



Fall, 2019
Edition II
Issue 25

The Way of Business



Theme Verse:
Psalm 90:17

“May the favor of the Lord our God rest upon us; establish the work of our hands for us-yes, establish the work of our hands.”



Go to
TWOB.org
Events

Saturday,
November 16,
2019

8:00 AM-
5:00 PM

**Business
God's Way
Seminar**

The Centennial Hotel
303 W. North River Drive
Spokane, WA 99201

“Business God’s Way” Seminar Now Open for Registration

The Way of Business (TWOB) President, Carl Tompkins, announced at the September *TWOB* Fellowship Breakfast that on Saturday, November 16th, he will be teaching the *Business God’s Way* eight-hour seminar, from 8:00 AM to 5:00 PM at the Centennial Hotel in downtown Spokane.

Registration is now open at the TWOB.org website, under the “Event’s” page.

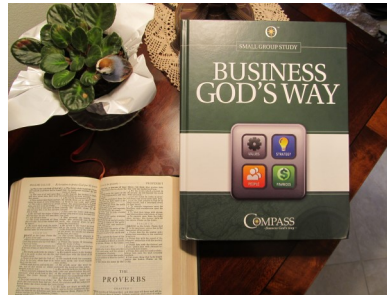
This seminar represents a cornerstone part of *TWOB’s*



ministry and provides attendees with an action packed day, covering six major categories of study fitting for all professions.

To begin with, *Business God’s Way* starts off with the subject of “Starting Well,” which allows participants to identify the priorities of ownership, proper character development, how to make good decisions and knowing just where you stand in terms of being “business ready.”

The study of “Values” is pur-



sued, teaching how to properly structure an organization, effective planning and how to attain wise counsel.

Within the subject category of “Strategy,” clear definition is provided on the topics of work ethics, roles, prosperity and managing the three forms of biblical capital that God provides.

The nitty-gritty of managing people is covered in the fourth section of study, ranging from hiring practices to promotions, how to build teams through trust, and how to be a great leader.

Dealing with financial matters is explored, looking at how to be profitable, bankruptcy, government issues, lending and giving.

The final subject is “Finishing Well,” which locks in on the subjects of succession planning and legacy.

All in all, Tompkins has witnessed the alumni of *Business God’s Way* come to a new heightened level of understand-

ing how their careers represent an enormous value and ministry toward the Kingdom of God, and how to better enjoy their work.. When asked what he liked most concerning the outcome of taking this course, Tompkins stated, “*Just as Jesus taught how to live life to the full, it’s seeing people live their careers to the full!*” He added that there is something special for everyone who attends, and that many of the tools that are provided as part of the program have made positive impact in helping people solve problems in the workplace.

What I found interesting was to learn how many people come back a second and third time to simply review and gain further knowledge, as new material is introduced regularly.

The cost of the seminar is \$95, which includes lunch and the hardbound *Business God’s Way* workbook. Tompkins added that scholarship help is provided for those requiring it, by simply writing to *TWOB*.

Be sure to register right away, as the class has limited seating.

**REGISTRATION
DEADLINE IS
NOVEMBER 11, 2019**

Let's Get Practical

One of the most overlooked concepts in business today, regardless of industry, is the telephone, yet the phone represents one of the more critical aspects of relating well with customers. Even in this day and age of the internet, the phone still reigns supreme in supporting the advancement of successful commerce.

What follows are a few tips from **TWOB** training course, *Quality Telephone Skills*.

- A. Always have a consistent “opening” when the phone is answered. A proper opening equates to a greeting, your company name and then your name. Make sure that everyone uses the same opening for professionalism. Example: *Thank you for calling The Way of Business, this is Carl.*
- B. Note that the best number of rings before answering is two. One is too early, three is okay and four is too late.
- C. Ask good questions to learn as much as possible, never assuming that you already know what the caller needs. Take notes and, at the end, repeat what was requested by the caller before providing information.
- D. When providing information, be to the point, making sure the caller understands what you’re offering. Check for understanding.
- E. When concluding the call, provide a genuine “thank you” to the caller, and encouragement for them to call again.
- F. If a caller needs to be put on hold, tell them why, for how long and attain their permission.

Carl Tompkins,
President, *The Way of Business*

Dates to Note—Events to Attend

40 Days for Life: September 25, 2019 through November 3, 2019 campaign. To book your hour of prayer, go to 40 days for life website or call Joanna Hyatt at 310-339-7173

TWOB Fellowship Breakfast: December 19, 2019 from 7:00 to 8:30 AM at the Centennial Hotel, downtown Spokane. A special event honoring Mayor David Condon for his eight years of service and great support of The Way of Business. Go to TWOB.org to register, under the “Events” page.

The Way of Business

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We're on the Web!

www.twob.org

Teaching God's way of doing business and uniting community members to better serve the needs of people unable to provide for themselves.

The Way of Business (TWOB) is a 501(c)(3) corporation and an American tax-exempt nonprofit organization. Our vision is to see the needs of people, who are unable to provide for themselves, be fully met by the community members. Our mission is to educate people on how to conduct business God's way, resulting in an improved economic, social and spiritual capital to better serve the needs of people. Additionally, TWOB unites and consults with businesses, social services, churches and civil services for the purpose of working in a more effective and efficient manner in serving the needs of community. The mission is completed through the regular activities of educational seminars, consultation, TWOB Website and Fellowship Meetings.



The Way of Business is funded through the generosity of partner supporters. If you're interested, visit our website.