

**The Monday Memo
from the desk of
Dr. John W. Stanko
Issue 16**

It is Saturday night and I am in Providence, Rhode Island. I've had a busy week getting everything together for my new website, working on other projects and finishing up **The Monday Memo** gift requests and subscriptions. I know you are wondering how well we did concerning the goal of 1,000 names by June 30. Well, I am happy to announce that as of midnight, June 30, **The Monday Memo** is going to 1,038 e-mailboxes. We surpassed our goal!

I was talking to a friend this past week about **The Monday Memo** and how well it has been received. My friend said something that shocked me when he stated, "You need to see how that can grow from 1,000 to 10,000 names by the end of the year." I thought, "No way," but as I have reflected on his statement this week, I have determined that is the next goal I will adopt: **The Monday Memo** will be mailed to 10,000 e-mailboxes every week by December 31, 2001.

During my devotions this week, I was meditating on how this could be accomplished. The thought came to me, "You'll get the 10,000 names by giving things away as fast as possible." What an interesting strategy! I will get subscribers as I give away my work. That's a concept that is certainly familiar to farmers: the more seed they plant, the more harvest they will reap.

As we begin a new month and the second half of 2001, ***I want to declare July as faith month.*** Let's use this month's **Memo-s** to build our faith and apply that faith to the other **Gold Mine Principles** of purpose, goals, time and organization. I present two verses for your consideration as this month's focus:

1. "Freely you have received, freely give." -- Matthew 10:8b.

2. "Give, and it will be given to you. A good measure, pressed down, shaken together and running over, will be poured into your lap. For with the measure you use, it will be measured to you." -- Luke 6:38.

What I have has been given to me. Whether it is possessions, money, insight or creative ideas, they don't belong to me. They belong to God and are under His control and oversight. If He wants me to give them away, that is His business. The joy I sense as I sit at my computer and give things away every week is the joy of the Lord, who is the great Giver. He never stops giving and wants me to live the same lifestyle, not just where [The Monday Memo](#) is concerned.

Since July is faith month, I have a few suggestions for you to consider as we all look to give things away. Choose one item as your faith project this month.

1. [You have too much stuff.](#) In my writing on organization, I have a saying, "When in doubt, throw it out." I propose that you spend one hour every Saturday in July going through your library, desk, garage, attic, or clothes closet. If you haven't looked at it, worn it or referred to it in the last year, then give it away to someone. You have a wealth of things that someone else may need and you will sense God's joy as the hold those things have on you is released.

2. [You have too much information.](#) I propose that you spend one hour every Sunday this month either teaching some group that can't pay you for your services or writing down what you know. Then look to give what you've written away. Perhaps you can have someone help you develop your own website and put things on there that you can give away. Seek the Lord for how you can effectively give away your knowledge or expertise to someone in need. Maybe you can volunteer at your church or other ministry to help do something that you have the expertise to do.

3. You have too much money. I know you're saying, "Now he's gone too far." But do you have money that is meant for someone else? If so, give it away. Or maybe you can find some creative way to set aside or make a little extra this month to give to a person, organization or ministry. Maybe you can have a garage sale from point #1 and give that money away.

If we're honest, we may be all "stuck up." We need to create a flow in our lives by giving things away and seeing God give back to us, only to repeat that process again and again. God has a gold mine of resources and He wants to give us more, but first we must do our part. This month, let's recover our life of faith and lay the foundation for God to give us back a good measure.

**The Monday Memo
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Issue 17

I regretted saying it as soon as I hung up the phone. I was in the process of having my first book translated and published in mainland China. The caller told me that the translation work was finished and they were ready to go to press. The "only" thing they needed was \$2,000. I told them that I would send the money with a friend who was traveling to China in two weeks. The only problem was that I didn't have the money and didn't know where I would get it!

In last week's **Monday Memo**, I declared July to be faith month. During July, we will try to stimulate our faith in God. Yesterday I sent out the first installment of **The Faith Files**, which focused on the topic of faith in Matthew's gospel. Matthew's first mention of faith comes in chapter six, where he quotes Jesus' words:

If that is how God clothes the grass of the field, which is here today and tomorrow is thrown into the fire, will he not much more clothe you, O you of little faith? So do not worry, saying, 'What shall we eat?' or 'What shall we drink?' or 'What shall we wear?' For the pagans run after all these things, and your heavenly Father knows that you need them. But seek first his kingdom and his righteousness, and all these things will be given to you as well. Therefore do not worry about tomorrow, for tomorrow will worry about itself. Each day has enough trouble of its own (Matthew 6:30-34).

There is no miracle connected with this teaching; it simply talks to us about priorities. It says, "seek first" the kingdom of God. The great challenge can often be to pursue God's priorities while we trust Him for our own needs. This passage actually contains a good time management guideline: We can put God's agenda first, knowing that He has our best interests in mind. We don't have to waste any time or energy on worrying about tomorrow.

I didn't know how to get the \$2,000 for my Chinese publishing, so I prayed. I said, "Lord, I don't have the money. If you want me to publish in China, then You need to provide the cash." That's all I did and went about my daily routine.

Almost two weeks later, I was in Dallas on some business. I agreed to have breakfast with some friends who were facing a challenge in their family business. We had a good meeting and as we were leaving, the financial officer asked me, "Do you have any special needs?" I almost said no, but remembered the China project and told her about it. They agreed to write me a check for \$2,000. ***Life is a Gold Mine*** is now published and for sale in China.

As always happens in **The Monday Memo**, I now put the ball in your court. Are your priorities correct? Are you seeking to do God's will first and relying on Him for what you need? What faith "project" do you have that requires a miracle to complete? What deadline are you facing that God must do something or you will fail? And are your priorities correct? Are you seeking God's kingdom first or are you consumed with pursuing your own needs? What could you be doing for God if you weren't afraid that your needs wouldn't be met?

As the apostle Paul wrote, God is able to do "immeasurably more than all we ask or imagine according to his power that is at within us" (Ephesians 3:20). I have found that to be true again and again. In fact, I'm in Atlanta this week to attend the Christian Booksellers Convention. While here, I am scheduled to meet with a publisher from Taiwan to discuss publishing two of my books there. I had faith for China and now God is opening the door in Taiwan. If we have faith and keep God first, there is no limit to the surprises that can come our way when we put our trust in Him.

**The Monday Memo
from the desk of
Dr. John Stanko**

Issue 18

I don't feel like writing **The Monday Memo** today. I'm in Dallas, Texas and I've had a busy few days of ministry and consulting. On top of all that, I don't feel creative and I'm not sure I will get past this first paragraph. This may be the shortest **Monday Memo** to date.

So why am I writing? For two reasons. One is that I set a goal, and the second is that writing **The Monday Memo** is on my prioritized daily task list for today. I met with my publisher this past week and we decided to publish **The Monday Memo** book version when we have 52 **Memos** completed, sometime next February. Even though my body (and some of my mind) doesn't feel like it, the power of a goal that has found its way onto my daily task list is motivating me to sit down and write.

In addition to the goal of publishing **The Monday Memo** devotional, I set four other goals with the help of my publisher and his team this past week. They are:

1. **Strictly Business** -- I will write a business book on the most current management and leadership topics, using biblical principles, that targets a secular market and reader.
2. **The Faith Files** -- I want to publish the notes I'm sending to many of you every Saturday. My commitment to send these **Files** to you every Saturday in July is forcing me to keep a deadline and write something I've talked about writing for years.
3. **Life is a Garden; Can You Grow It?** -- This will be the second of the Gold Mine Series and will focus on creativity and goal-setting.
4. **A Daily Dose of Proverbs** -- While this book has already been published, I want to redo the cover and some of the contents. My wife, Kathryn, has done a great edit of the book and I want to include most of her recommendations and changes.

Peter Drucker, father of modern management studies, says that if you have more than five goals, you actually have none since you aren't focused. If you are going to add another goal, he adds, you must first subtract one from your current list. I have these five publishing goals and they are to be completed by July, 2002.

I don't have any idea how I will pay for these projects, because I have chosen to co-publish them and that requires some outlay of funds up front. But this is faith month, and I have put that in God's hands. My job is to write (God won't do that for me); His job is to provide (I can't do that for myself).

I'm telling you this because there will be more days like today in the coming year when I won't feel like writing or doing anything else. But I have set my goals and they will keep me focused and moving when something in me wants to take a break or stop. I also want you to ask me, if you wish, how these projects are progressing.

Finally, I must mention these projects to you for somewhat selfish reasons. I need what is found in the following two verses to accomplish my writing and related goals:

1. "You will also declare a thing, and it will be established for you; so light will shine on your ways" (Job 22:28 NAS).

2. "Then those who feared the Lord spoke to one another, and the Lord listened and heard them; so a book of remembrance was written before Him for those who fear the Lord and who meditate on His name" (Malachi 3:16 NAS).

I want God to establish these writing projects and for His light to shine on me as I write. I also need the Lord to record these projects in His book of remembrance. That's why I'm sharing these goals with you, [The Monday Memo](#) family. It's not enough for me, however, to share my goals with you. I want you to share yours with someone you trust, who will hold you accountable, and will encourage you to press on. Set some goals this week and share them with someone. The Lord will be listening, will write what you say in His own book and then help you accomplish the things those goals represent.

**Early Edition of
The Monday Memo
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Issue 19**

I met with a man named Michael this week who has read my books. The church he attends was in part founded on the purpose message that he and others had read, and now he is employed there. But when I asked him what his purpose was, he said, "I'm not sure." So I did what I always do: I started asking questions.

It didn't take long for me to hear some key words: music, excellence, and projects were a few. But then one phrase jumped out at me. He said, "I like to make things sing." What a colorful phrase. He wasn't saying that everything had to be musical. "Making everything sing" stated his commitment to excellence in whatever he did. He didn't want things to "hum" or "whistle;" he wanted every project, whether musical or not, to be the best expression of their unique purpose. I left Michael to consider whether or not his life purpose is to make things sing.

I received many purpose inquiries this past week from people needing help finding their purpose. It occurred to me that I found my purpose--to bring order out of chaos--when I read those words in a book. Those words "jumped out" at me and I was never the same. I thought this week I would provide some phrases for you to study to see if the same thing would happen to you.

I found the list below in a book entitled, ***Whistle While You Work: Heeding Your Life's Calling*** by Richard Leider and David A. Shapiro. The authors refer to this as a list of "Calling Cards," a concept they developed to help people like you and me find our life's calling and purpose. They explain:

Each of these callings describes a core gift. Each calling comes directly from someone's experience. We have been collecting callings in seminars, workshops, and coaching sessions with individuals and groups from all walks of life. The list of 52 callings we have come up with represent the "essence of essences" in our research. (This doesn't mean that there are not callings other than our 52; it does, however, mean that these 52 represent those that have best withstood real-world testing.) -- page 35.

I am including half of their list this week and I will send the other half next week. Study both lists and see if anything stirs you. Feel free to focus on one of these phrases that seems a close description of who you are. Allow God to "energize" that statement and make it your own. Or modify it in some way to make it a better fit for you. I hope the Lord will do for you what He did for me: By taking someone else's words, I was able to define my purpose. Happy seeking.

List of Calling Cards

Category: Realistic

1. Building Things
2. Fixing Things
3. Growing Things
4. Making Things Work
5. Shaping Environments
6. Solving Problems

Category: Conventional

1. Doing the Numbers
2. Getting Things Right
3. Operating Things
4. Organizing Things
5. Processing Things
6. Straightening Things Up

Category: Investigative

1. Advancing Ideas
2. Analyzing Information
3. Investigating Things
4. Getting to the Heart of Matters
5. Putting the Pieces Together
6. Researching Things
7. Translating Things
8. Discovering resources
9. Making connections

**The Monday Memo
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Issue 20**

I suppose if I had lived in Alaska, my first book would have been titled, *Life is a Gold Mine: Can You **Pan** It?* as opposed to *Can You **Dig** It?* The early Alaskan settlers panned for gold in Alaska's streams and rivers in hopes of finding their golden treasure. With that in mind, I decided to try my hand at gold panning this past week while on my Alaskan cruise in a town called Skagway. More on where I panned later.

I did indeed find about 10 small pieces of gold during my panning experience. And I found that if you're digging or panning for gold, it's certainly similar to what you and I go through to find our life purpose. How so? Consider these similarities:

1. You can pan on your own, but having someone who knows how to do it is a great help. My guide Tom began panning two years ago. He taught us the proper procedures that enabled each one of us to find gold. When you are looking for your purpose, it often helps to involve other people. Ask them what they think your purpose may be. Better yet, find someone who knows their purpose and ask them to help you find yours.
2. Panning is hard work. I stood over a trough for a few minutes panning for the gold I found and my back ached. I thought about those who panned in the cold Alaskan weather, standing in cold water, and bending over for most of the day. Finding your purpose can be hard work, too; there is no guarantee when you'll find it or what you'll go through to discover the big golden nugget called purpose.
3. You don't need a lot of tools. You only need a pan to pan for gold, not a lot of sophisticated equipment. That's how it is as you search for your purpose. You start where you are, with what you have, and look in faith.
4. You can't see the gold right away. When I began panning, my pan was filled with dirt and gravel. That's how it is when you search for your purpose; you can't see the "gold" because of all the other "stuff" in your life. It's there, however, and you simply have to know how to find it.

5. It's exciting when you find the gold. When I found the gold at the bottom of my pan, I felt like I was rich! When you find your life purpose, you feel the same way. The God of the universe knows who you are and gave you something to do that's just right for you.

6. The gold stays in the pan. Gold is so heavy that it's almost impossible to lose it when you're panning. Your life purpose is the same way; it's a part of you that goes with you wherever you are, and is relevant no matter what mistakes you've made.

Last week I promised to give you the second half of the "Calling Cards" from the book entitled, *Whistle While You Work: Heeding Your Life's Calling* by Richard Leider and David A. Shapiro. If you just joined [The Monday Memo](#) family this week, the authors refer to the list below as "Calling Cards," a concept they developed to help people like you and me find our life's calling and purpose. They explain:

Each of these callings describes a core gift. Each calling comes directly from someone's experience. We have been collecting callings in seminars, workshops, and coaching sessions with individuals and groups from all walks of life.

The list of 52 callings we have come up with represent the "essence of essences" in our research. (This doesn't mean that there are not callings other than our 52; it does, however mean that these 52 represent those that have best withstood real-world testing.) -- page 35.

So are you ready to pan for gold? Put these calling cards in your pan and swirl them around to see if any stay in the bottom as the gold of your life. If you're not sure, then keep swirling them around in your mind and heart. Keep looking and I promise that you'll find the riches that lie in all the "stuff" in your life. I hope it all pans out!

Enterprising

1. Bringing Out Potential
2. Empowering Others
3. Exploring the Way

4. Making Deals
5. Managing Things
6. Opening Doors
7. Persuading People
8. Selling Intangibles
9. Starting Things

Social

1. Awakening Spirit
2. Bringing Joy
3. Building Relationships
4. Creating Dialogue
5. Creating Trust
6. Facilitating Change
7. Getting Participation
8. Giving Care
9. Healing Wounds
10. Helping Overcome Obstacles
11. Instructing People
12. Resolving Disputes

Artistic

1. Adding Humor
2. Breaking Molds
3. Creating Things
4. Composing Things
5. Designing Things
6. Moving Through Space
7. Performing Events
8. Seeing Possibilities
9. Seeing the Big Picture
10. Writing Things