

# Frequently Asked Questions Clients



- 1. What does one mean by how I can “re-purpose my business”?**
  - a. God has a business that has a clear purpose. It is one of international scope, and his goal is that people from every people group come to know and worship him.
  - b. The way we do our work can reflect who God is and therefore cause him to be honored.
  - c. We can also take deliberate steps to think creatively about what can be done to deliberately align the objectives of one’s business with the objective of transforming societies—taking the concept of worship beyond singing songs.
  - d. What greater joy than to know that as one works faithfully in one’s business, one is also fulfilling one’s calling?
- 2. Are you going to try to turn my business into a ministry?**
  - a. Business is a noble calling. Each of us should seek to have our occupations be a vocation, or calling.
  - b. Your business is a place of ministry, and you are a minister in the marketplace. Beyond that, your business can change people and the communities in which they live. This is ministry.
  - c. We will help you ask questions about what this “ministry of business” looks like for your corporation given your assets and sphere of influence.
- 3. How much time will I need to invest in this venture?**

There are three main aspects to your involvement:

  - a. A little pre-planning which involves completing a 10-P Profile form and having as many people in your organization take an Impact Assessment, which is a Web-based corporate X-Ray that takes about 20 minutes to complete.
  - b. Then there are the days of Consultations (approximately 8.30 a.m. until 4.30 p.m.). This will be a very full two weeks, but you will have every other day back in your office to tend to business.
  - c. Then there is a final day of presentations and commissioning of businesspeople as marketplace ministers. So there are 6 structured days altogether, and three unstructured days when consultants can visit your offices.
  - d. Thereafter, we will need to complete a report called a 10-P Scorecard. Once you have it up and going this should take 30 minutes a week.
- 4. What do I pay for this service?**
  - a. Despite the fact that this is a volunteer initiative with consultants paying their own way—even host country consultants pay to be trained—there are costs that we ask clients to cover.
  - b. We know that people generally do not value what they do not pay for. So we are trusting that, as a client, you are committed to seeing the Kingdom

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of God grow. We will help you to see how this can be done through your business.

- c. The base fee will be discussed with you, and is lower for Entrepreneurs than for mid-sized companies. You will be invoiced for this fee, and it will therefore be tax deductible. Should you have cash flow constraints, one of our team will discuss the best way for you to fund your participation.
- d. You will be challenged throughout the venture to commit some of “your increase” back to kingdom ventures, and to consider **equip** (and its partnering organizations) in such giving. This will ensure that the principal of fair returns for efforts is honored, and that we will have a self-sustaining ministry for future ventures. It will also ensure that we have a vital interest—and a stake, in faith—in your growth.

## **5. What if I have needs beyond the one week “event”?**

We anticipate that some clients will indeed need ongoing consultative assistance – and they will deem it worthwhile to pay for such services. This will be handled in several ways:

- a. At the close of the week the **equip** team leaders and advisors will meet together as a group and place such situations before the team.
- b. We will then discuss who has the best relationship and skills with the client to be of ongoing assistance.
- c. We will recommend to the client that they explore a professional services or similar relationship with the independent consultant, or with someone outside the group who can help them, should we deem this in your best interests.

## **6. What if I set up business arrangements with visiting businesspeople as a result of the **equip** training?**

- a. Great! Part of what we are doing is encouraging cross-cultural exchanges. We hope that one of the value-adds of this exercise will be the nurturing of import/export and other collaborations.

## **7. Will there be opportunities to network with fellow business leaders during the **equip** venture?**

- a. Every day you will be in the training Consultations with at least 9 other business leaders. This will provide the opportunity to build relationship with them.
- b. Your local team may set up ongoing opportunities to get together to share progress.
- c. You will have the sense to developing a personal advisory board with people who share the same passions and speak the same language.

## **8. Will the **equip** model be replicated? Do you envision clients going to other nations or communities and “doing likewise”?**

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- a. Most of the consultants have a long term relationship with equip and become part of the equip family.
  - b. The needs are vast, and the frameworks and tools that we are developing can be useful in many spheres, so we are looking at new countries where we can take the program.
  - c. We are being careful to set up training, infrastructure and reporting mechanisms that can be used on a wide scale.
  - d. We have a “train the trainer” mindset and will build the infrastructure necessary to make this happen, as funds are available.
- 9. What’s in it for me? What do you think I will gain from this experience?**
- a. You will learn thinking skills that will help you well into the future. Our methodologies provide a biblical worldview for business together with sound frameworks for managing your business.
  - b. You will forge enriching relationships with believers in business from other parts of the world.
  - c. You will be trained in world class consulting materials that will benefit you beyond this venture.
  - d. You will have a unique opportunity to explore the integration of your own Career and Calling.
- 10. Will clients be free to use the intellectual property of The Institute beyond the scope of this endeavor?**
- a. The Institute has made significant investments in developing its tools and methods. They are protected by copyright and a variety of trademarks.
  - b. Clients may use the information for internal purposes, of course.
  - c. If specific Web-based tools or other frameworks are of interest, clients may wish to enter into a licensing arrangement with The Institute for the ongoing use of its products, and The Institute encourages this in the right circumstances. It is not the intention of this venture to promote the tools, but to build the kingdom of God.