

## ATTITUDES THAT GET RESULTS STUDY GUIDE

Next week we start back in Dagenham, we get back on the pitch, and although things will be different, we will be doing great and having a great in-person service. And I believe with all my heart we will go back on the pitch and win, we are going to dominate. Heal the Nations, even with all the restrictions on us, just dominated. I have so many testimonies of healings and miracles, it was glorious.

I know the circumstances are not ideal, but you need to be aware that champions like us do not need the best of circumstances, we go in and dominate anyway. If you are waiting to get all the ducks in a row before you move – you are stuck forever. **CHANGE YOUR ATTITUDE AND LAUNCH OUT!**

Today, I want to give you five attitudes that will always get results. We are loosely looking at the life of Ruth, who was a champion!

### I. BE GRATEFUL

One of the things that marked Ruth was she was a grateful woman. Read Ruth 2.10-11. We can see here that Ruth is a grateful person. Gratitude is something lost in our culture – I loved dealing with Jerome this week, the Sri Lankan culture is very grateful when you do anything for them. He contacted me and said thank you for letting me speak to your people, that's an honour. So, I joined in the same way and thanked him for staying up late, thanked everyone in his team, and it was good. Attitude determines altitude and the best attitude is gratitude. How can we stay grateful people? We need to realize the number one enemy of gratitude is a sense of entitlement.

Read Ruth 2.13. Look at Ruth here, she did not assume anything was owed to her. When you are presumptive, you cannot be grateful. Presumption is the greatest enemy of gratitude. If gratitude is the attitude of altitude, presumption is the attitude of free fall. Presumption will make you crash. Presumption leads to spoiled people, and sadly, we see that a lot in our generation.

Champions are always grateful, thankful, appreciative people. That is absolute truth. Ruth was grateful for crumbs. When you find someone grateful, you find someone magnetic. I have so enjoyed giving financially to George Odero since he ministered to us – he is just so grateful for the blessing, and not presumptive at all. Greg Mohr is another man who just embodies gratitude. He is the director of Charis, one of the wisest people I know personally, he preaches in some of the largest churches in America, but he is so grateful to have spoken to you and ministered to you. That is something else, that is a powerful attitude.

So, our first attitude change today is to start being grateful. Stop – press pause – and think of what your spouse and parents have done for you this week, this month, since lockdown began. Some of those people go out every day and work hard to make money and that money buys everything you have – so be grateful.

If someone is at home tidying up after you – be grateful. If someone made you a meal this week, be grateful. Be grateful with your words – say it and say it with a sweet attitude. Say it in private, say it in public, say it frequently, say it with presents, say it thoughtfully, say it quickly. But be thankful!

## 2. SUBMISSION

Submission creates order, and order always beats chaos. Now think about this for a moment, let's stay with Ruth. The law of Moses says that a widow had to marry the kinsman of their dead husband, so their children stayed in the family. That was the way you did things in Israel. But Ruth was not from Israel, she was not raised in Israel, that was not the way she did things, that was not her way.

But for Ruth to live in Israel, to thrive and win in Israel, she had to learn how to do things the Israel way. One of the things that immediately marks someone out as a champion is that they come to Tree of Life and they want to do things the Tree of Life way. We have ways of doing things – a way is good, but it will always contain limitations to those who do not take the time to learn the ways and grow.

Now “the way we have always done it” is not always right I know that, a tradition in any organization, even a church, could be working against that church. There is a place to question protocol, but it isn't your first Sunday in a new church. There is a bigger place for submitting to authority. Great favour flows when you do things the way you should do them. The acceptable way of doing things – the polite way. You will build great friends with doing things the right way for the group you are with. You need to learn to co-operate. The person who keeps the RED LIGHT and the STOP SIGN will get on better at driving than the person who does not co-operate! A traffic light might not be the best way to do things – it certainly will not always work in your favour, but to BE ABLE TO BE ON THE ROAD, you need to HONOUR AND SUBMIT TO THEM.

There are things we must submit to TO GAIN CORRESPONDING benefits. I know worship leaders as talented (nearly as talented) as Chris and Von who are not leading worship anywhere not because of a lack of skill but because they cannot be part of something bigger than themselves. They never learned how to play with others. I know many people like that in many areas of life. They do not know how to submit, and they are not welcome.

Champions know how to co-operate and they know that to win the game we need to put the way of the team above our way. To be part of something bigger than yourself there will always be a cost. You just have to work out if that cost is worth it!

But if you co-operate with no-one – and never do things the way they should be done – you will end up without a job, and even in jail. But submission creates order – order is everything is arranged well – and it makes us more able to win. Submission leads to better communication, more friends and less enemies.

## 3. INTEGRITY

You all need to know a secret – people are always talking. Ruth the Moabite had only just moved into the neighbourhood and they were all talking about her.

Read Ruth 2.II. Boaz heard all about Ruth from his people. Read Ruth 3.IO-II. The whole city knew that Ruth was virtuous. People are always talking, sometimes good, sometimes bad, sometimes people lie and falsely accuse, and that definitely happens, but one the whole, people talk about what they see.

People spoke well of Ruth because she had integrity. Read Ecc. 7.I. Read Proverbs 22.I. A good name is worth a lot – and we all need to develop a good name. Of course, as you do,

someone will bad mouth, but that does not mean you will not have a good name. Joseph was in prison for some horrific crimes (he didn't do them, but people thought he did) but God still gave him a good name because of his integrity.

Ruth had a name – good, pure, virtuous. Everyone knew she kept her assignment to her mother-in-law. She was better than 7 sons, that's a staggering statement – seven men working hard and giving money to you and helping around the house would be quite good for an older woman, but Ruth was better. Don't brag about your good deeds though, don't go on Instagram and show all the pictures of you being nice. No – trust God to expose and promote your integrity, you do what is right because it is right!

#### 4. BE A DISCIPLE!

You know the most important thing you need to be a disciple – it's a discipler. You a disciple was an apprentice, you cannot be an apprentice without an Alan Sugar, you need someone to take you on as an apprentice! You need an apprentice.

Now there are two ways to learn – be discipled or be stupid. They are the two ways to learn. Life is too short for you to learn everything through being stupid! You have to be humble enough to look to examples to follow in your field and in your faith.

Ruth is a remarkable example of this. She followed Naomi, and learned how to do things the Israel way – she was humble enough to be corrected and to learn.

Naomi said – you need to get married. You need to go and visit Boaz, so visit him when he is finished for the day and goes to bed. She knew what Boaz would be like because he was mature and consistent. Some men are not always in their own beds at night. You don't want to marry those men. You need a predictable man! Boaz is always better than a lying-az!

Naomi told Ruth some real wisdom – wisdom that only an older woman knows. Young women do not know – don't talk to him while he is eating dinner, don't try and bring up important things with him while he is at work! Go and speak to him at the right time, at the end of the day! If you are a woman who is married, you know this, or you are learning it! If you are not married, you can learn about men (or women) by stupid or by discipleship!

Ruth learned the better way, she listened to someone who knew more. She listened to someone who knew more. That quality alone could change your life for the better forever! And it did for Ruth, she approached Boaz and he then gave her advice. Boaz then told Ruth – just gather at my field, don't go elsewhere. She listened to someone who was blessing her. She was a worker in a field, and Boaz was a field-owner, and so he knew more than her – and she listened.

I can't make anyone do anything. Some pastors try that, it doesn't work, and you then need to either guilt people out or scare them. That does not work. No, even Paul, the apostle of grace, wrote to Rome and said "I beseech you" (Romans 12:1) – in other words, I beg you to change your mind and change what you think. A pastor cannot tell someone what to think, but we can beg people – please think big thoughts, and I beg you all today – please learn from other people, do not learn by being stupid.

I have learned a few things by being stupid. It takes too long, it costs too much, and it makes me feel stupid, and I then have to deal with those feelings too! No, there are

people around me – and around you – who know more than you do. They do! They can see problems coming that you have no idea are about to punch you in the face.

There are people around you who know more than you – they really do!

I had a pastor tell me a few years ago – a pastor I admire a lot, someone who knows more than me, in his presence I shut up and listen. He will not counsel someone who has not been in his church 6 weeks in a row. If their problems have not been solved in six weeks of consistently being in church, he will then see them. In that first session he gives them homework, if they come to the second session without having done the homework, he will not see them a second time. That is a way of not wasting your time, on people who do not value your time or wisdom.

Putting that into place has helped me no end. I could have learned by being stupid, and I reckon by 2035 I would have got that right, but I learned from someone more fruitful than me and it saved me a lot of trouble! It is clear to me who will be a success in life and who will win in life based on how well they decide to learn by discipleship over learning by stupid. It's all about character – you need the humility to believe there are people out there that know more than you do.

Ruth was a young woman, Naomi, being a whole generation older, knew things she didn't have a clue about. I see a lot of young women today who sadly have no respect for older women, no clue about the wisdom and insight that they have. We cannot afford to be like that – we need to be Elisha and sit at the feet of Elijah, we need to be Timothy and sit at the feet of Paul, we need to be Esther and listen to our uncle, we need to be Joshua and listen to Moses.

I am where I am today because of the people whose feet I sat at and the people I listened to. If I messed up, it generally is because of someone I did not listen to!

If you want to be in ministry, find someone who is in ministry and being fruitful and serve them. Serve them until you find out they are not perfect, then keep serving! I know two brothers both wanted to be accountants. One quit school at 16, joined an accountancy firm and just listened and listened and listened. The other did a degree in accountancy and then got a job. One is a great accountant, doing exceptionally well, the other still struggles to listen, and is paying back bucketloads of student debt.

It's just the same for Bible College. Three years of serving in a local church is worth about ten years of Bible College – easily. Now I am not against getting a degree in accounting, or going to Bible College (some people say I am against Bible College, but none of those people give as much to Bible Colleges as I do, speak at as many Bible Colleges as I do – normally for free, or have been to Bible College as long as I have) – but if you go to Bible College and during your time there do not serve in local church, you will leave that Bible College elitist, ungrateful, entitled and no use to anyone. It is not so much what you know but who you can serve that matters!

When you find someone more fruitful than you in your faith or field – then here are some keys to help you maximise that relationship of discipleship:

- You will have more than one person disciple you. Some in your field, some in your faith, some in different aspects. You all heard Greg Mohr and Robert Maasbach at Heal the Nations this year, both of those men help me, both are mentors, both are

very different. When the pastor of one of our churches suddenly resigned and left, I called both of them. Greg walked me through all the practical things, how to release them, how to appoint a new pastor, how to do this and that. Robert on the other hand emphasised the need for me to stay sweet. Robert said "The church need you sweet right now. Do not get offended, do not get rough. Strong Ben is awesome, but this is not a job for strong Ben. This is a job for sweet Ben." They both mentored me but in very different ways.

- You can be discipled remotely. Most of my mentorship from Andrew Wommack has been this way, listening to his tapes and videos over and over and over and over, sometimes 8 to 10 times a day. You want someone really successful to mentor you, they are not going to accept a call from you. You need to be fruitful a little first – you know this is true. So read their book. And then read it again. And then again.
- If you get access to someone who is fruitful, respect that. I mean honour it. And if they are suddenly unavailable, some battles you have to fight alone. When you have that access learn as much as you can.
- Treasure private discussions with fruitful people. I remember being at a conference with George Hill, George has successfully planted over 3000 churches around the world. That's a lot! He had made a mistake, he was going to Spain then Kenya, but he was flying back from Spain to Stanstead then flying from Heathrow to Kenya. I said I will drive him – for what – he has to stay awake and answer my questions on church planting. It took about 4 hours out of my day, but I learned so so much. Treasure time like that! When no one else is there, the answers are more specific, more personal.
- Fruitful people know if they are wasting their time on you or not. Billy Epperhart came to us – he said I don't come to churches, most churches waste my time. That's a staggering statement.

Be like Ruth – listen to smarter people. There is an A, B, C to this: ADMIT there are smarter people, BE around them, CATCH what they do and think.

##### 5. BECOME A GRACE-SOWER

We all want grace, we want others to be kind to us, others to show us favour, others to open doors for us. AMEN!? Then we need to SOW it to reap it. So many people see GRACE as what I WANT FOR ME, but really it is a seed.

GRACE is the only thing that can cause a bunch of losers like us to be a winning team. ONLY GRACE! So, we need grace, so take the grace we have and SOW IT so we can have a grace harvest. GRACE took Joseph from pit to palace, GRACE took Ruth from Moab to Israel, to the lineage of Christ. But both SOWED grace before they received GRACE.

GRACE is like a short-cut to where you need to be – it really is. And it comes from God – but it comes via people – just right now appreciate GRACE – GRACE PEOPLE

- Who has been kind to you during lockdown? THANK GOD FOR THEM
- Who has opened financial doors to you this year? THANK GOD FOR THEM. Boss! Anyone who has given to you, given you ideas to prosper, given you things you haven't paid for. Anything. THANK GOD!
- Who has opened any door to you this month? Jon emailed me during Heal the Nations, thanks so much for letting me receive the offering, I recognize that open

door. He got some experience and exposure – he thanked me for it. That's powerful, that attitude will open more doors for him.

- Who has given you short-cuts to life? **THANK GOD FOR THEM.** This is changing your life right now, just saying thank you!

Now thank God for the destiny you have, the path He has put you on, and the people who are helping you walk down that path. **GOD IS USING THEM RIGHT NOW**, during lockdown, and helping us come out too!

Those people who **SOW FAVOUR AND GRACE INTO YOU** – one of satan's sneaky sneaky tricks is to get you to distrust them, to disdain them, to disrespect them, then you can't receive that **GOD GIVEN GRACE**. Deal with that right now.

**GRACE IS A GIFT FROM GOD** – You do not deserve it. You can't buy it. No-one is obligated to help you. When you obligate people to do things for you, you really put them off. We need **GRACE HARVESTS** for **UNPARALLELED SUCCESS**. We do – you do and I do. **WE NEED THOSE HARVESTS** – so **WE MUST BE IN THE GRACE SOWING QUEUE** – **WE MUST BE SOWING GRACE INTO OTHERS!**

You do not have the energy or the time left on this planet to **FULFILL YOUR DESTINY IN YOUR STRENGTH**. You don't even have the energy to get everything you want out of life, let alone serve God and bless all the families on the earth! No one owes you anything, you need **GRACE THOUGH**, you need to receive a harvest of grace – so you need to **BECOME A GRACE SOWER!**

Next week, we can all sow grace into each other. If you want a grace harvest, you need to become a grace sower!

#### HOW CAN I SOW GRACE INTO SOMEONE?

- Right now, who do you know who is having a problem? What problem have you spotted? Solve it for that person. **THAT IS SOWING GRACE.** You watch Chris and Von on Tuesday nights, people have a joy problem. During lockdown people have a joy problem, and they contact Chris and Von and say "can you play this or that, I want to hear this song, but **HAPPY**" – and they smile and they giggle and they play it and **THEY SOLVE JOY PROBLEMS**. That is sowing grace, and harvest is coming!
- It might be a financial problem – look at all the problems we have solved in Kenya in the last few weeks. **WHAT A JOY THAT HAS BEEN!** **GIVE SOMEONE SOME MONEY!**
- It might be a dream problem. A lot of people have situations they cannot interpret, like Pharaoh. Joseph solved that problem – that is **SOWING GRACE**. He had the grace, he sowed the grace. And the harvest was being prime minister!
- Who is struggling to succeed and you could help them? Who is really being pushed from pillar to post and just needs a word of encouragement? You might know in the natural, in the supernatural, you may just have a hunch. Play the hunch.
- **WHAT YOU SOW IS WHAT YOU REAP** – who wants their problems solved supernaturally? Who wants helped into success in a powerful way? **THEN SOW IT!** **SOW IT**, it might be a tiny seed, I just gave a few pounds to buy a pastor a **BIBLE** in Kenya. **BUT THE HARVEST WILL COME!** God will solve your problem for

you! That's a money problem, a ministry problem and a wisdom problem – you are going to get a triple reward on that one!

You need a GRACE HARVEST. Ruth harvested grace and became a rich woman in a day – read Ruth 4.13. She went from beggar to rich woman in one day. You do not need to get married to have that life change: a GRACE HARVEST took Joseph from prison to palace in one day. GRACE GROWS. People don't realize that! Read Luke 2.52. Jesus grew in grace. What grace you have right now could be 100 times more next year?

#### WHO WANTS A HARVEST OF GRACE, SOW SOME GRACE RIGHT NOW

- Sow encouragement grace by encouraging someone
- Sow financial grace by giving to someone
- Sow wisdom by helping someone
- Sow kindness by being kind to someone.

Just do it before today ends!



Tree of Life Church  
where dreams come true

## ATTITUDES THAT GET RESULTS STUDY GUIDE QUESTIONS

- I. 1. What sorts of things should we be grateful for?
2. How can we avoid being entitled (which always makes us ungrateful)?
3. How can submission bring order? Why is it important to do things the way the team does them?
4. If you are a lone ranger, you will never succeed in life. Have you experienced this before, in your life or others?
5. How can we live a life of integrity?
6. What does the word disciple mean?
7. What is the most important thing to be a disciple?
8. What are the two different ways you can learn?
9. Tell us something you have learned from being stupid.
10. Tell us something you have learned from being discipled and listening to others.
- II. 11. How can you gain access to and benefit from a mentor or discipler at the top of your field?
12. What are some of the ways you can sow grace into other people?
13. Who can you sow grace into today?
14. What about this message inspired, challenged or encouraged you the most?

