're alive. Don't you? If we know what we bring to the table and why, then we're living with passion. I've been in the market space for over thirty years, and I've witnessed how passion changes the way we do business. It changes the way we do life.

A lot of people confuse passion with sex. That's not the kind of passion I'm talking about. Passion is adopting God's view of yourself, finding your purpose, and then doing everything you can to live out that purpose.

It's not about being an introvert or an extrovert; you can be completely introverted and have as much passion as an extrovert.

Here's a funny story. I recently called a friend up to offer him a deal. I laid the whole thing out for him.

When I told him the commission he'd be getting, he said, "Holy cow. You've got to be kidding."

About four days later, I was having lunch with him, and I asked, "So what did you think about that deal?"

He said, in a perfect monotone, "It's incredible. I'm so excited about it."

I kept waiting for his demeanor to match his words. Why wasn't he getting excited? This was a huge deal! He should be exclaiming, "This is the most unbelievable deal, Mike! This is great!" That's what I would have done.

Instead, he was sitting calmly, saying, "It is incredible. My wife saw the emotion in me and couldn't believe it. She's excited, too."

And then I realized, it was all in there. It was on the inside of him. He's a different sort of guy than I am; I wear my emotions on my sleeve. But just because he doesn't show it on the outside, does that mean he doesn't have passion in his life? No! Of course not.

I'm going to confess something: sometimes on Saturday mornings, I watch cartoons. Laugh if you want, but I get a lot of inspiration and spiritual insight from them. My favorite is Popeye. Brutus is the bad guy, right? All he wants to do is hurt Olive Oyl, that skinny little thing. He ties her to the tracks and tries to get the train to run over her.

Popeye sees this and does nothing until he gets that can of spinach and squeezes it. He eats it, grows

muscles, and saves the day. But do you know what he says before he squeezes the can of spinach?

“That’s all I can stands; I can’t stands no more.”

That’s exactly what I think about living a life without passion: “That’s all I can stands; I can’t stands no more.”

I am tired of living a passionless life. I’m tired of being around people who live passionless lives. I want to be around people who know why they’re alive and get after it.

Do you know who lived with passion? Teddy Roosevelt. In 1912, he was campaigning for a third term as president, (yes, a third term—the Twenty-Second Amendment was not passed until 1947), giving more than six hundred speeches in one year and traveling twenty thousand miles. When he was in Milwaukee, Wisconsin, he got shot in the chest. And guess how he reacted?

“Don’t take me to the hospital,” he said. “I’m breathing. I’m OK.” He then proceeded to deliver his speech for the next hour and a half and *then* went to the hospital!

What was going on inside Teddy Roosevelt’s heart?

That’s what I’m after, because if it doesn’t happen in my heart, it’s all manufactured. Roosevelt may have been a former president, but what mattered more to him was not the title; it was his purpose and passion that inspired him to do what he felt called to do.

Do you know what that is in your own life?

That's what we have to figure out.

I'm passionate about influencing people. I consider myself to be an influential leader. We all have the power to influence somebody, whether it's our employees or coworkers, our kids, or even the Starbucks barista. Passion doesn't take place in the past or in the future; it's *now*. You want to influence someone? Do it. It's not tomorrow; it's today. God put that fire inside you. You just have to uncover it.

When I sit down with someone, I can usually discover his or her passion, whether it's a janitor or a CEO. Unfortunately, the more successful the person, the harder I have to swing a sledgehammer to knock out his or her ego first. You know what ego stands for? E-G-O: Easing God Out. But you don't ease God out of the marketplace He created. You figure out a way to flow with Him in it. That's passion. That's success. And that's what we all want.

But how do you even go about discovering your passion? Many people say that they have no idea what it is. The reality is that everyone is passionate about something. Observe what you say to others. Ask your friends or colleagues what you talk about most.

What would you do if money were not an issue? What do you daydream about most of the time? What is it that makes you smile the most? What are you doing when time seems to fly by? What do you put more

energy into than is required (that comes from the heart, not obligation)?

Passion is purpose that is materialized into action with heart, mind, body, and soul.

To put it simply, why are you on this planet?