

marketplace ministries  
international presents

the  
**marketplace**

# MANIFESTO



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## **What is Marketplace Ministries?**

This is the most common question I am asked.

The easiest way to describe Marketplace Ministry is to break it up into its root words.

The definition of Marketplace is:

- The business community
- The place where you work
- The place where you spend the majority of your time
- The place where you have a significant sphere of influence
- The place where a large part of the population doesn't know Jesus
- The place where the greatest potential for Kingdom Harvest exists

The Ministry is defined as:

- Serving our fellow human beings
- Adding value to
- Helping those in need and meeting those needs

When combined into Marketplace Ministry believers are meeting needs and serving in the workplace for Kingdom purposes. Just as children's or youth ministries provide tools, teaching and support for the young people to grow in the Lord, the Marketplace Ministry equips and trains businesses and members of the workforce to minister in the Marketplace. It encourages them to be an example of Christ which in turn positions them to win their sphere of influence for Jesus Christ.

Many believe the next great revival will take place in the marketplace.

Let's be on the cutting edge by starting a Marketplace Ministry in your church and equipping the Saints in obedience to Mathew 28:19.

### **What can Marketplace Ministry do for my church?**

1. It will fill specific needs of members of the church. Members of local churches need venues to share and live out their faith. Marketplace ministry gives them a sphere where they are comfortable and credible.
2. It will grow the faith of business people as they experience tangible results to prayer and business success.
3. It will keep business people connected to and nurtured by the church.
4. It will bring gifts, abilities and services into the church by people with great leadership abilities, who are dynamic and proven leaders.
5. As business people are trained to live out the scriptures in their businesses, they will begin to experience God's blessings, which will give them the resources to help support the vision of their Pastor and/or their local church.
6. It will connect the kings (those business people in authority) to the priests (those called to teach Biblical principles) which is mutually beneficial.

### **What can Marketplace Ministry do for a businessman?**

1. Teaches, trains, encourages, empowers to be a Kingdom minded person in their businesses. Helps them connect to people who share similar pressures and challenges.
2. It equips them to win their sphere of influence for Jesus Christ
3. Gives them accountability to other Christian business people (that they can relate to)

4. They are given a venue to learn and use specific prayers that apply to business persons (payables, receivables, new business, wisdom, insight, to be led by the Holy Spirit, ect.)
5. They are taught to put into practice the Bible in their business and workplace
6. They are encouraged and taught, "To live on Monday what they learn on Sunday"  
This will bring the potential for supernatural success which is a platform to honor God.
7. This ministry encourages business people to stay under covering of the Pastor and local church, which brings great protection and safety.

## **The Purpose Of The Marketplace Manifesto**

- 100's of new Marketplace Ministries will be started
- Business people will gain a fresh new insight and revelation as to what they are called to do within the body of Christ
- Business people will gain a fresh new insight and revelation as to what they are called to do and be in the Marketplace
- Business people will gain a fresh new insight and revelation as to what they are called to do and be in the church

Pastor's visions would be funded

- Buses will be bought for Children's Ministries
- Churches and their Missionaries will be supported and funded at a huge level
- Churches will be built
- Billions of dollars will be released for Kingdom use
- And, most importantly, that hundreds of thousands of people would come to know a loving Savior as a direct result of the explosion of Marketplace Ministries around the globe

## **Model #1 – Focused Prayer Group**

Practiced at the New Beginnings Church in Simi Valley, California.

Pastor Rod Ritchie

This model meets in a local church and works for any size church. The group I have the privilege of leading is between 6 and 14 people and is hosted at New Beginnings Church.

Our marketplace Prayer Meetings take place once a week and last anywhere between 30 – 40 minutes. This is a prayer meeting, not a network meeting or Bible study. The meeting begins with a time of worship. This is important and really sets the atmosphere, there is something amazing that happens when business people set aside the time to worship first. These meetings are geared specifically toward the following groups:

- Business People
- Business Executives
- Managers of any organization
- Marketplace People (anyone in the workplace)
- All people fitting this category are invited including presently unemployed business people

**This can be modified to a prayer group for the workplace very easily.**

The Prayer Meetings are focused specifically on the needs of the business person.

Here is a list of a few of the prayer needs:

- Accounts Payable - the company that you hire to work with you
- Accounts Receivable - the company that hires you to work with them
- Clients - the people that hired you
- Vendors - those that provide you with the materials or supplies you need
- Associates - manager to manager, coworker to coworker

- Sales Increase - more revenue and increased profits
- Employers - those that you work for or that employ you
- Employees - people that work for you and their families
- Owners - people who own the companies that you do business with
- Discernment - what direction to go, what not to do
- Management execution - putting actions into place in the workplace
- Marriages and Families - covering by the blood of Jesus, protection
- Our spheres of influence – everyone we are coming into contact with, to be impacted and won for Christ. We would be an example of Christ in the marketplace.

Before each meeting Prayer cards are passed out and each individual can indicate on the card a prayer request for their business, marriage and family. The Group Leader will email all of these requests to all of the prayer partners. This allows everyone to pray for the same, specific needs of one another, throughout the week.

**Benefits of this model:**

The benefit and outcome of these meetings is that business people are being trained on how to pray effectively with focus. Many of these businesses have experienced miracles as a result of this focused prayer time. Business leaders are being encouraged to pray for their businesses and employees several times a week.

Business leaders rotate the leadership role in these prayer meetings, and gain a powerful experience as they are able to grow their own leadership skills.

Study books used in these prayer meetings are the following:

- Anointed for Business by Ed Silvano
- Prayers that avail much for the Workplace by Germaine Copeland



## **Model # 2 – Small Group Model**

Practiced at the Oasis Church in Santa Monica, California.

Pastors Phil and Holly Wagner

These meetings are typically held outside the church in someone's home. This group is led by my friend Devin Burke. Many churches have adopted this type of small group model as their mid week Bible Study. They are picking a book that is relevant to a Christian business person in the group and reading it together. This promotes tremendous synergy for any group.

Book potentials for these study groups are:

- John Maxwell Business Series, [www.injoy.com](http://www.injoy.com)
- Power Points by Bob Harrison, [www.increase.org](http://www.increase.org)
- Supernatural Business by Mike Floyd
- Anointed for Business by Ed Silvoso (Also has a Workbook)
- Prosperity with a Purpose by Wendell Smith
- Market Place Ministry by Wendell Smith
- Jesus CEO by Laurie Beth Jones
- Millionaire in the Pew by Don Ostrom
- One Minute Manager by Ken Blanchard
- [www.faithandworkresources.com](http://www.faithandworkresources.com)

These are just a few of many potential books that can be used.

They also discuss relevant subjects for a Christian business person. Here are a few examples:

- How to be a person of integrity
- Going the extra mile
- Serving your clients, employees, vendors, etc.
- Effectively winning your sphere of influence for Christ.

Here are a couple of websites that have a lot of discussion on group models:

- [www.cbmc.com](http://www.cbmc.com)
- [www.marketplaceleaders.com](http://www.marketplaceleaders.com)

**Benefits of using this model:**

This model helps build leadership skills in multiple people as the meeting leadership is rotated. This group is much more relational than a prayer meeting; strong relationships are being built through this process. Members learn effective ways of putting Scripture into practice and this format gives people an accountability group. It also provides a venue for people that are having similar struggles to discuss with other Christians.

This is a great opportunity to bring an unsaved friend that would not feel comfortable attending church, exposing them to the gospel in a practical, applicable way.

### **Model # 3 – Pastor’s Roundtable**

Practiced at Christian City Church of Oxford Falls, which is the second largest church in Australia.

Pastor Phil Pringle

Pastor Phil meets once a month with several of his successful business people and those who have a potential to be an Ambassador for Jesus Christ in the marketplace. Pastor Phil takes them out to breakfast or has breakfast brought into the meeting room. It is a brilliant idea that the Pastor is buying breakfast for the group.

He is literally sowing into his business people! Pastor Phil is taking the position, “what can I do for them”, “how can I add value to them”. I do not believe it is a coincidence that this Pastor has raised almost \$200,000,000, for their church and the satellite churches that they have started as a bi-product of this effort. This organization is called, Christian City Church International Movement of Churches.

The business people feel a tremendous privilege in participating in this breakfast with their Pastor. During breakfast, Pastor Phil shares a fifteen minute Bible Study and then prays for his people. He doesn’t try to teach them how to do business, he teaches them to infuse the scriptures into what they do. He also teaches them to be led by God’s spirit and not by opportunity and to be Kingdom minded first in their work. These meetings usually last approximately 60 minutes.

#### **Benefits of using this model:**

This model incorporates Bible principles into the business people in a practical, applicable way. A relationship between the pastor and the business person is developed and is mutually beneficial. A bond between the business person and the pastor develops, and they feel valued. The business person leaves the meeting refreshed and enthusiastic about taking on the business world for Jesus Christ, they also become empowered to live for Christ, and to win associates for Jesus Christ. This is a great way to keep them connected to the local church.

## **Model # 4 – Traditional Bible Study**

This model is practiced at the Embracing His Grace Church in Fort Worth, Texas.

Pastor G. Ziegler

This takes place in the local church.

This model works best in a traditional Bible Study group that meets regularly. For churches that do not have a scheduled time to meet, this can be done before or after services. Business people find that this is an ideal setting to also discuss biblical principles in the workplace. These meetings usually last approximately 45 minutes.

### **Benefits of using this model:**

This is a great outreach for Christians to invite non Christians outside a traditional church service but taking place in the church setting.

This model must be taught by a strong person who is skilled in teaching the Word of God to be effective. People can be trained easily for this however; it does take a little time to be most effective. It works best if you have more than one teacher and they rotate the role. A very powerful component of this model is that it allows interactive time where people have input.

Subjects being discussed are:

- Serving
- Integrity
- Wisdom
- Teamwork
- Purpose for prosperity to fund God's Kingdom
- Perseverance
- Overcoming fear

For these outlines, go to [www.marketplaceministries.com](http://www.marketplaceministries.com). You can also go to [www.cbm.com](http://www.cbm.com) for more outlines.

## **Model # 5 – Marketplace Breakfast Model**

Practiced at the “In His Presence Church” in Woodland Hills, California. They call their marketplace ministry “Champions Net Worth”.

Pastor is Mel Ayers.

This takes place in a restaurant or a hotel, outside of the local church.

How much is your net worth, not assets, but what is your net worth? What are you doing with your business to build God’s Kingdom?

This meeting is led by two very dynamic leaders and my close friends, Brandy and Justin Matherne.

Pastor Mel runs this marketplace ministry with a tremendous amount of excellence. Please see his mission statement and purpose towards the end of this package. He also has a partner program for giving above the tithe. One of the keys to this is that Pastor Mel is really trying to add as much value to his marketplace people as possible. His focus is not to get more, but to give more.

Pastor Mel strives for excellence and provides many benefits to those that partner above their tithe. This raises the bar and brings people up to another level. Business people of excellence really appreciate it and really get behind it. This is something they can really get excited about it. These meetings are geared toward people who are leaders or have the potential to be a leader. One of the things they have done with excellence is to have a Mission and a Purpose statement for this ministry.

This model must have a team with strong leaders. This kind of team takes a while to establish but it is worth the investment. This model has a tremendous potential for great benefit.

### **Benefits of using this model:**

This is great for networking Christian business people, with the potential for supernatural networking and divine appointment.

They bring in Christian business people as speakers who are themselves successful. Their success is in some work place arena and they are sold out for Christ. It is absolutely essential to this model. One of the great benefits is that other business people see them and get encouraged. Many say to themselves, if they are doing it, so can I. Business people will really receive from other business people.

Speakers are there to enhance the group's vision. It should be communicated to the speakers what you want them to speak about (whatever fits into the marketplace ministry focus). Each speaker is encouraged to talk about the process they have gone through and the principles they applied, the prayers they prayed to get to the level they are at in the marketplace.

This model really has to be marketed from the pulpit to be successful. Actually, all of these models have to be promoted to work and the Pastor has to be behind it and support it. Marketing is a huge piece of marketplace ministry. It should be looked at not as a cost but as an **investment**.

"In His Presence" has tremendous marketing pieces for this model.

This model has the best potential as an outreach to non Christians with the opportunity for them to make Jesus, Lord of their lives. People should be encouraged to bring their non Christian friends that will not attend church to these meetings. For this model to be most effective it must to be outside the church, in a restaurant or hotel. We can easily invite people from other churches. Pastors feel more secure typically about having people go to a meeting outside their church when it is not taking place in another church. Champions Net Worth, invites and often has many

pastors from other churches attend. This gives the opportunity to add value to a wide number of people.

To get the most out of the breakfast, members are encouraged to bring 2-10 people that are unsaved by invitation. Spiritually strong leaders are encouraged to pay for their unsaved friend's breakfast if they are in a position to seed financially.

This model has many great benefits, most of all, it can be a great outreach for people to get born again. Think of the domino effect when a leader gets born again. All calls in this model are strategically done. This model as all models; need to be saturated in prayer.

## **Important Facts About Starting a Marketplace Ministry**

1. Four out of five models are led by a lay person under the authority of the Pastor. The Pastor identifies a spiritually mature person that has the potential to be an Ambassador for Christ and empowers him or her.
2. To be effective, excellence must be strived for, excellence as excellence attracts excellence.
3. Like anything else, it will take some time to get the momentum going. Here are some keys:
  - a. Start talking about it with your leaders
  - b. Have several meetings prior to starting
  - c. Marketing, Marketing, Marketing
    - i. For anything to work in today's day and age, with so many choices and options, the promotion of the movement is critical to its success.



# Champion's Net Worth

## Purpose Statement:

To minister the Gospel of Jesus Christ throughout the business community while growing strong, mature, wealthy disciples, who will use their wealth for the sole purpose in funding and building the kingdom of God.

## Mission Statement:

1. Create a "limitless mindset for gaining wealth" in God's Business People
2. Provide compassion, resources, wisdom, and payer for the pre-privileged
3. Assist Christian Achievers in solving the unique challenges and problems that business people face in their personal and financial lives
4. To provide executive forums connecting Market Place Leaders of networking, meaningful fellowship, and other significant business opportunities

\*Champion's Net Worth is a ministry of In His Presence Church.

In His Presence Church Mission Statement: To lead people into an intimate relationship with Jesus Christ while developing strong, mature disciples whose lives are devoted to the salvation of souls, resulting in bold, personal and global Christian evangelism.\*

# Champion's Net Worth

**Achiever Level** – Partnership is given to those partners... or businesses... who contribute above their tithe one thousand dollars (\$1000) or more in a calendar year, or pledge one hundred dollars (\$100) or more per month via credit card or automatic check transfer.

**Executive Level** – Partnership is given to those partners... or businesses... who contribute above their tithe twenty-five hundred dollars (\$2500) or more in a calendar year, or pledge two hundred and fifty dollars (\$250) or more per month via credit card or automatic check transfer.

**Premier Level** – Partnership is given to those partners... or businesses... who contribute above their tithe forty-eight hundred dollars (\$4800) or more in a calendar year, or pledge four hundred dollars (\$400) or more per month via credit card or automatic check transfer.

BENEFITS	ACHIEVER LEVEL	EXECUTIVE LEVEL	PREMIER LEVEL
<i>Certificate of partnership in Champion's Net Worth ministry</i>		☆	☆
<i>Prayer for your business daily</i>	☆	☆	☆
<i>20% discount on purchases made in bookstore</i>	☆	☆	☆
<i>Preferred/VIP seating at Champion's Net Worth events</i>	☆	☆	☆
<i>Counseling with Champion's Net Worth staff</i>	☆	☆	☆
<i>Chaplin services</i>		☆	☆
<i>Special monthly Wealth Conference Session with Pastor Mel and the Champion's Net Worth staff</i>		☆	☆
<i>50% of advertising in the Business Directory</i>			☆
<i>Executive round-table opportunities to exchange ideas with successful guest speakers</i>			☆
<i>Complimentary registration at any Champion's Net Worth event</i>			☆