

Business Principles from the Book of Proverbs

I love to read business books. Right now I am reading three:

- "The Field Guide to Sales" by Debbie Mrazek
- "52 Weeks to Sales Success" by Ralph R. Roberts
- "Email Selling Techniques" by Stephan Schiffman

However the Book I love to read the most about working, sales, and management is the book of Proverbs of Solomon written between 960 and 922 BC. His thoughts were remarkable and if you read today's writers like Tracy, Rohn, and Canfield you will find traces of Solomon in their writing. It is said in the Bible that Solomon was the wisest person in the world... not just of his time but all time.

I have gone through the book of Proverbs for about 3 years and have come up with 19 principles that can be applied to business. These are great principles to build a business around.

Principle 1: When you work... Work hard!

- Pro. 14:23 All hard work brings a profit, but mere talk leads only to poverty.
Pro. 10:04 Lazy hands make a man poor, but diligent hands bring wealth.
Pro. 12:24 Diligent hands will rule, but laziness ends in slave labor.
Pro. 28:19 A hard worker has plenty of food, but a person who chases fantasies ends up in poverty.
Pro. 20:13 If you love sleep, you will end in poverty. Keep your eyes open, and there will be plenty to eat!

Principle 2: There are seasons of work for all companies. Discover yours and make a plan to accomplish your work when it is to be done.

- Pro. 10:05 He who gathers crops in summer is a wise son, but he who sleeps during harvest is a disgraceful son.

Principle 3: The better I get at my work the more I will get bigger and better customers. If I don't I will only sell to small customers.

- Pro. 22:29 Do you see any truly competent workers? They will serve kings rather than working for ordinary people.

Principle 4: Work for your money and never cheat or lie to another person.

- Pro. 10:02 Ill-gotten treasures are of no value, but righteousness delivers from death.
- Pro. 18:3 Doing wrong leads to disgrace, and scandalous behavior brings contempt.
- Pro. 20:4 Those too lazy to plow in the right season will have no food at the harvest.
- Pro. 21:6 Wealth created by a lying tongue is a vanishing mist and a deadly trap.
- Pro. 22:16 A person who gets ahead by oppressing the poor or by showering gifts on the rich will end in poverty.
- Pro. 20:10 Differing weights and differing measures— the LORD detests them both.
- Pro. 20:23 The LORD detests differing weights and dishonest scales do not please him.
- Pro. 11:01 The LORD abhors dishonest scales, but accurate weights are his delight.
- Pro. 21:3 The Lord is more pleased when we do what is right and just than when we offer him sacrifices.
- Pro. 20:10 False weights and unequal measures — the Lord detests double standards of every kind.

Principle 5: Plan out your work and then work out your plan

- Pro. 21:05 The plans of the diligent lead to profit as surely as haste leads to poverty.
- Pro. 21:5 Good planning and hard work lead to prosperity, but hasty shortcuts lead to poverty.
- Pro. 21:29 The wicked bluff their way through, but the virtuous think before they act.
- Pro. 24:27 Do your planning and prepare your fields before building your house.

Principle 6: Take good care of and appreciate all your assets

- Pro. 12:27 The lazy man does not roast [b] his game, but the diligent man prizes his possessions.
- Pro. 27:23-27 Be sure you know the condition of your flocks, give careful attention to your herds; for riches do not endure forever, and a crown is not secure for all generations. When the hay is removed and new growth appears and the grass from the hills is gathered in, the lambs will provide you with clothing, and the goats with the price of a field. You will have plenty of goats' milk to feed you and your family and to nourish your servant girls.

Pro. 14:04 Without oxen a stable stays clean, but you need a strong ox for a large harvest.

Pro. 22:3 A prudent person foresees danger and takes precautions. The simpleton goes blindly on and suffers the consequences.

Principle 7: Do not be a work alcoholic because even if you work for riches they will eventually fly away.

Pro. 23:04-05 Do not wear yourself out to get rich; have the wisdom to show restraint. Cast but a glance at riches, and they are gone, for they will surely sprout wings and fly off to the sky like an eagle.

Principle 8: Don't quit in hard times. Stay the course!

Pro. 24:10 If you falter in times of trouble, how small is your strength!

Pro. 24:10 If you fail under pressure, your strength is too small. (Same verse different versions)

Principle 9: Be careful who you take advice from but get and keep coaches and mentors.

Pro. 29:12 If a ruler listens to lies, all his officials become wicked.

Pro. 15:22 Plans go wrong for lack of advice; many advisers bring success.

Pro. 20:6 Many will say they are loyal friends, but who can find one who is truly reliable?

Pro. 27:6 Wounds from a sincere friend are better than many kisses from an enemy.

Pro. 19:20 Get all the advice and instruction you can, so you will be wise the rest of your life.

Pro. 20:18 Plans succeed through good counsel; don't go to war without wise advice.

Pro. 24:5-6 The wise are mightier than the strong, and those with knowledge grow stronger and stronger. So don't go to war without wise guidance; victory depends on having many advisers.

Pro. 27:9 The heartfelt counsel of a friend is as sweet as perfume and incense.

Pro. 29:1 Whoever stubbornly refuses to accept criticism will suddenly be destroyed beyond recovery.

Principle 10: If you want something think of a plan to get it.

Pro. 13:04 The sluggard craves and gets nothing, but the desires of the diligent are fully satisfied.

Principle 11: Temper your desires with knowledge before you act.

- Pro. 19:2 Enthusiasm without knowledge is no good; haste makes mistakes.
Pro. 22:3 A prudent person foresees danger and takes precautions. The simpleton goes blindly on and suffers the consequences.
Pro. 27:12 A prudent person foresees danger and takes precautions. The simpleton goes blindly on and suffers the consequences.

Principle 12: Borrowing money can make you a slave

- Pro. 22:7 Just as the rich rule the poor, so the borrower is servant to the lender.
Pro. 20:16 Get security from someone who guarantees a stranger's debt. Get a deposit if he does it for foreigners.

Principle 13: There is a time for work and a time for rest. When you are at work, work, and when you are to rest, rest.

- Pro. 24:30-34 I went past the field of the sluggard, past the vineyard of the man who lacks judgment; thorns had come up everywhere, the ground was covered with weeds, and the stone wall was in ruins. I applied my heart to what I observed and learned a lesson. A little extra sleep, a little more slumber, a little folding of the hands to rest— then poverty will pounce on you like a bandit; scarcity will attack you like an armed robber.
Pro. 20:04 A sluggard does not plow in season; so at harvest time he looks but finds nothing.

Principle 14: Do not hire lazy people and expect them to change. They won't!

- Pro. 20:13 Do not love sleep or you will grow poor; stay awake and you will have food to spare.
Pro. 12:11 He who works his land will have abundant food, but he who chases fantasies lacks judgment.
Pro. 18:9 A lazy person is as bad as someone who destroys things.
Pro. 19:15 Lazy people sleep soundly, but idleness leaves them hungry.
Pro. 19:24 Lazy people take food in their hand but don't even lift it to their mouth.

Principle 15: People love to find a bargain. If possible help them find one.

- Pro. 20:14 "It's no good, it's no good!" says the buyer; then off he goes and boasts about his purchase.
Pro. 18:16 Giving a gift can open doors; it gives access to important people!

Pro. 20:14 The buyer haggles over the price, saying, "It's worthless," then brags about getting a bargain! (Repeated because I like both versions)

Principle 16: Always have ways to help your employees to grow but don't just give it away.

Pro. 16:26 It is good for workers to have an appetite; an empty stomach drives them on.

Principle 17: Develop a method to hire trustworthy people.

Pro. 25:17 Trustworthy messengers refresh like snow in summer. They revive the spirit of their employer.

Pro. 22:10 Throw out the mocker, and fighting goes, too. Quarrels and insults will disappear.

Pro. 27:18 As workers who tend a fig tree are allowed to eat the fruit, so workers who protect their employer's interests will be rewarded.

Pro. 28:20 The trustworthy person will get a rich reward, but a person who wants quick riches will get into trouble.

Principle 18: Never be happy if a competitor comes into hard time. Help them if you can.

Pro. 24:17-18 Don't rejoice when your enemies fall; don't be happy when they stumble. For the Lord will be displeased with you and will turn his anger away from them.

Principle 19: Make sure you could tell God why you charge what you charge.

Pro. 28:8 Income from charging high interest rates will end up in the pocket of someone who is kind to the poor.

If you have a 20th one email it to me at jon@summitfencesupply.com or twitter it to twitter me at twitter.com/FenceManOnWheel

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