

CULTIVATING A LEADERSHIP STYLE SESSION 2

JANE HANSEN HOYT - INTRODUCTORY REMARKS

Jesus stood before them as the Truth. The word says, "He is the Truth, the Way, and the Life. Jesus stood before them as the Truth and yet they needed light to shine upon Him in order for them to realize who He was. I believe God's light is upon us, to hear Him in a new way.

I was raised in a pastor's home. I grew up in the things of the Lord. We all come to a place where we make our own decision; however, I think we have lived up to the point of the cross and have not crossed over to live fully in the resurrected life. There is a freshness upon us. There is revelation being spoken, even things you have heard before. There is a light, an anointing and a Presence of the Lord here, for us to hear with new ears, to gain greater insight, and to live past the cross on the other side, the glory side, the resurrected side. Everything He has done for us is ours! Truly, we will be a radiant company of women and men, declaring His glory in the earth!

GRAHAM COOKE

You know whenever I meet new people or stand in front of groups of people, the one constant thing that happens in my heart is I feel the sense of excitement that Jesus feels looking at you. I feel that excitement in my own relationship with the Lord, when I just come and spend time with Him.

I feel that sense of excitement in myself whenever I think of the Lord - a sense of excitement that this day, this week I am going to discover something different, something new about Jesus and, therefore, something new about myself.

So I am standing here and I have a sense of excitement. I have a sense of excitement about you and who you are in Jesus and the plans He has for you and the life He wants you to live and that He wants you to be like Him. That is it. That is the goal of God - to bring many sons into glory. That means glory now, not glory eventually. You know, we have eternal life now so what we are developing in Jesus now is everlasting. We are not going to learn this stuff and then when Jesus comes back everything changes and we do not need that stuff.

What you are becoming now, you are learning to become forever. Everything in God, He does not do anything temporal. Everything is eternal now.

How you are known in Heaven
is what you will do on earth.

In the Old Testament, He did temporal things because He used to visit. Now He is a habitation. He brings eternity with Him. So eternity is a part of our walk. It is a part of our identity. That is why your identity needs that eternal perspective, because you need to understand how God sees you in Heaven. **How you are known in Heaven is what you will do on earth.**

When God sees you and He prophesies to you, He is telling you, “This is how I see you. Yes, I appreciate your problem, but this is how I see you. Yes, I understand that prayer, but I am not listening to it though because this is how I see you. You can complain as much as you like, but this is how I see you. How about you listen to Me? How about you do not talk and you just listen for a minute, because this is how I see you?”

It is relentless good news. We get to be good news joyfully to the people around us. The great thing about the good news is the more you practice it, the more brilliant you become. The more you talk about, the more you actually ingest it, and the more it pours out of who you are.

In this session I want to talk to you about *cultivating a leadership style*. You know, we are all leaders. If you have someone following you, you are a leader. If you are a mother, you are a leader. If you have someone, if you own a dog, you are a leader. Whatever is following you, you are leading. So, yes that Chihuahua (dog) counts.

CRITICAL QUESTIONS

You know, whenever I start working with a new leadership. There are always some critical questions that I need to ask. So I am going to just say a bunch of the questions that I normally ask. They are questions actually, that you need to be asking in your regions, in your own groups, and you need to be asking it of yourself. One of my favorite questions is,

1. If someone were to spend time with you 24-7 would they want to be like you?

That’s an “ouch” question. If someone were to spend time with you 24-7 would they want to be like you? Or would they go away rejoicing that they are not?

Here is another one. This is a good question to ask about leadership.

2. In your leadership with some people, are their best fights ahead of them or are all their best fights behind them?

That is a critical question. We are gearing up for a better battle than the ones we have been in. I want to fight the meaningful battles, not the battles of trying to stay afloat; I want to take some ground.

Sometimes the real signal for a change of leadership is that some leaders have spent all their energy and passion getting us to this place. We should be grateful. We should be thankful for that.

You know any work is based upon the sacrifice of the people who started it and there are some great people who started Aglow, who have lived in Aglow, and who have passed into Heaven. We acknowledge their sacrifice and what they have done. But the question is, are your best battles ahead of you? If the answer is yes, then you need to start gearing up for the better fight.

We need to be asking God, “Can I have a better quality of fight than the fights I have been in? Can I fight for something really meaningful? Are all your best fights ahead of you? Or are they behind you?”

That is an important test for leadership because **if you are surrounded with leaders whose best fights are behind them, then you are going to be in trouble unless you address that issue**, because they are going to talk about whatever you are representing, **they are going to talk you out of the next fight.**

You do not want people's tiredness and weariness to be affecting your own ability to wield that sword that God gave you. That is a hard question, but it must be asked, otherwise there is no future in what we are doing.

Here is another question:

3. **Can you describe your last dynamic encounter with God in the form of a testimony?**

In other words, can you describe your last encounter with God in the form of a testimony with the anointing to pass it on to someone else? Can you describe your last dynamic encounter with God in the form of a testimony? "I was here. I was in this situation. God came. God did this. And now I am this and because I am this, I have the anointing to lay hands on you for that."

I was in a church in Australia and asked that question. I took each leader in the church for coffee and said "when was your last dynamic encounter with God"? Some of them could not remember. I asked, "What is it you are hoping to pass on to people? Really? Seriously?" We actually over the next number of years replaced probably four fifths of that leadership.

You cannot lead if you are encounter-less, because you are leading from memory, rather than from a present point of anointing. That is just spiritual muscle memory and you are running out of the anointing if that is the case.

You cannot lead if you are encounter-less.

Here is another question:

4. **Can you define the words fullness and abundance, in terms of your present experience in God?**

The reason I ask that question is because God always wants to give us more. You know when we get to Heaven, when we stand in judgment before the Lord, He is not going to be judging us on sin, because He already judged Jesus. He is going to be judging us on, "**Did you receive everything I wanted you to have? Did you become what I want most wanted you to become?**" I had all of this to give you, but you only let Me give you this. You prayed for your needs for forty years when I wanted to give you your inheritance. You came praying like a baby when I wanted you to pray like a son. You came praying like a widow when I wanted you to pray like a bride."

GETTING YOUR NEEDS MET IS THE BABY END OF LIFE IN CHRIST

I have a six month old granddaughter called Penelope. She does not do anything. She is a noise at one end and a smell at the other. This kid since the day she was born, she has not cooked a meal. She does not know how to use a vacuum cleaner. She does not keep her room tidy - the kid does nothing! But she gets her needs met.

Getting your needs met is the baby end of life in Christ. If you are still praying - if you are in ministry for twenty years and you are still praying in

Getting your needs met is the baby end of life in Christ

your provisions, your needs, there is something wrong with the dynamic of your relationship with God.

GROWING INTO FULLNESS

We are growing from glory into glory. We are growing from measure into fullness. The more mature we become, the more God wants to give us our inheritance. At some point you have to stop praying about your needs and start praying, “Lord, what is it You want to give us, me, so that I can take this city?”

If you have a word over you about a nation, then you have resources that are attached to that prophetic word. When God gives you a word about the group that you are in, then you have the resources to be something for that group. If God gives you a word about the city that you are in, you have resources that can take that city attached to that word.

When you say to the Lord, “I receive that prophetic word - I receive that identity - I also receive all the resources that come with that identity.” That is what you are saying yes to - not just the identity, but the resources.

If you live in your identity, the resources can now come to you. If you are not living in your identity and you are trying to make this word work, then you will always just be praying about more needs. There is a time when you have got to stop praying about your needs and start standing and walking in your inheritance. You have a different level of expectancy when you know what your identity is.

So we are not waiting around for resources to come so that we can do something. We are standing together in our collective identity, whether it is in that city - that region, that country, the work overall - we are standing together in our collective identity saying to the Lord, **we need the resources assigned to this corporate man.**

When we meet as the US National Board, that is one of our conversations we have - resources in this country. Resources are attached to our corporate identity. So when we get around that table at Headquarters that is what I am interested in. Where the millions that God wants to give us because of who we are?

See, when we stand and we start praying together, one heart, one mind, one voice, this is who we are, we own this identity. We are the US National Leadership Team. We own this identity. We own this country. It belongs to us. We come and we say to God in our corporate identity, in our oneness, “Give us the resources to take this nation.”

When we do that as the International Board of Directors, it is the same conversation. It is the same conversation in your state, in your region, in your city, in your town, wherever you are.

The whole point of identity is that we establish a oneness that cannot be broken. We own something together as an identity. We become one heart, one mind. We need to know – what is my Lighthouse for? Who are we as a Lighthouse? What are we here to affect?

Can you define the words fullness and abundance in terms of your present experience in God? What is it that God wants to be for you? What is it that God wants to trust you with? What is it that God wants to give you?

I do not have any problem getting cash out of Jesus. I can always get money. He trusts me with money because I like to give it away.

Here is another question. This is a group question really. It is a church question. It is a Lighthouse question. It is a group question. It is a Leadership Team question.

5. **What part of what you do (in your Aglow meetings) really contains the manifest Presence of God?**

I guarantee Beloved, if we are all out there in our Lighthouses manifesting the Presence of God, all Heaven is going to break loose. Something has to happen.

There is majesty in trust. There is sovereignty in belief that comes to you. Then you can stand before the Lord like Jehoshaphat and saying, you know, facing annihilation and extinction and to stand before the Lord and say, "We do not know what to do, but our trust is in You."

There is a majesty that has to come to you when you declare your trust. Something has to happen in the earth when you declare your trust. We are counting on something happening.

What part of what you do (in your Aglow meetings) really contains the manifest presence of God?

Elisha can go out against the King of Samaria who surrounded the town where he lives. He can go out because he knows about the power of the one with the One. He goes out and they are all looking for him. They have laminated photographs with his face on it. "Have you seen this guy? Shoot on sight."

Elijah already knows, "There is more with me than there is with you, pal. So you cannot beat me." He takes them on a 14 mile hike to where the King of Israel is waiting with his army and he is jumping up and down saying, "Can I kill him, can I kill him?" And Elijah says, "No, let's just feed him and send him home. I stuck a fork in on the way over and they are all done."

David can go running out against Goliath because David has a prophetic word that he is going to be king. But he is not king yet which means one thing, "I cannot die. Goliath, it is a bad day to be you. One of us is going to die. I have a prophetic word from Sam. I am ok. You are so dead."

I would go running out if I had the word of the Lord. Here is the thing, **the word that God has put in your heart is everything**. But that is not the truth is it? The truth is we have relegated that word to *something*, not *everything*. **The word in your heart should mean everything**. It is the word of the Lord. It is everything. **Your prophetic word is everything. The word of scripture that God has given you for your life, it is everything to you.**

- It is your breath.
- It is your health.
- It is your prosperity.
- It is your victory.
- It is your guarantee.

Here is another good question. It is a personal one mostly.

6. **What part of your current identity needs an upgrade?**

I am sitting there thinking what part does not? See, when you ask that question, you know that God has got an answer for you because He knows what He wants to do next. He knows what He is doing right now.

What is God doing? What is God touching? What is the finger of God on you for? If God is touching a part of your life that does not work right now, what is He saying to you? He is promising you, "This is where we are working next. I want to give you a miracle right here. I have something provided for you in this place. I have a provision that is just outrageous. I want to do something here that makes you a completely different person."

I love the excitement of God. He loves to put His finger on parts of your life. It is like - I can sense the Holy Spirit rubbing His hands saying, "This is going to be so great! I have wanted to touch this part for ages. I have had this incredible provision and I wanted to give you this promise. You can get ready to see the bigness of the provision that I have for you, because I am in the business of transformation."

What part of your current identity needs an upgrade?

No wonder God is excited. He is just looking out, drooling, thinking, "All these brilliant people and I get to make them even more brilliant just like Me." He does not have an ego problem. He knows He is fantastic and He is making you in His image. I cannot even articulate to you how excited the Lord is about that transformation.

LIVE WITH A SENSE OF JOY AND WONDER

Here is the thing, to walk with God in the Spirit you need to get excited about yourself. You need to live with a sense of joy and wonder. I do. It is so important to be astonished, really. It is really important to live life astonished at what God can do; astonished at who Jesus is. You owe it to Jesus to have a sense of wonder about Him and a sense of wonder about yourself. Those two things are going to collide in your heart.

7. **What are you most passionate about?**

In terms of what you are doing in your ministry right now, what are you most passionate about?

8. The other side to that question is **what have you lost the grace for in your ministry?**

Some of us in this room, we have lost the grace for what we are doing and there is something in our hearts that is saying, "I really would rather be doing this." How many are there right now? The thing is, I am always saying to people that I am working with, "I do not expect people to be working with me forever. I expect them to be working with me so I can improve them so they can go on to be better and do the thing that they really should be doing which is probably not working with me."

So I am always checking people out. What are you passionate about? Anything new coming? Any new passion? And if you have lost the grace for something, then we should be easing you out of that place. Here is the thing. I always saying to them, "Find someone who is passionate about what you are losing the grace for and then we can train them in that. And then you can begin to move into the next thing that you

are being called to do. Take responsibility for training someone who is passionate about something that you no longer have any grace for. That is just amazing good sense and then as that is happening we can develop you into something else.”

One of the guys in my publishing business was in the shipping department and I remember looking at him. I think I was actually in an appraisal. And I said to him, “You know, if you are still doing this in two years’ time, I am going to let you go. I am going to fire you because I will not be happy. What you are doing here – it is good for now, but I want you to get married. I want you to be able to buy a house and you are not going to be able to do that on this salary because you are doing this standard job. You need to be thinking about something more. So, if you are still doing this in two years’ time, I am going to fire you for not being creative.”

He kind of like looked at me and I said, “Man I just want you to succeed. You are meant for something more. There is going to come a moment when you are going to lose the grace for this. I am saying to you, you have permission to lose the grace for this. But at the same time you have to open your heart to do something more.”

Long story short - he does all the design work. He is in a completely different department. He does all the design work for my products. He is still working for me, but in a different department.

You know, sometimes we just put up with stuff. We think, “Maybe it is warfare or I do not feel this or I am bored or whatever.” We do not understand **you lose the grace for something because God wants you to do something else. He has already planned your replacement.**

When I am taking churches through transitions, I am saying, “This is who we are as a community. This is the direction we are going in. If you do not want to go in that direction, that is cool, but God has already lined up your replacement. Let me help you find a church where you can sit in a pew and do nothing - if that is what you really want. I am ok about you leaving because I am going to give you away. I am not going to let you leave. I am going to give you away because I want something back. I want a person who can travel in this direction with us, not someone who wants to go back into Egypt. I want people who want to go into the Promised Land. If you all want to go back into Egypt, we will take up an offering and we will give you bus fare, but we are taking the dream liner and we are going into the Promised Land. We have things to do and we have things to be.” It is all about choices, we all have them.

9. **What do you need to become in order to become more effective in your role?**

It is not, “What resources do you need to have?” That can come later. The issue is *who* do you need to become in order to be more effective? It is about identity again. If we can sort out your identity then you can begin to determine the resources that you need and you can attract them to you, because resources are attracted to your identity.

IDENTITY ATTRACTS RESOURCES

God does not give you resources to solve a problem. He gives you resources as a measure of saying this is who you are in the Kingdom. Resources are not attracted to problems, they are not attracted to needs, *resources are attracted to personalities in the Kingdom who want to be someone or go somewhere.*

All favor is attracted to identity. So when you know your identity, you know there is favor attached to it. Joseph had a certain level of favor when he was working for the millionaire Potiphar. He had a whole different level of favor when he became the whole governor of the prison system. He had a whole different level of favor when he became prime minister.

All favor is attracted to
identity.

But here is the key thing. The favor was not attracted to his position. It was attracted to his identity in that place. Your favor is attracted to who you are becoming. That is when you start to really work with your identity. All kinds of resources and promises and permissions and favor start to accumulate to you. You have to start working your life through your permissions. You take responsibility for the blessings that God wants to give you and you start to have a different conversation with the Holy Spirit. One of expectancy, not need.

We are not begging God to give us things because He's not reluctant to bless us. He's really excited to bless us. And we can start to say, "Thank You, Lord, this is who I am, this is what You've called me to. So in the name of Jesus I call down the resources that I need to work with this people group. I call down the resources that I need so we do not make do with second best."

We are asking the Lord, "I want something to come from Heaven, not Goodwill. I want something that is excellent. I want it to come from Heaven. I want it to be powerful. I want it to be substantial. I want it to be beautiful. I want it to be excellent. I do not want to run my ministry in a way that reflects You might be broke."

OVERCOMING IS A GIVEN

- What challenges are you facing and how will you overcome?
- Overcoming is a given. It is not, will I overcome, it is how am I going to overcome?
- How am I going to get the better of the enemy in this situation?
- How will I overcome in these circumstances?

You are in Christ. You are a citizen of Heaven. You are learning to live from Heaven to earth. You are crucified to the world and the world is crucified to you. What that means is, if the world is crucified to you and you are crucified to the world, it means **you cannot be challenged by the world. It means you can only be challenged by Heaven.**

So here is the real issue of fullness of life in Christ.

- You cannot be challenged by the devil.
- You are challenged by the life that is in you in Christ.
- *You are being challenged by the goodness of God.*
- You are not being challenged by obstinate or oppositional people.
- *You are being challenged by the fruit of the Spirit and the gifts of God.*

- *You are being challenged by the indwelling presence.*
- You are not being challenged by your own belief; *you are being challenged by faith.*
- You can only ever be challenged in a good way.
- You do not accept any challenge from the enemy because the challenge from God makes you a higher person.

I am not fighting this battle on the enemy's terms. I am fighting them on the terms of who Jesus is in me and the nature of the high calling I have in Christ. I expect to be challenging the enemy.

KINGDOM DYNAMICS

We are Kingdom people. We are not earth bound in our spirituality. Jesus called people to follow Him, not just to travel with Him, but to become specifically trained to take a particular role in the Kingdom. He said this, "Follow Me and I will make you whatever you need to be."

That is the principle; you follow Jesus in all of His fullness and He makes you into the man and the woman you are supposed to be to get that job done. That is the exciting thing. You have so much to look forward to. You have so much that is going to open up. There is so much freedom that actually now can come to you because you are starting to think differently. You are not earthbound.

PRAYER

It is like prayer. Prayer is like chocolate. You love it. You want to eat as much as you can and cast all the calories into some really thin person.

Prayer is finding out what God wants to do and asking Him to do it. If I pointed you out right now and said, "Hey, the Lord is given me a brilliant prophetic word for you," and then I turned and walked away, what is your question going to be? What is it? You would be vaguely interested, right?

If I was to say to you, "Hey, right now, the Lord Jesus is before the Father and He is praying for you." What is your question going to be? "What is He praying?"

If I were to say, "Oh, and by the way, the Holy Spirit is here next to you and He is groaning for you. He is groaning because He has to live with you. He is groaning in intercession." Now what is your question going to be? "Well, what is He praying and does He agree with Jesus?"

So what if prayer is, you have two people in the Godhead in stereo? They are praying for you and you are listening to two voices. Do you hear voices? You better!

I was talking to an evangelical pastor and he said, "So you are prophetic? You hear God?" I said, "Yes." He said, "So you hear voices?" And I said, "What, you do not? Oh my gosh! How do you cope? You do not hear voices? You have Jesus in you, you have the Holy Spirit with you and you do not hear voices? You will be telling me next that God wrote a book and lost His voice." And he kind of looks at me, and I said, "Dude, Jesus said, 'My sheep know My voice.' You better be hearing voices. You have the Holy Spirit and Jesus both praying, so you are the third part of a threefold cord of prayer."

The whole issue with prayer is **you do not pray towards God, you pray with God**. You are hearing what Jesus and the Holy Spirit are praying and you are just joining in. *You do not pray to try and get an answer. You pray with the answer.* Right? That is a great conversation. Knowing the Kingdom dynamics of your own message in Christ is vital.

Here is another question.

10. **What part of the life of Christ are you responsible for declaring to people?**

Your responsibility will grow as you mature in Christ. What is the part or the parts that you are responsible for? What do you most love about Jesus? That is what you engage in. That is part of your conversation. It is who you are. It is what you exude. When you walk into a room, everyone knows, "I know his message. I know her message." Right?

11. **What are the roles of your leadership team?**

Knowing the specific roles of your leadership team is essential. We do not want to make everyone the same; we want to value the differences. Who's responsible for what? Who is taking an easy ride right now? Who needs a bit of time of R&R? Who needs some upgrade? Who needs some development? Leadership is endlessly fascinating to me.

If you want your work (your meetings) to change, it has to start with you. "In me first" is the cry of every good leader. "Lord, do it in me first. I want to know what it feels like so I can really talk about it enthusiastically." When the battle changes, that is exciting, because we need some adjustments.

We never talk about change in our ministry. We talk about adjustments. Calling change adjustments seems less traumatic somehow. We are making an adjustment, you know, changing something, you know, a little twist.

GROWING INTO UPGRADES

When an upgrade is present, everyone in our leadership must grow into it first. The thing about being a leader is knowing where the upgrades are kept and knowing how to find one.

PROBLEMS BRING PROVISION

If you have a problem, you cannot have a problem without a provision. Every problem comes with a provision attached to it. That is what makes problems exciting. They come with a promise. They come with a provision. Every time a problem comes, it is a yahoo moment. It is like, "Thank You, Jesus! This is brilliant!" We live with this sense of wonder. If I have this problem, there has to be a provision somewhere. Where is it?

Sometimes you do not see the provision, what you see is a promise and the promise leads you to the provision. Sometimes God puts a promise in the same room as a problem because He wants to get you out of that room. That room might be full of unbelief or mistrust or poor old me, I have a problem, all that negativity. Sometimes when you see the promise, it is usually right next to a door marked "exit". The Lord

is saying, "Pick that up on your way out, but I do not want you to view this problem from this room. I want to take you into a different place." Right? So problems are interesting.

Here is the thing, **you cannot grow in faith unless you have a problem.**

When you get a problem, it is your opportunity to give thanks. Rejoice in the Lord sometimes, in a few things you can give thanks, just be choosy. Right? It does not say that, it says, "*Count everything as joy.*"

You cannot grow in faith unless you have a problem.

Our problem is we do not get joyful about our problems. You can count a problem as a joyful thing. How about your first response is to get joyful rather than mournful? You might want to call your best friend. Just let them know the happy moment.

"Hey John, it is Graham. How is it going? Cool. Hey listen man; you will never guess what happened. I got a problem this morning. I know. I am so excited. Yeah, yeah, no it is cool. I knew something was up because the Holy Spirit came over early and He has like been walking around, bouncing around my living room, so I knew He was up to something and then this problem came. Yeah. It looks really big. Yeah. I mean if I am really careful I can make it last for a couple of months. I know I know. It is cool. Yeah. No I have not opened it yet. I have just been manifesting at the thought of opening it. Yeah, yeah."

"So anyway, so how is it going man? You do not have a problem? Well, just hang in there, a problem is bound to come. You know the Lord is faithful, right? He has not forgotten you man. It will happen, you know, that next upgrade. Have you got any promises that have come to you recently? You have? The problem has to be on its way then. Yeah, because you know God, He is always previous, right? He gives you a promise you do not know what to do with then you know there is a problem that is going to come that just applies to that promise."

"Hey listen, do you want to share this one with me? Oh cool. Hey, but listen man, when your problem comes, I will be expecting a phone call, right? Yeah. Cool, so how soon before you can get here? 40 minutes, brilliant! Hey are you passing a Starbucks on the way? Can you get me a coffee? That would be great. Ok, see you in a few."

See, this is who we are, right? This is identity. That is identity talking. *We are not identified by the problem for goodness sake. We are identified by the promise and the provision.* No problem comes without a provision attached to it.

What we are learning as leaders is, we are learning to be excited about everything. You do not have enough money? Get excited! You do not have enough resources? It is time to stand out there and call down the next part of your inheritance! God can never be stopped by something as stupid as money. Money is meant to serve the purposes of God.

Here is the issue though, **a lot of the time our resources are held up because we are needs driven and we are not inheritance focused.** *Resources come to your inheritance; they also come to your prophetic word.* So honestly, dig out your prophetic word. There has to be some money attached to it somewhere. There usually is. Whatever God orders, He always pays for.

THE ROLES OF LEADERSHIP

- **The primary role of leadership is the development and the advancement of the people who are following.**

I love the fact that everybody in this room has a story and a journey. I wonder what all the stories are that brought us here in this place for such a time as this. What are the pathways you guys have walked down? What are the things you have already fought? What are the battles you have fought? What are the things you have gone through? What are the things you have suffered? What is the story of your journey? And where is God in that story?

I always say to people, “You know, your story is your story with God. If you do not like the chapter you are in, then you know, rejoice that it is only a chapter – it is not the book.”

Here is the question, *what do you want your next chapter to be about?* And how can we get out of this chapter really well so that we do not have to relive it later on in the book? It is just a chapter. It is not the whole book. What do you want this chapter to be about? What do you want the next chapter to be about?

Everyone is on a journey. Everyone is on a path. Down that pathway there are problems and there are provisions. There are battles and there are victories. *There is a positive attached to every single negative that you are ever going to meet.*

- **Our role as Kingdom people is picking up the positives and using them to overwhelm the negatives.**
- **Our role is not to focus on a negative.**
- **Our role to see the provision that is already there and to step into.**

Our role as Kingdom people is picking up the positives and using them to overwhelm the negatives.

It is called favor – the favor of the Lord and it is yours. You have it. You are in Christ and He has it. You are in Him. You have His favor. To be able to say to people who have just lost their way in terms of faith and trust, “Well, you have favor in your life.” “Well, I cannot see it. I do not think I have it.” “Well listen, borrow mine until your own favor comes back and then you can pay me back?” “I do not have any faith.” “You can borrow mine.”

That one guy said to me, “I tried to speak in tongues. I cannot.” I said, “Ok listen, you come to my house at 8 o’clock.” He came at 8 o’clock and we went upstairs into my meditation room and I said, “Listen, I am going to speak in tongues. Copy me.”

It is a language for goodness sake. Like French. Like German. Like American. Speaking in tongues is a language. “It is just a language; do not get so hung up on it. Just copy mine. What happens is you need to overturn your own thinking because you have a mental block against it. Let’s just have fun. Let’s put some music on. I will speak in tongues because I love speaking in tongues and you can just copy me until your own language comes and then you are on your own.”

You know within ten minutes he was like, “How do you say that word?” I said, “Dude, just say it. It does not matter. You have inflection. Use it any way you want. Make it up. It does not matter. It is a language. Don’t you think God is going to have fun with you? It is not a big deal. You know make it up, sooner or later

you are going to crack into something and then the Holy Spirit is just going to have fun until you do it. Do not get hung up about this thing, ok?"

So within like ten minutes he is speaking in tongues and then, he just comes into this place with God and I left him and went downstairs and turned on the television. I wanted to watch my soccer game. He is upstairs for like three hours praying away. I had to throw him out of the house at 11 o'clock!

These things are no big deal to God. Do not make them big. You can enjoy everything which means you can have fun with everything. You count it all joy. That means you can laugh, you can smile at least, and you can have fun with it. It is enjoyable.

So I give you permission to enjoy stuff. Enjoy it! Enjoy the battle you have. The next one might set your teeth on edge. The thing is, you will be ready to enjoy that one when it comes.

➤ **So the primary role of leaders is to influence.**

That is who you are – an influencer. Everyone has a sphere of influence. When God put Adam in the garden, He wanted him to rule the world. God put him into a garden so he could grow his sphere of influence.

So the primary role of leaders is to influence.

God always puts you into a narrow place so you learn influence, so you learn faithfulness in the small things, you learn to influence the two of the three and then it grows exponentially. But God wants you to rule in the area that He has called you to rule.

Everyone has a definable influence, positive or negative. How we use our influence is vital to success or failure. You are a person of influence. Do not sit there and say, "I do not think I am." The very fact that you are here tells me that you are. You paid a price to be here. The least you can do is enjoy yourself. It is like, "I paid this price to be here and that is why I am so miserable." *The price you pay is what gives you joy.*

Here is the thing about favor; it comes hand and hand with vengeance. That means your favor is to get revenge on the enemy everyday of your life. Turning the tables; making him pay for attacking you. You know, when people say to me, "I do not really know what my ministry is," I say to them, "What is your testimony?" Because your testimony is, "This is what God did for me." All your testimony comes with an anointing built in to pass that testimony on to other people.

So if God healed you from cancer, whether you like it or not you have got a ministry that can heal people from cancer because it is your testimony. "God did it for me; He will do it for you!" I would find every cancer person I could and say I am so laying hands on you, because I have this anointing

Your testimony is the beginning of your ministry. Your testimony is what the Lord did for you. This is where He set you free from the grip of the enemy and now you have power to set other people free from the very thing that you used to be a victim of.

Your testimony is the beginning of your ministry and it gives you power in the Kingdom. Therefore you have influence. We gain influence from our own identity. So we all must define our chosen areas of influence.

Here are a few of mine:

- I influence people to want to know God by experience.
- I influence people to trust the Lord and walk by faith.
- I influence people to live a present/future lifestyle.
- I influence people to pay strict attention to prophecy and promises.
- I influence people to think brilliantly.
- I influence people to have a radiant idea of God.
- I influence people to know themselves in Christ.
- I influence people to be carriers of good news.
- I influence people to be aware of all God's possibilities.
- I influence people to be challenged by Heaven; and to live from Heaven to earth.

Here is the thing. I am intentional about every single one of them. Whether you like it or not, I am going to influence you about what I am passionate about. It comes out of the pores of my skin. If I talk in my sleep, you will get saved just by listening.

People follow what they want to be influenced by. Everyone wants to be loved, to belong and to be significant. Good leaders create that kind of environment. It is called appreciation; just appreciating people.

Anybody that you meet - it does not matter whether they belong to you or not, whether they are a complete stranger or not, you can say something that will make their day. *Just stay in the practice of making people's day* and you will have your own day made for you. We influence in a way that transforms people's minds and belief systems.

Influence people to become passionate about their story and their journey. I would love you to become excited about problems. Because I think problems are brilliant. *God allows in His wisdom what He could easily prevent by His power.* The fact that we can count everything as joy means everything is a possibility for God. I want to discover what that possibility is.

It is true that people who love learning grow the fastest. I like learning. I like learning from the enemy because that annoys him intensely. I like saying to the enemy, "You really helped me with this, I appreciate it." Influence how people think and perceive things around them.

HAVE ANOTHER THOUGHT

What you think about God is the most important thing in the world. There is nothing more important than that. What you think about God in the situation you are in right now is the most important thing in the world.

I want to influence you to look around you and find goodness everywhere.

What you think about
God is the most
important thing in the
world.

It is present - because goodness and glory are the same thing. When Moses said, "If I have found favor, show me Your glory." God's response was, "I will cause My goodness to pass before you."

The goodness of God, the glory of God is that He is good. *When the Bible says that we have fallen short of glory, what He is saying is we have fallen short of goodness as a lifestyle.* Thinking good, speaking good; seeing good; waiting for the good; bringing the good; doing good. Jesus went about healing the oppressed and *doing good* and healing all that were oppressed of the devil. (Acts 10:38)

It is the goodness and the kindness of God that brings people to repentance. Goodness is a key part of who we are. God is good. We are in the business of spreading the good news of what God is really like and who He really is and wants to be for people.

Influence people to live in favor, to look for God's possibilities. Influence people to see every negative as just a positive in disguise. We are not a people who can be overwhelmed by a negative because we are so busy translating it into something else. *There is no negative thought that can bind you unless you want it too.* You are free to choose the way you think about something and if all your thinking has brought you to a place you do not like, have another thought. There is obviously a better thought out there. Why don't you go for that one?

A guy came to me with a negative thought and he said, "I want to talk to you about this," and I said, "I have no interest in talking to you about that. My question to you is, 'Why are you persisting with that thought when there is a better one out there? Let's go looking together for the better thought.'"

What would it look like? That is the conversation I want to have. I do not want to have a conversation with you about your negative perception. I am saying to you there is a better perception out there, let's go find it!

If all your thinking has brought you to a place that paralyzes you, *have another thought.* There is a better thought out there because you have the mind of Christ and He is not stopped by anything.

There is no frustration in Heaven; therefore, there can be no frustration on earth. If it does not exist in Heaven, it does not have to exist in your world. If it is bound in Heaven, you can bind it here on earth.

When I get with a new leadership group somewhere, they all start talking about their frustrations; it is like to me, timeout! I would rather hit myself over the head with a club than have this conversation. *We are not dealing with your frustrations. They do not exist in Heaven. Therefore we are not going to allow them to exist on earth.* Now we only deal with possibilities here, so what are the possibilities?

Let's translate that frustration into something better and have a conversation about that. I am not having a conversation with you about your negative perspectives. I want to have a conversation with you about the real truth of how God sees this conversation. Let's have that conversation. Then we can go someplace.

So the issue is you do not have to deal with someone's negativity, it is not your job. But it might be your job to influence someone to see better; which is much more enjoyable, unless it is stressful. Influence. You do not have to accept a negative perception, but you can get in the habit of understanding how to turn that perception into something better. What if that is your job?

OBSTACLES GUARANTEE POWER

I always think that ***obstacles guarantee power***. They guarantee favor. If the enemy has put a lot of time and attention into putting an obstacle in front of you, he is scared about something. I want to know what he is scared about, because that is what I want to believe for. The obstacle is not the obstacle. The obstacle is the thought behind the reason that put it there. Why is this here? It is here because the enemy is scared of something.

Sometimes God puts an obstacle in front of you for you to learn to overcome. While you are learning to overcome, all the accumulated blessings that you should have had from way back there can actually catch up with you. What if?

I had some obstacles a few years ago and they stalked me for three months. I am saying, "Lord what is the key to this warfare?" After about five days of beating on the door of Heaven, the Lord just said, "Will you quit it? This isn't warfare, son. I have put this obstacle here because you are moving ahead too fast and all your upgrades, they are like ten miles behind you. So, wait. They need to catch up. You need to catch up with your own upgrades."

Here is the thing. What if each of your upgrades increases you so that the obstacle is not oppressive, but that you actually become bigger than the obstacle and you can jump over the thing? If you are in front of something that looks bigger than you, somebody is lying. I guarantee it is not the Lord. If your obstacle is bigger than you, somebody is lying to you. Aren't you interested in finding out who that is?

Here is one of my favorite stories from when I was pastoring many years ago. I am in my office and I am trying to do my talk for Sunday and these two guys, two of my elders are in the next room trying to cast a demon out of somebody. And all I hear is "What is your name? Come out!" Nothing. "What is your name?" And then they say, "Come out, so and so." You know? They almost went through the whole phone book.

So after like an hour and twenty minutes of this I get up and I knock on the door. The door opens and one of my elders is there with his jacket off, his sleeves rolled up, his top button undone, his tie halfway down his neck, looking red-faced and he said, "Yeah?" I said, "Dude, what are you doing?" He said, "We are trying to cast a devil out." And I said, "Dude, it is a lying spirit." He went, "Ah, gotcha boss."

For an hour and twenty minutes 'what is your name' is a lying spirit. It has been lying to them for 80 minutes. So I get in my room, I sit behind my desk. And I said "Come out you lying spirit." Absolute peace.

Some of us have been lied to and we have not caught on yet.

- If the obstacle in front of you is bigger than you, someone is being lied to.
- If you think you cannot do something, you are being lied to.
- If you think there is no provision in the situation, you are definitely being lied to and you are not seeing your real identity.

Influence is about

- How you shape the situations and the circumstances that you are in.
- How you bend them (situations and circumstances) to your will.
- How you bend them (situations and circumstances) to the will of God.
- How you bring Heaven into that situation.
- How you influence people to stand up on the inside and see what God is doing.
- How you help people feel about themselves. Just the way you chat to people, the way you appreciate, the way you affirm. Always declaring to them who they are; always telling them their identity; always being loving; gracious; kind and firm. Always communicating that sentence; calling them up into their identity. We are encouraging people to grow up into all things in Christ.

GOD'S FIELD, GOD'S BUILDING

The two metaphors for the apostolic are in 1 Corinthians 3:9, "You are God's field, God's building". That is a paradox.

A paradox is two apparently conflicting ideas contained in the same truth. So the apostolic is agricultural and construction. You are God's field, God's building.

What that means is you have to grow something in people before you can build them into the work. We are doing both together. We are growing people into the next stage in their identity and then helping them see where that fits into the work of God that we are building together.

I am asking questions because that is what *influence is*. It is not so much about answering questions; it is *about asking good questions*.

12. One of my favorite questions is, "**So what promise do you need to take responsibility for now?**"

Abraham had respect for the promises of God, concerning Isaac. God makes you a promise, you should respect it. The way you respect is to embrace it, take it on, put it on, use it, become it, and give it away to other people.

What blessings do you need to take responsibility for in your life? The best way to answer that question is what problem is here? Each problem denotes a provision that God wants to give you. So that is a blessing. So you take responsibility for the provision. That is why the problem is there.

The problem alerts you to the provision God wants to give you and then you take responsibility for the provision. You do not take responsibility for the problem. The problem is designed to lead you to something that God wants you to have. It is an upgrade of your identity. It is an increase in terms of your resources. The problem leads you to identify your provision so you can take responsibility for the provision. Have respect for the promises of God.

Everyone has a story about their own dreams, their own vision. I like leadership because it means I can step into their life and talk to them about who they are and who they want to be next. Everyone has a story and a journey. It is fascinating the conversations you can have with anybody anywhere.

Everyone has a story, so I will ask a question about their story. So what is happening in your life right now? Where do you feel you are right now? It does not matter whether they are a Christian or a pre-Christian. No one is safe. No one is safe from a blessing. No one is safe from some Heavenly perspective.

Everyone is on a journey. Everyone wants something. Everyone has dreams. Everyone has visions. Some people have lost theirs. Everyone has a story and a journey.

13. Good leadership is about stepping off the platform into someone's story. Leadership is not about living separate from the people.

So platforms, titles, all that kind of stuff, positions – they are irrelevant in many ways. When it all comes down to it, we are all children of God learning how to walk with Him. I do not want to have an institutional kind of leadership that lives a separate life where there is a moat between me and people. I like getting involved in people's lives. It is thrilling to sit in a coffeehouse and God points somebody else out that you have never seen before and do not even know their name and He wants you to start a conversation with them because He would like to have a conversation with them. He just needs to use your voice for a few minutes. That is thrilling. Stepping into someone's story and journey.

It is important to break down the barriers of leadership. If you are in this thing because you want titles, status and position you are in it for the wrong reason.

- It is not about clergy and laymen. I abhor that whole thing.
- It is not about superior and subordinate.
- It is not about master and servant.

It is about people connecting. I do not need to reinforce my title or status or position. I just need to use my influence to empower people to take a step up in their own life.

Leadership is relational. It is not just functional. It is concerned with fathering, with relating with people, with entering someone's experience; literally the context of someone's life and relating to them in the way that God wants to relate to you.

It is important to break down the barriers of leadership. If you are in this thing because you want titles, status and position you are in it for the wrong reason.

It is fascinating to me how God knows everything about everyone. It is fascinating that He knows exactly the ways to connect with people.

So I sat in Starbucks one day with a coffee, journaling with the Lord. We are having this great conversation. The door opens. This guy I have never seen comes in and he looks like the world has just fallen on him. He looks distraught - absolutely despairing, distraught. It is written all over his face.

He is so distraught he asks for a cup and he cannot even count out the money in his hand. He just holds out his hand and the guy behind him just gives him a weird look and takes the money. He does not know what he is doing. He is out of it.

I remember looking at him thinking, "What on earth has just happened to this man?" And the Lord said to me, "His daughter has been in college for two years and he is a blue collar guy. He cannot afford to visit her so he paid her a surprise visit. First time in two years and he is just found out that she is on crack cocaine selling herself on the street. His wife has died and it is his only child. He is an only child. She is all he has. He is distraught and he does not know what to do with himself."

And there was a pause and I heard the Lord smile, you know what I mean by that, right? When the Lord smiles it sounds like a chuckle. I heard the Lord smile, "Oh, by the way; he thinks he is an atheist." "So what are You going to do?" I asked.

And the Lord said, "I am sending you to talk to him." "What am I going to do?" I asked. "I want to give you this prayer for his daughter." So, as I sit there, the Lord gives me this six line prayer about his daughter's recovery. I go across to the man, and you know, there is no easy way of doing this, you just have to get over the embarrassment thing.

So do not make it an embarrassment. You do not have to fight the embarrassment thing; just say the embarrassment does not exist. Joy exists, so I am going to enjoy talking to this person. Then there is no embarrassment to get over. Right? This is what being in the Kingdom means.

So I walked over and I said, "Do you mind if I sit down," and he puts his hand up, and he told me in no uncertain terms where to go. I said, "Man I am here to talk to you," and he says, "I do not want to listen." I said, "Well you need to. It is about your daughter." He said, "Do you know her?" I said, "Never met her in my life."

"What the blank, blank, blank do you know about my daughter?" I said, "Dude, I do not know anything, but I am a Christian." The man was not pleased.

This is going really well I thought. So I sat down and I said, "Listen man, I am a Christian. I believe God is real and that God speaks today. He spoke to me about you and your daughter when you walked in. Now, if you do not want to listen to it that is cool. I will go back to my table because I was doing something really interesting before you walked in. But I would like this conversation to be interesting too. I think it could be. But if you are not up for it, that is fine."

Now he is trapped. He looked at me and he said, "So what did God say," and he said, "I do not believe in God! I am an atheist." I said, "Dude, everyone is an atheist until Jesus shows up. You are just in the waiting room that is all it is. You are just trying to figure out what this life is all about without Jesus, so, I have no problem with you being an atheist if you have no problem with me being a believer."

So he said, "Ok, so what about my daughter?" And I said, "Well this is what the Lord told me" and I told him and he starts to cry.

“How the blank, blank did you know that?” I said, “Dude, I do not know anything. I only know whatever God tells me. This is what I know.” And I said, “This is what the Lord wants to do with it,” and I slid the prayer across and he says, “What is this?”

I said, “It is a prayer that God wants you to pray every single day for the next six months. And if you do that that prayer will happen.” He said, “I am an atheist.” I said, “Right now, dumb is what you are.”

He said, “What do you mean?” I said, “Dude, you cannot even recognize an opportunity when it smacks you in the face. Listen, I have just given you the opportunity to do one of two things. One, if you follow through with this, and it happens, you are going to get your daughter back. Or you can go through this wholeheartedly and prove that God does not exist. That is like win-win for you.” “Oh yeah, I suppose you are right.” I said, “Absolutely I am right. So what are you going to do?” He said, “I am going to pray it.”

“Ok,” I said, “let me hear you.” He said, “What?” I said, “Let me hear you pray it.” So he picks it up and he just reads it out. And he looks at me and I said, “That is the most awful prayer I have ever heard. Pray it like you mean it; pray it like you want it.”

So he prayed it again and I said, “That is a little better, dude. But it is still grim.”

He said, “Well how would you pray it?” I thought he would never ask!

So I prayed it like it was my daughter. And I looked at him and he said, “Wow.”

So we practiced. He did it five or six times and I said, “That is it. That is the one. That is how you should pray it. And if you pray it like that, your daughter will absolutely come off crack cocaine. She will get out of that life. She will be restored to you. You will have your daughter back. Have a nice day.”

So here is the thing, what I have just taught him to do is connect with God. - which is a pretty decent morning’s work for an atheist and a believer.

Here is the thing. Five months after he started praying, his daughter had a specific encounter with God one night in an alleyway where she thought she was taking a customer down the alley and she got saved instead because it was the Lord. She had an encounter with God. He laid hands on her, she came off crack, she phoned her dad who had gotten saved a month before.

Here is the thing. You cannot pray a brilliant prayer like that and not get saved.

WE ARE BRILLIANT

Here is our problem. *We do not really know how brilliant we are.* But you are going to find out. You have got to find out because the world depends on you finding out.

Everything is a possibility. Everyone around you has a story and a journey. Sometimes, you know when you are blind to God, you are blind to the world around you. There are possibilities everywhere, around you. You can practice as much as you like. But you are a person of influence right now. The question is **who are you influencing?**

CELEBRATE MORE

I am an unashamed celebrant. I like celebrating. Life is for enjoying. If you can count everything as joy than life is for enjoying. So you can enjoy the fights, you can enjoy the peace. If you can enjoy a bowl game, you can enjoy church. Everything is about enjoyment.

Find the enjoyment and you will find Jesus. Learn to rejoice. You will always see His footprint. Learn to give thanks in everything; you will be happy about everything. It is not rocket science. It is not quantum physics. It is just life in the Spirit.

Here is the important thing. It is who you really are, that is who you really and truly are in Christ that is important. I am not describing myself here. I am describing *you*.

You are a person of influence.

You are a person of influence. Get out there and start influencing people.

You do realize that from this week on God is going to start doing a number on your perceptions. He is going to start coming after your perceptions. He is going to start coming after you, in the nicest possible way, about your thoughts and about how you think about things. If you are really clever and you are here with a group of friends, you will practice with each other. You will call each other up to things.

You will be saying, "Hang on a minute! You cannot think like that because this is who you are. What is that coming out of your mouth? That is not you. This is you. You need to speak like that person. You have to think like this person. You have to start seeing like this person, because you are not that anymore. This is who you are. I am calling you up to a higher way of thinking, a higher way of seeing, a higher way of speaking and a higher way of being and acting."

There is a quickening spirit around everything that Jesus is doing. You need to attract that quickening spirit into your life. The way you attract that quickening spirit is to say 'yes' to your identity. That means you have to say 'no' to anything that is not in line with your identity.

I cannot remember the last time I worried about anything. I think it was around 16 years ago. I got out of the habit of worrying and I cannot get it back. It does not work for me anymore. I am too used to seeing the possibilities. I set out on this journey to have a sense of wonder and I do not want to live without that. I am expecting to be astonished. It is important to live with a sense of wonder and astonishment. The world around me needs me to be astonished about Jesus. They need me to have a sense of wonder.

I was talking to one guy who was a pre-Christian. "You know what your problem is? You are naïve." I said, "I know!" Here is the true meaning of naïve: pure, innocent, glorious. One of my mentors said to me, "You know, the humble man has an advantage above all other men. No one can put you down."

So just to finish up here,

- **You need to start enjoying your journey.**
- **You need to let God rewrite your story.**
- **There is some fullness that you need to inherit.**
- **You need to learn how to facilitate abundance.**
- **Celebrate who you are and who you are becoming.** You owe it to Jesus. Those are the kind of people that can represent Him with excellence.
- **It is important that you lead with joy, not with tiredness.**
- **It is time for you to cultivate a new language that you are going to speak into your own life and into the life of other people.**
- **There is a new mindset to discover.** Do not partner with a negative thought. Use it to find the one that you should be thinking.
- **There are new questions you need to ask.**
- **There is a new direction to move into.**
- **There is some new momentum for you to discover.**
- **You are in Christ. Everything is a possibility.**
- **You need to be exploring your problems more effectively.** Look for the promise. Look for the provision. All problems are designed to lead you to a provision.
- **There is a new way of traveling with the Lord.** It is time to shake off the tiredness, the weariness, the lethargy and get gripped by a fresh sense of excitement and wonder about who God is for you.

All those in the above list are mindsets.

LIVE IN THE LIGHT

What do you do when you go into a dark room? You turn the light on. You do not live in the dark. You turn the light on. It is a switch. You can do it. Living in the light of who you are in Christ is no more difficult than turning a light on.

You are children of light. Walk as children of light. Switch the light on. Switch the light on for yourself. Enjoy switching the light on for other people. I have enjoyed switching the light on for you today so you can see what is really there and call it something different and you can be upgraded in joy, enthusiasm and strength.

Enjoy the partnership with the Lord. He intends to enjoy it with you. Understand that the Lord is really tremendously excited about your story and your journey. There are things He has wanted to give you for a long time. There are things He has wanted to say to you. There are things He has wanted to open you up to for a long time.

He will turn you into men and women of influence. You are here because you lead. Leadership is all about influence. Leadership is not just about what you say on a platform, but by who you really are in yourself. How you travel is the way that other people will travel with you. Let's pray.

Father, I thank You. This is a whole new day. We have to confess something to You, Papa, that this is exciting. This is who I am. This is who I really want to be. I want to be like You, indomitable. I want to be like You, because Father, You have never been overwhelmed by anything. Jesus has never been defeated and the Holy Spirit always leads us in victory.

I want to be like you. I want to be the overcomer. I want the next stage of my identity. I want to know who I get to become next. I want to know what provisions come with who I am becoming.

You make me want to go away and read through all my prophecies - read through all my scriptures. You make me want to sit with You and just ask You questions about me and who I am and how You see me.

And I am amazed, Papa, that You are so excited about me. And I want to be just as excited about You.

I want to thank You that this is the day that You have set aside for me to have a chiropractic moment in the Spirit to get adjusted. You are excited about this day. You are excited about this moment, and this time in my life, because there are things that You have wanted to give me for so long.

I pray in the name of Jesus, Lord, let all our upgrades catch up with us. Let all our promises reveal their provisions. Let every bit of favor and blessing catch up with who we are becoming now so that we stop moving and living in measure and start to move and live in fullness and abundance.

I ask in the name of Jesus that every one of us here and those listening who could not be here, that we would really begin to examine our influence in the Lord Jesus and that our life would be charged by all the possibilities of Heaven. I ask it Father for Jesus sake, because He deserves to be represented brilliantly by an excellent people and that is who we are. We are amazing on the way to becoming exceptional and excellent and outstanding. So I ask it for Jesus' sake. Amen.