

SAN DIEGO CHRISTIAN CHAMBER OF COMMERCE

# *Collaborating for Kingdom Advancement.*

---

CURT HENSLEY

*Board Chairman · The Barnabas Group San Diego & The Jesus Film Project*

*Board Member · Campus Crusade for Christ International (Cru), FamilyLife, Think Forever*

“

*“I prayed for your business  
yesterday.*

***I asked God to bless it  
more than mine.”***

---

*I had never — not one single time — prayed for a competitor.*

A FEW THINGS ABOUT ME

# *Curt Hensley*



FAMILY

Married to Erin for nearly 29 years

Three kids — Riley, Jackson, and Reese

San Diego, California

WORK & CALLING

Chairman of 7 companies (run by 7 presidents)

80–90% of my time serving Christian ministries

Discipling one or two men at a time, year after year

WHERE I SERVE

# Five Boards. One Mission.

**The Barnabas  
Group SD**

Board Chairman

**Jesus Film  
Project**

Board Co-Chairman

**Cru**

*Campus Crusade for  
Christ International*

Board Member

**FamilyLife**

Board Member

**Think Forever  
(The Bema)**

Board Member

**13–20 million** people indicating decisions for Christ annually through Jesus Film Project

A C O N F E S S I O N

*For most of my career,*  
***I operated out of scarcity.***

---

*I dressed it up in language that sounded responsible. The Bible has a different word for it.*

LUKE 12

# *The Rich Fool*

---

*A man had a record harvest — a gift from God — and decided to tear down his barns and build bigger ones.*

*God called him a fool.*

*He saw a scarce world.*

*Hoard. Protect. Control.*

*Jesus offered an abundant one.*

*Receive. Steward. Give.*

# Four Sins Grow on the Scarcity Tree



## GREED

*"More is the answer."*

Luke 12 · The Rich Fool



## ENVY

*Failure to trust God to fulfill us.*

Proverbs 14:30



## PRIDE

*Building our name, not His.*

Proverbs 16:18



## LUST

*"What can you do for me?"*

1 John 2:16



*“The eye cannot say to the hand,  
**‘I don’t need you!’”***

---

*If you are a Christian business owner in San Diego, and another  
is in your industry — they are not your competition.*

***They are part of you.***

*Everybody,  
on your feet.*

---

*We are going to play a game.*

# *Rock. Paper. Scissors.*

|

**1**

***Find a partner.***

*Anyone within arm's reach.*

**2**

***Play one round.***

*Rock crushes scissors. Scissors cuts paper. Paper covers rock.*

**3**

***When you lose — cheer.***

*Stay with your winner. Become their loudest fan. For the rest of the tournament.*

WHAT JUST HAPPENED

*Every one of you started this game  
wanting the winner to lose.*

*By the end, every one of you  
was cheering for them to win.*

---

*There were no losers. There was one winner with a hundred people behind them — and every one of them shared in the victory.*

ROMANS 12:15



*“Rejoice with those  
who rejoice.”*

*Their win is your win. We are on the same team.*

“

*“It is amazing what can get done  
if you don’t care  
who gets the credit.”*

---

— Harry S. Truman · kept on a plaque on Ronald Reagan’s desk

LATER THIS MORNING

# Five Things to Share.



## **HR Policy Manuals**

*Especially as California laws keep changing.*



## **Legal Documents**

*Buy/sell agreements, bylaws, NDAs, contracts, board resolutions.*



## **Business Plans**

*Structure, lessons learned, what you wish you'd known.*



## **Best-in-Class Resources**

*Insurance brokers, CPAs, vendors who actually show up.*



## **Client Intelligence**

*Which clients are abundant. Which prospects you can't help.*

# *Share client intelligence.*

## NOT THIS

- Confidential financials
- Anything that violates a contract
- Proprietary strategy
- Trust violations of any kind

## BUT YES TO THIS

- Which clients have abundant mindsets
- Who pays on time — and who doesn't
- Which clients are kingdom-minded
- Prospects you can't serve — but they can

# Practices to defeat scarcity.



## ***Make a gratitude list.***

*Of every way God has blessed your business.*



## ***Check your appetite.***

*Growth is not the same as faithfulness.*



## ***Self-examine honestly.***

*Greed, envy, pride, lust. Ask someone who loves you.*



## ***Stop comparing.***

*"Comparison is the thief of joy." — Theodore Roosevelt*



## ***Find your joy. Give it.***

*Whatever brings you alive — share it generously.*



## ***Hold everything loosely.***

*Your business, your network, your reputation — all gifts.*

# Truths to take with you.

---

1 TIMOTHY 6:6

*“Godliness with contentment is great gain.”*

PROVERBS 14:30

*“A heart at peace gives life to the body, but envy rots the bones.”*

LUKE 6:38

*“Give, and it will be given to you — a good measure, pressed down, shaken together, running over.”*

HEBREWS 10:24

*“Let us consider how we may spur one another on toward love and good deeds.”*

THE REST OF THE STORY

*He laughed.*

*“I prayed God would bless your business  
more than mine. Looks like He’s answering.*

***Go serve them well.”***

# *Join The Barnabas Group.*

---

**1**

***Attend August 13th.***

*Their next meeting. Evening. You won't find a better example of Kingdom Collaboration in action.*

**2**

***Come as a guest.***

*Partners cover guests. There's no cost to evaluate the idea.*

**3**

***Make your decision from there.***

*Then consider joining and sponsoring TBG San Diego as a Christian business owner.*

# *Invite others to this Chamber.*

---

**1**

***Think of who belongs here.***

*Christian business owners in your network who aren't yet part of this Chamber.*

**2**

***Invite them to the next meeting.***

*Bring them as your guest. It costs you nothing.*

**3**

***Don't stop until you get 1–2 yes's.***

*Build what you've already got going on here. Make this Chamber stronger.*

# *One Person. One Ask. Thirty Days.*

---

**1**

***Find one person.***

*Someone you'd consider a competitor. Doesn't have to be the most direct one.*

**2**

***Tell them you're rooting for them.***

*Look them in the eye. Get their cell number.*

**3**

***In 30 days, help them.***

*Share a document. Make an introduction. Send a client. At no benefit to you.*

W H E N I S T A N D B E F O R E T H E B E M A

*I don't want to give an account  
of seven companies I built.*



*I want to give an account of  
**a Kingdom we advanced together.***

*Thank you.*