



Spring Edition 2022
Issue 33

The Way of Business



Theme Verse:
1 Timothy 3:13

Those who have served well
gain an excellent standing and
great assurance in their faith in
Christ Jesus (NIV).

Upcoming Events

**Mountain of
Business
Prayer Meeting**

**May 24, 2022
12-1 PM**

The Gathering House

**TWOB Regional
Meeting on Unity**

**April 14, 2022
Call Carl for Details:
509-994-6478**

**Spring has
Nearly
Arrived**

TWOB Teaches What Causes People to Tick and Stick

Carl Tompkins, President of *The Way of Business* (TWOB), had the pleasure of teaching one of his favorite courses to the Pilgrim Slavic Baptist Church congregation entitled, *What Causes People to Tick and Stick*. Why this is deemed one of his favorites is that the theme centers around learning the four different behavioral comfort zones that people fit into and then how to pattern one's own behavior to match the manner that others prefer in working together. This provides for a more cooperative environment and always yields

improved productivity. Tompkins stated that there were plenty of laughs in the audience when individuals were identifying which of the four social styles that they belonged to; how they desired to operate, as well as, how to get along better with those residing in the remaining three zones of comfort.

In helping us to better understand this most interesting subject, how we assert ourselves in life comes down to being either tell or ask directed. And how we respond to situations causes us to be either task or people responsive. By combining these

two answers, we cast ourselves as being an Analytical, Driver, Amiable, or Expressive.

The seminar is loads of fun and very informative; one that you definitely should attend if provided the chance!



Legacy has a Lot to do with Finishing Well

An important aspect of TWOB's training in doing Business God's Way is finishing well, and a major concept in doing so revolves around one's legacy. Legacy revolves around what you leave behind for others to benefit from; what you'll be remembered by. An important tip for creating your legacy is that legacy begins the moment that you realize its importance.

Dave Kygier, of DMK Productions, has created a wonderful tool for people to utilize in establishing their legacy.



Through a special program you can create a short documentary film or audio archive that will impact generations to come with personalized messages. DMK's program will allow you to capture the moments with loved ones, friends, and family by recording your thoughts and

comments while you are still alive, leaving a lasting impression for generations to come.

Call or email Dave Krygier at DMK Productions to find out more: (509) 723-3777
dave@dmkproductions.tv.

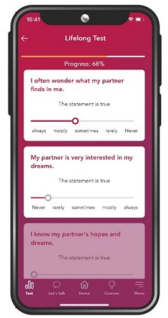


A Great Aid is now Available for Strengthening Relationships

TWOB had the pleasure for providing consultation services to two wonderful people, Stephen and Michaela Wesely, of Lifelong Inc. Lifelong has created a comprehensive app that provides assessment and remedy for any relationship between people that requires a positive shot in the arm. The vision of Lifelong is to have all cell phone users download the Lifelong app to bring God's design of partnership to all relationships and marriages in the world. With the app Lifelong, couples can determine where the strengths and weaknesses of their relationships lie and how they can work on them in very individual ways. Videos and practical tips complement the daily work on the relationship.



The app examines seven quality features: communication, sexuality, personality, time, needs, honesty and trust, and values and dreams. The basis of the app is the biblical view of marriage. Nevertheless, the app is designed in such a way that even non-Christians or people of other faiths can use the app without taking offense. Together with your partner or alone you answer fifty-six questions in the beginning, which are evaluated immediately. You get the five best questions, the five worst results, and the biggest differences. Every single question has an explanation and practical tips. Also, training videos specific to your score are suggested.



While individuals can download the app for free, Lifelong offers a license model for churches and organizations in order to use the full version of the app.

For more information contact Joshua Wesely at joshua.wesely@lifelongapp.com

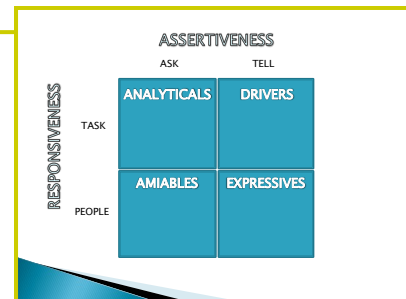
Let's Get Practical: Stretching Your Rubber Band

When it comes to gaining an excellent standing, as stated within our theme verse this edition, what goes a long ways in support of such a rating with people is how well you stretch your rubber band. This concept comes from the seminar *What Causes People to Tick and Stick*, which was covered in our opening article. When working on projects or through problem solving with other people, you'll find that being right or wrong is usually not as important to others when compared to how you express your point of view. Those people fitting into the analytical social style prefer a slow, low emotional approach toward accomplishment. Analyticals want the numbers, the facts and don't like taking risks. When working with those who like residing in the amiable social style, they focus on relationships. Amiables want everyone's involvement and for no one to get hurt along the way. Key in working with amiables is to use a lot of connecting; lots of socializing before getting down to business. When working with those living in the driver social style, be early, to the point, fully prepared and recognize them for their value in leadership. Drivers like you to know that they are in charge. Finally, recognize that the expressive social style people are very emotional and like taking the social initiative. The task at hand is important to expressive people and getting the job done fast and correct is important as long as it's a win for the team. Expressives are motivators of people and like to take charge when provided the opportunity. In summary, work at assessing the social style that other people are comfortable living and stretch your rubber band from the quadrant you live in to where they reside, practicing the behavior that they enjoy being around. And remember, social style represents behavior and not core values; as there is a big difference between the two. All four social styles hold equal values in achievement, winning and loving; it's just that their approach is different.

The Way of Business

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We're on the Web

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