



**MARKETPLACE  
CALLING  
COURSE**

*Think  
and  
Create*  
LEGACY  
EDUCATION

# **MARKETPLACE CALLING COURSE WORKBOOK**



THE NEW ECONOMY

**“A NEW BREED OF MARKETPLACE LEADERS”**

**THABO SIZO MAHLOBO**

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# TABLE OF CONTENTS

Getting Started .....	5
Workshop Objectives .....	5
Introduction: The Tipping Point .....	6
Session 1: An Incredible open door .....	7
Session 2: The Paradigm Shift .....	10
Session 3: The Call .....	13
Session 4: Called to Experience the Father's Love .....	14
Session 5: Called to Belong – Discovering Spiritual Family .....	17
Session 6: Called to be Equipped .....	19
Session 7: Called to be Deployed .....	25
Session 8: Called to Influence Culture .....	29
Conclusion: Occupy till I come.....	33
Wrapping up .....	38
Words from the Wise.....	38
References .....	39
Other Material by Thabo Mahlobo .....	40



*Every new beginning comes from some other beginning's end.*

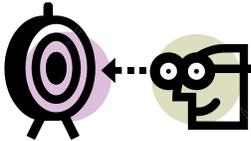
*-Seneca*

## Getting Started



Welcome to the Marketplace Calling Course. We believe God is raising up people in South Africa that will be used mightily in the marketplace, because they view their careers as an extension of what He is doing in their lives and their goal will be to advance His purposes in the earth. This workshop has been designed for people with a passion and call to lead in the marketplace. It provides the necessary understanding of what it means to be called, and how to effectively live out your faith in the marketplace. This workshop will also give all participants an understanding of how change is implemented and some of the practical tools for influencing culture.

## Workshop Objectives



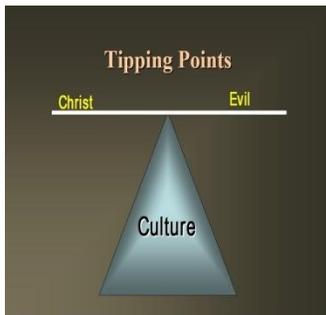
Research has consistently demonstrated that when clear goals are associated with learning, the learning occurs more easily and rapidly. With that in mind, let's review our goals for today. By the end of this workshop, you should be able to:

- Describe what Marketplace Calling is all about
- Be able to discover your Call and Assignment
- Demonstrate a practical understanding of what it means to reclaim the seven mountain of influence.
- Live a life worthy of Purpose
- Connect with your Path towards Destiny & Convergence

*Those who expect moments of change to be comfortable and free of conflict have not learned their history*

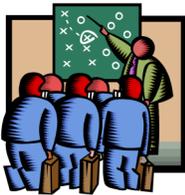
*-Joan Wallach Scott*

## Introduction: The Tipping Point



We need to prepare ourselves for a possibility that sometimes big changes follow from small events, and that sometimes these changes can happen very quickly. Whether it's a latest trend, crime or viral epidemic. The "tipping point" is the moment of critical mass, the threshold, or boiling point where a minor trend suddenly surges to become a significant movement. We recently saw in our country how a student protest on fees suddenly became a national protest that placed the country on a standstill; we saw other movements like Zuma Must Fall, Save South Africa, AfrikaansMustfall and Black Lives Matter. All these just came out of small events and became issues on national importance, or areas of contention. The preaching of the gospel in the first century eventually caused a tipping point in the Roman Empire. No one would have imagined that over just hundred years, Christianity would have grown from a small, persecuted, minority to see even the Emperor declare that Jesus is Lord.

God uses crisis and persecutions to trigger a tipping point that will radically bring change in society, and in turn place us in a larger place of influence. He takes each and every one of us through a process of transformation and change, so that we could be His agents for change. This change will provide kingdom solutions and answers to a hopeless world.



We would like you to take some time and reflect on some of the small events that happened in your life that led to big changes. It is critical to manage these changes by creating and implementing a divine strategy that will define an approach consistent with the unique needs and demands of that season. This strategy can serve as the guiding framework; providing direction, and shaping decisions as you effectively transition throughout the change process.

Small events	Big changes	Small events	Big changes
1.		3.	
2.		4.	

*Every new beginning comes from some other beginning's end.*

*-Seneca*

## Session 1: An Incredible Open Door



The greatest challenge is in keeping the church's focus in the right direction. Deep down all of us know the truth: we must reach and disciple nations, advocate for social justice and influence the culture around us. But the concerns and busyness of our modern lives have made this mandate too easy to dismiss or ignore. "Beside we have our own needs in our families, churches and cities," many would say. It is this thinking that has blinded us to the world around us. We cannot see even when our workplaces and other areas of influence have opened up and need us to step in with solutions.

## Old Habits Die Hard

Yes, it is true that old habits and paradigms die hard. Looking into the book of Acts, despite Jesus' clear command to reach all nations and not just stay in Jerusalem, the leaders of the new church had a hard time "thinking outside Jerusalem". They probably thought Jesus said, "Build it in Jerusalem and the rest of the world will come," and unfortunately this is the same mentality our modern churches face today.

- Let us build a bigger building and people will come to us.
- Let us invest in our in-house schooling, training, television ministry and people will come
- Let us improve on our facilities, make conditions and the environment comfortable to keep the current members
- Let us host a lot of music events and people will come.

## The Church's Biggest Mistake



One of the great mistakes of the modern church is to think that evangelism is something done within the four walls of the church building. Acts 8:1-4 makes it apparent that evangelism was not done by the pastor or clergy, but by believers that went everywhere preaching the Word (Acts 8:4).

Some methods of evangelism mentioned in scripture are:

1. **House to house evangelism:** "...and in every house, they ceased not to teach and preach Jesus Christ" (Acts 5:42).
2. **Personal one-on-one evangelism:** Philip ministered to the Ethiopian eunuch (Acts 8:26-38); Paul to Sergius Paulus (Acts 13:7); Jesus to Mary Magdalene, Nicodemus, the woman at the well, the thief on the cross and others. There are around 35 such instances recorded in the Gospels alone.
3. **Evangelism to large crowds:** Peter ministered to the crowds in Jerusalem at Pentecost (Acts 2) and Paul at Lystra (Acts 14:8-18).
4. **Evangelism to entire cities:** "Then Philip went down to the city of Samaria, and preached Christ unto them" (Acts 8:5).
5. **Public debate and preaching:** Paul disputed in synagogues and market places (Acts 16:17), Peter and John preached in the temple (Acts 3:11-26). Paul declared, "And how I kept back nothing that was profitable unto you, but have showed you, and have taught you publicly and from house to house, Testifying both to the Jews, and also to the Greeks, repentance toward God, and faith toward our Lord Jesus Christ" (Acts 20:20-21).
6. **Tract evangelism:** The first tract evangelism with ink and pen are in the Gospels. John in his gospel stated, "These are written, that ye might believe that Jesus is the Christ, the Son of God; and that believing ye might have life through His Name" (Jn. 20:31).

Christians are to be wise in the way they act and speak to unbelievers. We are to make the most of every opportunity. The Christian's speech should be gracious with answers that meet the needs of each person they encounter.

## The 9-5 Window

For many years Christians have heard of and channeled prayer, money and energy into the “10/40 Window.” What is the 10/40 Window? 10/40 Window.org says: “The 10/40 Window is an area of the world that contains the largest population of non-Christians in the world. The area extends from 10 degrees to 40 degrees North of the equator, and stretches from North Africa across to China.” The Christian community for years has enacted a strategy to evangelize the people in this region of the world.

The FAW movement awakened believers to another window of opportunity called the 9 to 5 window.



It is not a supposed, far-flung place, inaccessible by most people. It is just around the corner where people go to everyday.

Os Hillman in his book, *Faith & Work*, says that a “Faith at Work” movement is sweeping across our land today. He calls it the “next great movement of God” and likens it to a sleeping giant that is being awakened and starting to take **our nation by storm**.

This movement is fueled by Christians who take the Great Commission seriously and apply it to the area of their lives where they spend the majority of their working hours. It is a movement that reaches beyond the walls of the church. It is believers practicing relational evangelism in their spheres of influence in order to see people reached for Christ.

Hillman believes that Christianity is on the precipice of a large movement of God through believers in the workplace. He writes, “We are now seeing early glimpses of what can happen in and through the life of a Christian who is willing to break the sacred/secular divide that has held sway since the days before the Reformation.”

George Barna believes that “Workplace Movements will be one of the core future innovations in the church”.

### Notes:

- 1.
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- 3.
- 4.
- 5.

*There can be no transition without a mentality or paradigm shift*

*-Dr. Peter C Wagner*

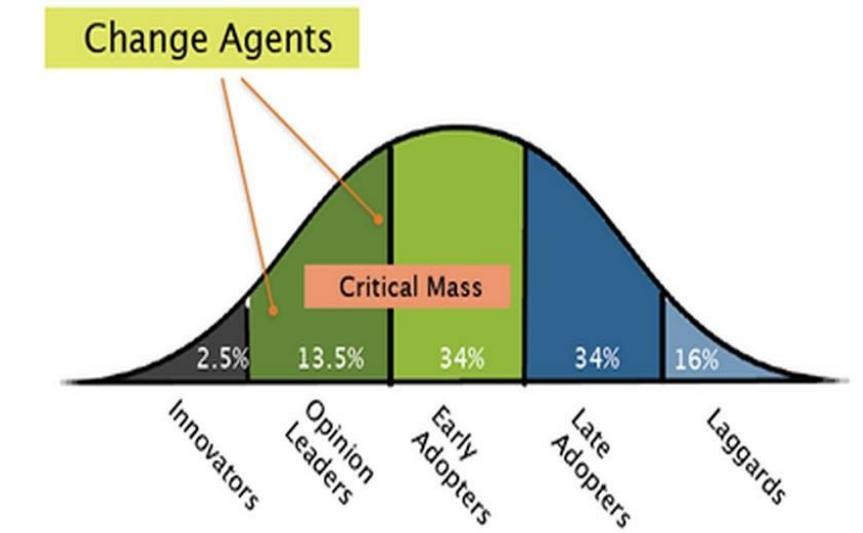
## Session 2: The Paradigm Shift



There can be no transition without a mentality or paradigm shift. A paradigm is simply a mental grid through which we interpret certain aspects of reality that come to our attention. Two people can arrive at vastly different conclusions after processing the same facts. This is because they have different paradigms. So a paradigm shift involves making changes in our mental grids. This becomes critical and necessary for us in order to begin to hear what the Spirit is saying about different components of life. Since the paradigm is a mental grid, the central issue is how we think. Paradigm shift requires a renewing of the mind. We can be transformed if we begin to think properly.

### What Happens in A Paradigm Shift?

We get pulled out of our comfort zones. We begin to realize that we need to make some adjustments to the way we had been thinking for a long time. The late Peter Wagner in his book, *Church in the Workplace*, mentions that studies concluded that whenever a new innovation is introduced, some individuals are *early adopters*, some *middle adopters*, some *later adopters*, and some are *laggards* who refuse to accept the innovation at all. The church has always found itself at the end of the curve as laggards who are always reacting to trends, instead of being proactive and setting the trends for nations to follow.



## Common Reactions to Change in General

- **Denial:** If a change is announced some people may feel that the change is not necessary. They may be reluctant to listen, or deny any facts or information presented to support the change.
- **Resistance:** With any change there will always be people who resist the change. Resistance is very common and stems from a fear of the unknown. Not knowing how an event is going to turn out can be a scary event for those who go through the change.
- **Anger:** When change occurs and the norm is uprooted, people can experience anger. People may lash out and become uncooperative during this time. Humans are creatures of habit, and when changes occur people can become angry.
- **Indifference:** People just may not care, or the change may not have an impact on their routines or work. Be wary of this, as the change may be intended to have an impact; if the individual is indifferent about the change, then they may not understand or accept it.
- **Acceptance:** Changes generally occur for the better and have a positive influence on those involved. Even with positive change, acceptance may not happen right away, but should occur quicker as opposed to when the change is perceived to be negative.

## Tools to Help the Change Process

Preparing for the change is very important as with preparation comes more chances of success. These tools will help facilitate the change process and provide the best chances for success.

- **Communication:** Keep the lines of communication open before, during and after the change as on the fly changes may be needed. This will help with any unforeseen events that occur during the change. It will also help to learn for the event which should make future changes occur even smoother.
- **Education:** Educate all parties the reasons for the change, and what the expected outcomes will be. People want to know why a change is occurring. It will also help to stop and clear up any rumors that may have been spread.
- **Training:** Make sure all parties are trained and up to date with any and all material required for the change. A very important step if the change involves adding or removing any pertinent in the business.
- **Flexibility:** When change is planned for not all events can be foreseen. Be flexible and ready to modify or update the current plan to account for any unforeseen events.

**Affected Parties:** It is especially important to have the individuals that are involved in the change participate in the change process. They may be able to shed light into the subject from an expert's point of view.

These tools will help battle any negative reactions when they occur, and with more preparation the change should be smoother.

**Notes:**

- 1.
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- 5.



*"Death and loss are the final wakeup call"*

*-Douglass Horton*

## Session 3: The Calling



### Calling

I will never forget the first time I was confronted with this statement, "Thabo, you are called by God! You are anointed! You have a mantle for finance and the gift of healing!" I was taken aback by these phrases. In fact, they scared me more than serving their intended meaning. Other additional phrases were, "Why did God make you? What is your purpose and destiny?" **For a young believer, academic and professional these phrases can be very much confusing and leave you with a sense of emptiness, or a bit of uncertainty?**

### Misconceptions About the Calling

The uncertainty comes because oftentimes, we associate the word 'calling' with a lot of religious activities which normal people cannot do, or we think that only the priests, clergy and pastors are called. These misconceptions have created problems in societies because you have so many cults, rituals and traditions done in the name of calling. So even when this word is innocently used, our paradigm often rejects its true meaning and gravitates towards the perverted meaning of it.

I always thought that people who are called were strange, irrational, irrelevant and irresponsible. This was a life demonstrated by some of our family members, friends and colleagues who said they were called by God. Well to a certain degree I think I also was like one of them until I began a journey of discovery to find out exactly what this word 'calling' meant; what does it mean to be called? And who called me? For what? So part of the objective of this workshop is a personal story and a journey of the discovery of my calling. I have divided this subject into five categories which we will look at during the course of this workshop:

1. Called to experience the Father's Love;
2. Called to belong in God's Family;
3. Called to be equipped;
4. Called to be deployed
5. Called to influence culture.



*"When God thinks of you, love swells in His eyes"*

*- OS Hillman*

## Session 4: Called to Experience the Father's Love



God created us foremost for relationship and second for mission. He desires our companionship. His heart longs to connect with our heart. He reveals this in Jeremiah 9:23-24, 'Thus says the Lord: "Let not the wise man glory in his wisdom, let not the mighty man glory in his might, nor let the rich man glory in his riches; but let him who glories glory in this, that he understands and knows Me, that I am the Lord, exercising loving-kindness, judgment, and righteousness in the earth. For in these I delight," says the Lord'.

### The Orphan Spirit

Many of us believe we are simply unlovable. The wounds we have received early in life have dictated what we perceive and believe about ourselves and God. When we received these wounds, it often resulted in shame and subsequent performance in an effort to gain love from those around us. However, until we are healed we will sabotage relationships subconsciously to prove what we perceive about ourselves: that we are unlovable. It takes others who are close to us to recognize this root issue in our lives and be willing to love us unconditionally. God forces us back to the place of our wound in order to bring us to a place of freedom and deliverance into the broad place He desires for each of us.

To truly believe we are loved by God and can experience that love, we must overcome a number of personal hurdles. Many of us must overcome the dysfunctional family systems we were brought up which has created the following effect in our lives:

- The orphan spirit **creates strongholds or makes you believe a lie, "Since my father never loved me, it means God, the Father, does not love me"**.
- **When we are under the orphan spirit we are unable to connect emotionally with God and others.**
- We become **arrested in our development.**
- We live our lives with a **slavery mentality (living as a slave).**

## Learning to Live as Sons and Daughters

I'll be honest with you. I do not remember my father ever placing his hand on my shoulder and saying the words, "I love you." I barely remember my brothers and sisters ever connecting deeper with me until I was an adult; so my wound was the absence of words that were never spoken to me. The message I received from this wound was that "you have no value," so I ran through life doing whatever I could to create value and prove my worth. The lies I subconsciously believed were that I had to make it on my own; no one would ever be there for me; and the outcome and the results were completely up to me.

If we do not receive words of validation and emotional love from our earthly fathers and our Heavenly Father, we will often seek that validation through escapism such as sex, romance novels, shopping, and any number of pleasure-focused activities. We will struggle with uncertainty in our core and will be ruled by fears and the opinions of others, hoping for someone to notice us.

We can draw empowering lessons from the story of Jesus when He was baptized; the writer said a voice came from heaven saying, "You are beloved Son in whom I am well pleased" (Luke 3:22)! What is amazing with this passage is that Jesus had done nothing significant and his ministry had not begun. He had not performed any miracle nor healed anybody; but God was pleased with him. This revelation should bring freedom to you, because you know deep down in your heart that God loves you irrespective of any credentials and achievements.

### What Happens When We Live as Sons and Daughters of God?

- We believe and experience the unconditional love of the Father.
- We experience Sonship as heirs based on our position in the Father.
- We rest in the security of our Father's provision.
- When we fail we are still loved.
- We are stewards of what our Father entrusts to us.
- We love our Father's character (unconditional love).
- Value is totally based on our position as His sons and daughters.
- We experience His love fully.
- We receive gracefully.
- We recognize our sins and repent.
- We live from the heart and connect deeper to God and others.
- We believe we are loved.
- We operate both in the inner and outer court as both king and priest.
- We live a Godly Kingdom lifestyle defined by grace and redemption.
- We live under God's authority.

**Notes:**

- 1.
- 2.
- 3.
- 4.
- 5



*“As Christians, we are not just called to believe, but to also belong”.*

*-Rick Warren*

## Session 5: Called to Belong – Spiritual Family



God birth us and joins us into families. Families speaks of identity, loyalty, boundaries and above all, purpose. We are called to be part of the body of Christ. Rick Warren said, “As Christians we’re called to belong, not just believe, we are not meant to live lone ranger lives, instead, we are to belong to Christ’s family and be members of his body”.

### Finding a Spiritual Family

Finding a spiritual family is a little different because it is a matter of the working of the Holy Spirit who “has set the members, each one of them, in the body just as He pleased”. What may be needed is more insight into the work He has already done. Though the process shouldn’t be that difficult, many people spend years searching for the right place to fit into the body of Christ. For them, finding the right place can be a pretty experience. Rick Shelton, senior pastor of Life Christian Church in St. Louis said, “All my life I was looking for where I belonged, where I fit. Sure, I had a successful ministry and a larger church, but I knew that God wanted me to find a larger family in order to realistically change the world”.

### Benefits of Being Part of Family:

- We establish relationships for life
- There’s discipleship and accountability
- We are part of team learning
- We become a model for great organizations
- There’s an exponential impact in the society

### Protecting Relationships from Offenses

Satan is constantly attacking relationships in the body of Christ. He knows that a people divided lose the power and effectiveness to accomplish the mission. We have to speak the truth in love to one another, according to the principle of Matthew 18. We don’t backbite; we don’t say anything about people in their absence that we would not say in their presence. If there is an offense between us and another person, we go to them privately. If it does not work, we take someone else with us – not just

someone who agrees with us so that we can gang up on the other person; but a mature and mutually respected Christian who can mediate and help work through the differences.

### **The Power of a Praying Family**

It is an immutable law in the spiritual world: families that walk in unity are effective in prayer. Those that don't, aren't. Stormie Omartian, in her book "The Power of Praying Together" observed that one of the most important things about being in a spiritual family is finding power in prayer through unity. Jesus said if two of us agree concerning anything, it will be done for us by our Father in heaven (Matt. 18:19).



Stormie's books on prayer may have sold millions, but the greatest thing about her is the example of her own life. She and her husband, Michael, live what they write about. Their mentor, Jack Hayford, attested to this and to the fruit of their lives when they were members of the Church on the Way.

Jesus is looking for people that will deny themselves and be at the center of His will: praying and then working to fulfil the apostolic mandate. His desire is that the life, beauty and order of heaven be brought to our world right now, in our generation. He promised this: "If my people, who are called by my name, will humble themselves and pray and seek my face and turn from their wicked ways, then will I hear from heaven and will forgive their sin and will heal their land" (2 Chron. 7:14). God is not expecting all the citizens of a nation to repent before He begins to heal the land. He begins by looking for His people, the Church, to humble themselves, repent and pray. The condition of our cities is laid at the doorstep of the Church.

*The divine motive for God equipping his people is to use them to indict and displace lawlessness and fraudulent practices.*

*-Thamo Naidoo*

## Session 6: Called to be Equipped



God is deeply involved in the process of economic reformation. By empowering godly people (just like Joseph and Joshua) in the world of economics (and in other facets of society), He seeks to bless humanity as a whole. The Church plays an integral role in being the resource centre, which provides the information and tools for marketplace leaders.

The divine motive for God equipping his people is to use them to indict and displace lawlessness and fraudulent practices, and to be a restraining force in the earth. Anything that does not encourage godliness must be removed. Only that which sustains life and brings back wholesome living is what releases the favour of God into the human arena. It was because of the wickedness of Canaanite nations that God gave the land to the Israelites (Deut. 9: 5). So we see that He desires for His people to bring back godliness and righteous living in the earth.

THE NEW ECONOMY

### Called to Battle

Every day there is a battle of ideas waged in different spheres of influence. These ideas are defined as philosophies, or “a way of thinking.” Some of these “formalized ideas” have produced “schools of thought,” which have become foundations of our political and economic theoretical and ideological premises for the creation of systems of governing communities, societies, cities, nations and the world. The negative side of this is that some of these ideologies have been the source of injustice, destruction, oppression, mass poverty, depression and social terror.

### Spiritual Warfare

There is a great battle being waged in the spiritual world. It is a personal battle within between the flesh and the spirit. It is a social battle with the evil forces of the world. It is a spiritual battle with evil supernatural powers.

In order to be properly prepared for these perilous times, renewed emphasis must be placed on the strategies of spiritual warfare. The Christian life is war. The sooner we recognize and prepare for it, the

sooner we will experience victory. Spiritual warfare is not a natural battle between flesh and blood. It is not a battle of man against man. It is not a visible battle. It is an invisible struggle in the spirit world. It is a battle within and around man. It is not a visible war because spirits are involved and we learn in Luke 24:39 that a spirit does not have flesh and bones. Spiritual warfare is "multidimensional," which means it is fought in different dimensions. It is...

1. A social battle between the believer and the world: John 15:18-27.
2. A personal battle between the flesh and the spirit: Galatians 5:16-26.
3. A supernatural battle between believers and evil spiritual powers: Ephesians 6:10-27.

## God's Preparation Process for Change Agents

God often use adversity and crisis as a catalyst to bring his people into a larger place of influence. He takes us through a process of transformation and change, so that we can be His agents for change that

### 6 Stages of the Call of a Change Agent



will provide kingdom solutions and answers to our hopeless generation. Joseph emerged at a time of economic crisis in Egypt. He became one of the best rulers and prime ministers; his Kingdom economic policies saved the Egyptians and so many nations (Gen. 50:20). He won the battle for culture. He was entrusted with the whole economic system of Egypt to bring reforms and change to it.

Joseph's story is not that of Hollywood or Nollywood. It is a story of a young man who was loved by his father; had a dream; was almost killed; sold to slavery; sent to prison; and despite all these adversities emerged as one of the rulers in one of the most powerful empires at the time.

OS Hillman in his book, titled "Becoming A Change Agent", wrote about how, as he studied the lives of other change agents, he discovered six stages that God often takes His change agents through in their spiritual pilgrimage towards becoming change agents. I have also personally gone through each of these changes in my own life.

1. *Divine circumstances*: God initiates a personal encounter with a change agent, often through personal crisis.
2. *Character development*: God takes the change agent through a series of character tests designed to develop humility and trust.
3. *Isolation period*: A time of separation from dependencies, which realigns values to a biblical economy.
4. *Personal cross*: God brings the change agent to experience his or her personal cross.
5. *Problem solvers*: Change agents become problem solvers through invention and entrepreneurship.
6. *Networks*: Change happens as small number of change agents band together.

## Discovering your Purpose

Purpose is derived from several complex factors experienced over an extended time period over one's life.

1. Coming to know God personally, through Jesus, is the most important first step one can make toward discovering one's purpose.
2. Next, learning about your aptitudes helps to reveal your gifts, talents and passions. It helps you understand your natural inclinations.
3. Next, for many leaders, God takes them through a season of character building that often has little to do with their gifts, but is a vital step to helping them develop the character that God requires for the assignment He has for them.
4. Leaders often have a circumstance that ushers them into the larger story of their life:

- ❖ Abraham had a dream and vision,
- ❖ Jacob had a dream,
- ❖ Paul was blinded by God on the Damascus Road,
- ❖ David was thrust into an encounter with Goliath,
- ❖ Martin Luther King had a crisis of theology,
- ❖ Martin Luther King Jr. was thrust into the civil rights movement at age 26.

There is usually some type of “*kairos*” moment, or crisis of belief, in the life of one in whom God has placed an *extraordinary call upon them*. *We don't all have an extraordinary call that may affect the masses, but we are all called.*



5. God often uses mentors to help his sons and daughters in the path He desires to take them on:
  - ❖ Moses mentored Joshua,
  - ❖ Paul mentored Timothy,
  - ❖ Elijah mentored Elisha, and
  - ❖ Jesus mentored the disciples.
  - ❖ I have had several mentors in my journey and cannot tell you how important those mentors have been to my life.

## The Return to Vocation



The English term ‘vocation’ is from the Latin word “*voca*”, which means ‘inner voice.’ Martin Luther took the idea even further with the concept of “*beruf*”, a German word meaning ‘inner longing’ or ‘a pull to something from God”.

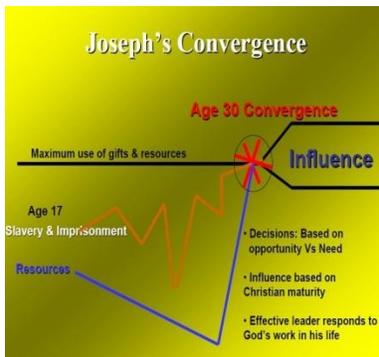
Our children must be trained to hear the voice of God from an early age to be able to determine which careers they should choose. We should also consider the following:

- Every human being was born with a gift from God.
- Our society does not allow these gifts to manifest; they put so much emphasis on streamline subject choices like Maths and Science, or careers like Accounting and Engineering at the expense of other careers.
- The gift is natural and brings prosperity in the end.
- The gift is an area of expertise given by God to prosper and bless humanity.
- Everyone who discovers their gift will dominate their sphere.

Gifts	List all your Gifts in a separate page
Discovery	<ul style="list-style-type: none"> <li>• Form small groups of three.</li> <li>• Interview each other about your gifts using the Gifts set sheet.</li> </ul>
Dream, Design and Destiny	<p>During these three phases, small groups gather to:</p> <ul style="list-style-type: none"> <li>• share stories,</li> <li>• give feedback to each other,</li> <li>• launch long-term peer coaching relationships to provide energy, encouragement and support for one another in these groups.</li> </ul>

## Convergence

Dr. Lance Wallnau describes convergence as the place where your gifts, talents and acquired skills combine with a role that empowers you to do what you were created to do. It is a word to describe



what happens when you enter your ultimate purpose — you become actualized, come alive, in a role that pays you to do what you do best. This divine assignment becomes “the work” that your whole life has prepared you for. The convergence stage of life taps into your power to make an ultimate contribution. What’s an “ultimate contribution”? It’s Moses freeing his people; Joshua enabling them to possess their land; David consolidating a kingdom and; Solomon building a house as he administered the nation at the height of its glory and power, as a type of the kingdom to come.

The age of maturity was 30 in the Jewish culture. Joseph, Jesus, and David all began their core assignments at age 30, although God called them into their assignment earlier. Joseph and David went through their character developing stage before they entered into their assignment.

For these leaders this was also their time of convergence. Convergence is also when God’s circumstances, your heart, your talent, your influence, and your social capital converge to maturity. Others got their assignment much later in life. The Bible reveals when many of God’s change agents discovered their purpose and subsequent assignments.

- Methuselah: oldest man recorder in the Bible at 969.
- Adam lived to 930.
- Enoch was 365 when taken to heaven.
- Noah built ark at age 500+.
- Abraham was initially called at age 75. He was 100 when Isaac was born.
- Moses began his assignment at 80.
- Joshua succeeded Moses at 80 and died at age 110.
- John wrote Revelation in his 90s.

Final thoughts on convergence:

Common characteristics of those in convergence are:

- When you are in convergence you become 100% alive.
- Your activity matches a fully developed cluster of gifts, talent and acquired skills.
- Your work aligns with your life’s purpose.
- You employ a unique methodology.

- Your major role liberates you to do what you do best.
- Spiritual authority is gained through private victories over spiritual opposition.
- You discover and walk in your script: God is the producer and He has a script for your life that you must align with.

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To be effective in warfare, you must actually enter the combat zone.

-Thabo Mahlobo

## Session 7: Called to be Deployed



During an invasion in the natural world, an army enters the combat zone to conquer its foes and claim territory. Basic training is useless unless what is learned is put into action. Even a mobilized army equipped with weapons is not effective if it stands inactive on the sidelines. To be effective in warfare, you must actually enter the combat zone. Over the centuries, the Church has slowly retreated from key strategic combat zones (Family, Education, Arts Entertainment, Media, Government, Business, Health and

Science.). These strategic zones have been left to the ungodly people who have influenced society negatively, built empires and exploited people.

The Kingdom of God has not advanced as it is supposed to, and because of this, lawlessness and wickedness runs societies and nations. However, on the lighter side of things, God's agenda to reclaim all that was lost has begun. There are millions of believers who are being equipped in the marketplace on how to live their faith in the workplace and to become effective and transformational leaders who can advance God's purposes in the earth.

### A Call to Work



If you were to ask people in the workplace to determine if faith and work mixed, or if religion belonged in the workplace, chances are high that they would say no. Most people today see no relevance between God and work in today's fast-paced marketplace. Os Guinness, in his book "The Call", provides us the necessary history of how we got to this segmented view of work and life.

*The truth of calling means that for followers of Christ, "everyone, everywhere, and in everything" lives the whole of life as a response to God's call. Yet this holistic character of calling has often been distorted to become a form of dualism that elevates the spiritual at the expense of secular. The distortion may be called the "Catholic distortion" because it rose in the Catholic era and is the majority position in the Catholic tradition.*

*Protestants, however, cannot afford to be smug. For one thing, countless Protestants have succumbed to the Catholic distortion as Wilberforce nearly did. Ponder, for example, the fallacy of the contemporary Protestant term full-time Christian service- as if those not working for churches or Christian organizations are only part-time in the service of Christ. For another thing, Protestant confusion about calling...has led to a "Protestant distortion" that is even worse. This is a form of dualism in a secular direction that not only elevates the secular at the expense of the spiritual, but also cuts it off from the spiritual altogether.*

Some of the misconceptions about work:

1. Work is a curse.
2. Work equals money.
3. Marketplace work is not spiritual.
4. Marketplace work is limited to finding the lost and funding the Kingdom.

A class distinction exists today, particularly in the church, between those in full-time Christian work and those who work secular jobs. People testify of leaving regular jobs to go to the mission field, or some other full-time Christian work. Yet, from the beginning of time, work was the primary means of creativity for human beings to reflect God's glory through man. God was a worker. God worked six days in Genesis, and on the seventh He rested. So when we think about a theology of work, we need to consider the following truths:

1. Work is a blessing.
2. Work is worship.
2. God is Lord of all, and all aspect of life is spiritual.
3. God call us to extend His Kingdom in all spheres of life.

**Notes:**

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## Biblical View of Work

1. **We work to meet human needs.** God gives everyone a unique DNA to pursue a vocation that would meet a human need.
2. **Work is Ministry.** Work often involves serving others. The Greek word for service is the same word as ministry “*diakonia*”. So, when we serve others, we are actually performing ministry to the Lord, even when it is a secular form of work.
3. **Work is worship.** All of life should be conducted as a form of worship. The words work and worship are both derived from the Hebrew word “*avodah*”.
4. **Work is a platform to share the love of God.** Our work allows us to build relationships with others to demonstrate the love of God to them in a tangible way. Theodore Roosevelt said, “People don’t care how much you know until they know how much you care”. Building relationship with others is the first step in demonstrating the love of God.
5. **We work to earn money to fund God’s work on the earth.** For most of us, work will be the primary means of supplying our needs for food and clothing. Deuteronomy 8:18 tells us that God gives us the ability to create wealth in order to establish His covenant upon the earth.
6. **We work to care for the poor.** When Boaz allowed the gleanings to be left behind his harvest, he was establishing a kingdom principle for those of us in business. He allowed the poor to come and collect what was left. They still had to work, but the owner of the field intentionally left gleanings for the poor. Business people should think of how this principle applies to care for the poor.
7. **We work to transform culture.** From the beginning God intended that man would reflect His glory through work, which in turn, would affect all culture. God cares about our cities and nations and wants to see every person influenced for Jesus Christ.
8. **We work to bring glory to God.** God takes us through the process of life and allows us to develop specific skills and talents for His purposes. The marketplace is where many of us have the greatest opportunity to display these gifts.

## What defines a Christian in the Marketplace?

Os Hillman in his book titled Change Agent; write about the four attributes of a Christian in a workplace which are:

### 1. Excellence

*“Do you see a man who excels in his work? He will stand before kings; He will not stand before unknown men” – Proverbs 22:29.*

### 2. Integrity

*Sometimes our talents can take us beyond where our integrity can keep us. The greater the success, the greater the integrity needed.*

### 3. Servant Leadership

*“And whosoever will be chief among you, let him be your servant” – Mathew 20:27.*

### 4. Miracles

*“And by the hands of the apostles were many signs and wonders wrought among the people” – Acts 5:12a.*

### Notes:

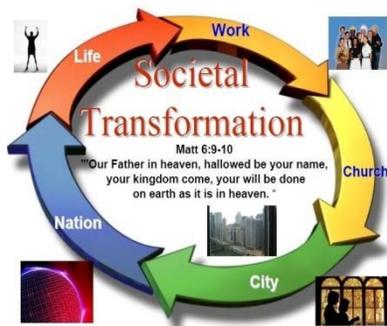
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*It is essential that believers learn how to think biblically and articulate biblical principles in the language of contemporary hearers.*

*-Bishop Mattera*

## Session 8: Called to Influence Culture



For the church to obey the cultural commission of influencing every realm of culture as salt and light (Genesis 1:28 and Matthew 5:13-16) it is essential that believers learn how to think biblically and articulate biblical principles in the language of contemporary hearers.

All the biblical covenants point to believers taking the lead in secular society and redeeming cultures for the kingdom and glory of God.

### CALLED TO SOCIETAL TRANSFORMATION



From Genesis 1:28, 3:15, 12:1-3, 17:1-5, 22:17; Deuteronomy 28:10-13; Psalm 2 and 110; and consummating in Revelation 21:1-3 and Isaiah 65:17-25; we see the word of God pointing us to actual engagement, penetration and transformation of society for Christ.

Jesus called Himself the King of kings (Rev. 19:16), and called His followers the “ecclesia”, which is the equivalent of assembling together to rule in Greco/Roman culture (Matthew 16:18-19). Jesus also told us to disciple whole nations (Matthew 28:19).

The following are steps we must take to accomplish this for the purpose of societal transformation:

#### **1. We need to have a biblical worldview for every realm of contemporary life**

Because we are made in the image and likeness of God (Genesis 1:27), we need to learn how to think God’s thoughts. In other words, our thoughts should be derivative of Father God’s word and not merely our own subjective autonomous opinions.

When we fully explore what the Bible says and agree with its general principles regarding history, law, psychology, education, religion, politics, economics, family and science, we can have a biblical worldview that serves as our lens to interpret all the data we inhale.

Unfortunately, most Christians don't have a biblical worldview but only a cursory knowledge of pet Bible verses they recite for physical and emotional health. This limited, fragmented, knowledge of Scripture has resulted in believers acquiescing to secular humanistic views in all practical matters dealing with the stewardship of the Earth. This leaves the church relegated to only dealing with matters of religion and spirituality. Consequently, although we have an abundance of Christians serving in secular society and record numbers of people attending Sunday church services; our culture continues to reflect a humanistic worldview. This brings us to the next step:

## **2. We need Christian thinking – not just more Christians in societal leadership**

Everywhere I go I meet an abundance of Christians serving in public schools, universities, hospitals, politics, businesses, and so on. With so many Christians already placed in influential positions in this nation, we need to recognize that the major challenge we face in regards to experiencing a biblical reformation is not a lack of Christians, but a lack of *Christian thinking* in all these prominent realms.

We have to realize that the Bible is not just a book of promises, pithy sayings and moral commandments, but a blueprint for how to manage and disciple whole nations (Matthew 28:19)! God has something to say regarding economics, how to aid the poor, health care, immigration, politics, science, history, and so forth. Even when our nation experienced revival in certain places, there was never long-lasting effects regarding law and politics. Christians without a biblical worldview are only ready to go to heaven, but they do not know how to fulfil the Lord's prayer of God's will being done on earth as it is in heaven (Luke 11:2).

## **3. The church needs to speak the language of Babylon**

After gaining a biblical worldview, believers need to speak the language of the culture they are in. Every discipline in life has its own subculture with its own nomenclature (vocabulary describing nuances in each discipline).

For example, in the same way football utilizes words associated with their game like "touchdown", the disciplines of political science, economics, sociology, education, and non-profit charities all have terminologies we must master if we want to speak prophetically and connect with each disciplines' mind moulders. A methodology that involves quoting Bible passages and preaching at high-end influencers doesn't usually work unless someone is in a personal crisis and is open to the gospel.

Consequently, believers already successfully immersed in a particular discipline need to think through the biblical concepts that apply to their field of work, and articulate them in secular terms that unchurched people can connect with. Since the Bible has the best ideas because it reflects God's thinking, mature believers who do this skillfully can expect to be elevated to the highest places of prominence in their respective fields.

Furthermore, pastors and leaders who want to reach the unchurched in their communities not only need to continually study their changing community demographic and provide social services people need to be healthy, but they also need to adequately represent themselves when making announcements from the pulpit. Pastors need to lose some of the unnecessary religious jargon that the average attendee cannot understand or connect with. (When speaking in public, or preaching, sometimes every other word out of the mouth of some pastors is “amen”, or “praise the Lord”, or “hallelujah”. This turns off the unchurched because they think that part of the salvation package is adopting a weird religious nomenclature that doesn’t mesh with their present lifestyle. This is an unnecessary stumbling block which can be removed if church leaders can learn how to streamline religious lingo and talk as they normally do when they’re in the workplace environment.)

#### **4. Christian parents need to prepare their children for leadership not followership**

This step in the process needs to be done concurrently throughout all of these steps. Thus I don’t really know where to place it in this book. Having a multi-generational plan of training our children to be Christian thinkers and practitioners is the most important calling a parent and church has! Unfortunately, most Christian parents rarely take time to pray and teach their children the Bible. Even when they do, it is not enough to nurture them to be world-class leaders. To nurture world-changers, as a general rule, young children between 3-10 years old should be immersed in scripture memorization. Once children are in middle school and preparing for high school, parents and churches need to begin to teach their children how to understand and apply their scripture knowledge in regards to evolution, history, education, government and business. They should also encourage them to excel in school and to attend the best universities and colleges available. In this way, we are not just teaching our children how not to backslide but, how to take the lead in culture and society.

The Bible teaches that we need to have an intergenerational approach in which we catechize our biological and spiritual children with the slogan to *think biblically and speak secularly*, so they will always be trained to apply the Bible in everyday life. By doing this, we will nurture the greatest leaders the world has ever seen, just as the church of old did with the greatest artists, scientists, writers, politicians, and educators that transformed Europe and North America! Up until the mid-1800’s, the church not only cared for the down and out, but also nurtured the “up and in” cultural elites that became the mind moulders that influenced culture. Nowadays, instead of starting world class universities like Harvard or Yale, the church shuns higher education and encourages emerging leaders merely to attend their little Bible institutes! As long as we are afraid of higher education, we will never ascend to the head of culture. It is time for believers to become the cultural elites of society so that we can lead our communities with wisdom and justice!

#### **5. When we welcome unbelievers into our church communities even before they accept Christ as Lord and Saviour**

Churches that think biblically but speak secularly are in the habit of embracing their community even before they accept Jesus Christ as Lord! Instead of getting the community to come into the church, we need to send church members out to our communities as servant leaders. The church can become a hotbed of community activity in which those outside the church believe that the church building is now

their community centre for a wealth of information, resources and even community board meetings. In this way, the people on the outside of the church will feel comfortable with the people in the church and will be more inclined to step inside the sanctuary for a Sunday service.

## **6. When we produce problem solvers for the greatest global challenges**

I believe the time has arrived when the world will come to pastors and believers for advice and answers on how to deal with the pressing problems they are facing in their communities. The church should not only produce the greatest prayer warriors and worshippers the world has ever seen, but it should also produce the greatest thinkers, entrepreneurs and strategists the world has ever seen. Presently the world is waiting for a person to articulate answers regarding our failing economy, global tensions between Iran and the rest of the free world, a cure for cancer, a cure for AIDS, environmental issues and disaster relief strategies. Why can't it be people representing the Kingdom of God who come up with these solutions?

## **7. When we increase the quality of life by bringing community transformation**

Talk is cheap. The world doesn't need another book about the dire problems we have in our cities. We need people to produce lasting change that will greatly benefit the quality of life who will then write books and teach us. I am sick of hearing people prophesying and preaching about reformation. God is looking for churches and people to at least create a community model; which others can then look to for replication in their own cities.



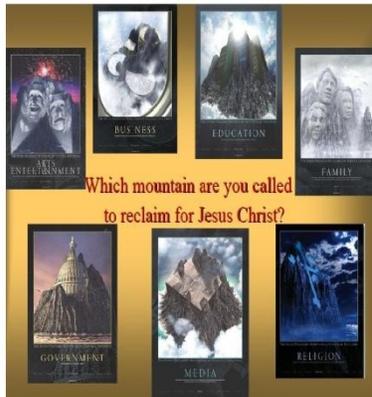
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*Jesus gave us a command to occupy until He comes, not to be pre-occupied by the rapture*

*-Lance Wallnau*

## Conclusion: Occupy till I Come



### Reclaiming the Seven Mountains of Influence

In 1975 Bill Bright and Loren Cunningham met for the very first time. It just so happened that God spoke to each of these leaders that very week about the importance of the seven cultural spheres, or mind moulders, as Bill Bright called them, if we are to affect the culture for Jesus Christ. These Seven areas are *business, government, media, entertainment, family, education* and *religion*. Unfortunately, their efforts did not really affect much change because their attempt to affect these areas was done through the religion mountain instead of all the other mountains that affect the culture.

These leaders raised up young people as missionaries for evangelism, but failed to raise up family and business leaders, or leaders in these other spheres. Another reason for the failure was that the Faith&Work movement had not yet taken place. It was not until the mid-nineties that God's Spirit began to move among men and women in the marketplace to see their work as a ministry and calling worthy to be embraced as a spiritual calling. Many ministries were birthed in the mid-nineties, yet, sadly, the combination of all of these ministries probably affects less than 1% of those believers in the workplace. What then is the solution? We must occupy the seven spheres of influence.

Dr. Peter Wagner said the workplace movement will provide the next spark for revival in our land. He states, "I believe the workplace movement has the potential to impact society as much as the Reformation did. It is what the Spirit is saying to the churches today".

Over **the next five years**, believers might expect to see God move in the following ways within local congregations:

- Intentional training along with practical application in the local church to help men and women understand that their work is a ministry, along with practical application.
- Churches that equip and support Christians in their workplace callings.
- A movement similar to Promise Keepers, with major events around the Faith at Work theme.
- The integration of the Faith at Work message into the focus of the men's movement.
- A more proactive acceptance of Faith at Work issues on the part of corporations.
- Prayer making more of an impact in the workplace.

- The transformation of cities as those in authority becomes more active and passionate about their faith where they work.
- A greater expression of faith in government agencies, the entertainment industry, educational institutions and corporate workplaces.
- A greater number of people coming to Christ as major ministries embrace this movement of God and integrate it in their operations.
- An increased number of miracles in the marketplace because of Christians who are willing to move into arenas that the religious leaders once believed were taboo.
- Influential roles for pastors, who, although are often last to embrace the movement, will find it to be the breakthrough they have been seeking.

### **Jesus gave us an Instruction to Occupy until He comes**

In one of the Parables of Jesus shared in Luke 19:13, He gave an instruction: to occupy until He returns. So instead of being pre-occupied with the rapture, we should be occupying the most strategic spheres of influence and advance His purposes in the earth. The biggest battle is a battle for culture. We must bring the life of God in all these areas of influence.

### **Seven Mountains of Influence**

#### **1. Family**

To reflect the nature of God to the world, extend the Kingdom and raise godly generations.

#### **Key issues to address:**

- Love and authority.
- Discipline.
- Preparation for vocation for children.
- Marriage.
- Divorce & re-marriage.
- Education as a responsibility of the family.
- Sexuality and sexual practices.
- Sanctity of life from the womb to the grave.
- Orphans and adoption.
- Calling to business to provide for the family.
- Family-friendly values.
- The right of protection and self-defense.



## 2. Religion

To fulfil the Great Commandment and the Great Commission.

### Key issues to address:

- Relationship with God and rulership on the earth.
- The Church.
- Equipping the saints.
- Unity in the faith.
- Preparing the bride of Christ and mature sons.
- Church planting.
- Discipling nations.
- Moral compass to society.
- Compassion and mercy.
- Apostolic and prophetic voice.

## 3. Government

To uphold law and order in society through righteousness and just governance.

### Key issues to address:

- Commending and protecting citizens.
- Rule of law.
- Restitution.
- Punishment that suits the crime.
- Enforcing law and order.
- Defensive wars to protect the citizens.
- Decentralisation of power.
- International relations.
- Civil service.
- Justice and equity for all citizens.
- Justice for the weak and voiceless in society.
- Corruption eradication.
- Education, housing, health and welfare or job creation.
- Governments should not run large deficits that have to be paid back by future citizens; such deficits can only have a short term effect on the level of employment in the economy. Constant deficits will lead to higher inflation and lower productivity and therefore should be avoided. Deficits should only be used for occasional stabilization purposes.
- Redirection of public spending from subsidies (especially what neoliberals call "indiscriminate subsidies") and other spending neoliberals deem wasteful toward broad-based provision of key

pro-growth, pro-poor services like primary education, primary health care and infrastructure investment.

## 4. Education

To impart truth, develop godly character and draw out the unique God-given potential in every learner.

### Key issues to address:

- Responsibilities of parents.
- Truth.
- Respect for authority.
- Love for learning.
- Academic excellence.
- Holistic development.
- Schooling system.
- Curriculum development.

## 5. Business

To responsibly, compassionately and ethically generate prosperity.

### Key issues to address:

- Work.
- Wealth generation.
- Poverty eradication.
- Stewardship.
- Environmental protection.
- Entrepreneurship culture.
- Responsible free market.
- Fair prices & wages.
- Honest money.
- Generosity.
- Diligence.
- Investment.
- Long-term blessing for the next generations.
- Tax reforms – broadening the tax base and adopting moderate marginal tax rates to encourage innovation and efficiency.



## 5. Science, Technology and Health

To discover God's principles and to develop the quality of life to responsibly steward creation.

### Key issues to address:

- Stewardship.
- Discovery and Invention.
- Prevention and treatment of disease.
- Sanctity of life.
- Treatment of animals.
- Environmental and climate issues.
- Technology.
- Communication.

## 7. Arts, Media and Entertainment

To communicate truth, reveal beauty and bring joy.

### Key issues to address:

- Standards of beauty (true, noble, right, pure, lovely, admirable, excellent and praise worthy) versus perversion.
- Diversity and creativity.
- Prophetic voice.
- Restoration of the soul.



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*In my end is my beginning.*

*-T.S. Eliot*

## Wrapping Up



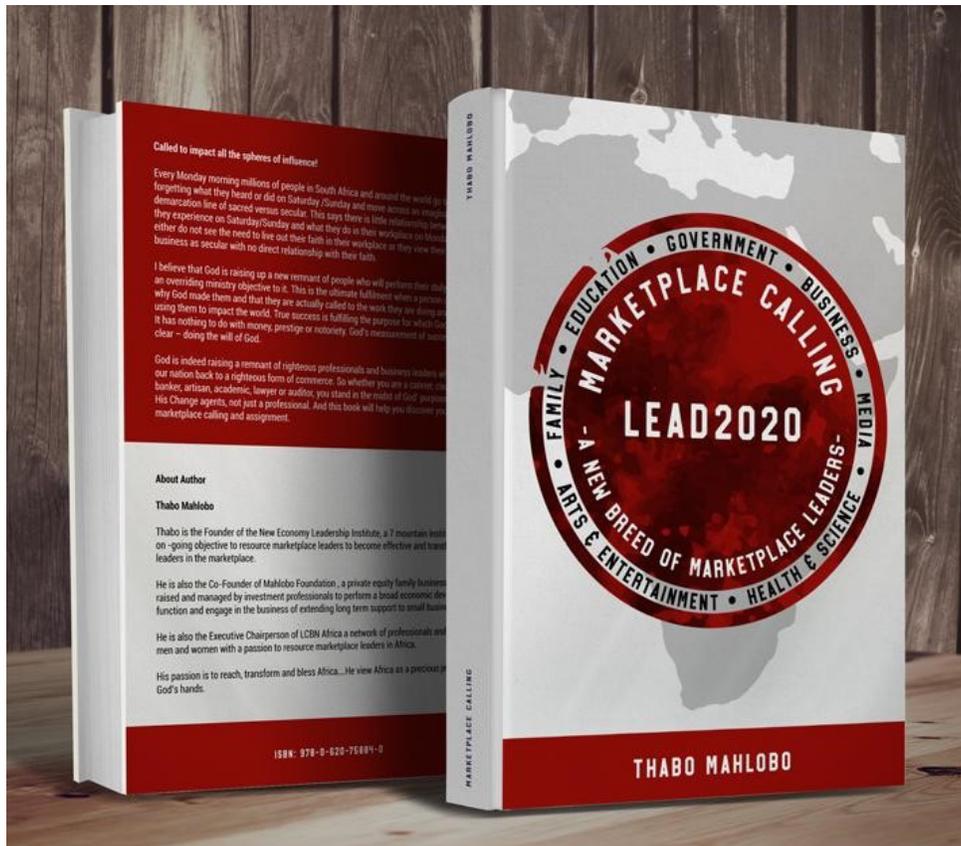
Although this workshop is coming to a close, we hope that your journey of discovering your marketplace calling has been amazing. Please take a moment to reflect, review and update your action plan. This will be a key tool to guide your progress in the days, weeks, months, and years to come. We wish you the best of luck on the rest of your travels!

## Words from the Wise

- **Victor Frankel:** “When we are no longer able to change a situation, we are challenged to change ourselves”.
- **Price Pritchett:** “Change always comes bearing gifts”.
- **Pauline R. Kezer:** “Continuity gives us roots; change gives us branches, letting us stretch and grow and reach new heights”.



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- "Seven Mountains" by Dr. Lance Wallnau.
- "Rediscovering the Apostolic Mandate" by Dr. Rice Brooks.
- "Church in the Workplace" by Dr. Peter C Wagner.

## Other Books and Materials by Thabo Mahlobo:

1. Why You Should Become the Bank
2. The New Economy
3. Awaken the Financial Genius in You
4. The African Dream
5. Awaken the Entrepreneur in You
6. A New Government Beyond 2019
7. Marketplace Calling
8. Land and Justice

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