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**To : Peter Kentley**

**From : John Grullis**

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**SUBJECT: DOING BUSINESS WITH GOD**

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In 1990 on an Oil rig in the South China Sea off the coast of Brunei, I gave my heart to Jesus, after watching a video tape of Ian McCormick's "A Glimpse of Eternity".

After traveling between Perth and Brunei for 8 years, I found myself redundant in 1995, I enrolled into a local TAFE college to commence studies for the Certificate 1V of Business, there was no particular reason other than I always wanted to run my own business, mid way through the course I was contacted by a friend of mine (also a Christian) who was working for a medium to large oil company, the studies was taking a toll on our finances as I was ineligible for any Govt assistance. I was very grateful for the position of night shift Drilling Supervisor as the salary package was significantly more than I have ever received (God promotes) however when it dawned on me the level of academic knowledge required for the position, I wanted to run, before the first 12 hour shift and every subsequent shift for the next 14 months I got on my knees and told God I couldn't do this job it was beyond my academic level and if He did not come to work with me I was not going, God always saw me through and even gave me some miraculous situations that made the others stand in awe (of Him) I always gave Him the Glory.

I went to NZ in 1996 as the Drilling Supervisor in charge of an exploration well on the east coast of NZ, not having a night Supervisor as an assistant, the Holy Spirit gave me the strength to work 17 days straight with only 2 hours sleep per day and kept me alert throughout that period.

When I returned to Perth WA, I wanted to have a break, that break lasted 7 months, no matter how hard I tried I could not find employment (the Lord showed me I had 7 months of feast prior and all the money I earned was used to provide all our needs for 7 months of famine “ no work” ) until a friend of mine in Jakarta Indonesia ( an Australian & Christian) mentioned that a position was opening up in Australia for a consultant with a Oil & Gas service company, I really didn't want to take the position as it was a 50 % reduction in the salary I was used to, I resisted the position with all I knew how, I had the drilling consultancy agent ring all over Asia and the Middle East to try and secure me a position as a Drilling Supervisor to no avail, I very reluctantly accepted the position and within weeks was on my way to Aberdeen in Scotland for 3 weeks to be inducted into the company, during the first week in Aberdeen my wife Janine called to say 4 Oil companies were trying to contact me for work, I had to decline as I gave my word that I would give this position 6 months, it was tempting as the salary was significantly more, and the position was more prestigious, the position I accepted was basically a sales position (God had a plan) I didn't realize until later how significant the decision to stay with the lesser paid and less prestigious position would be.

In July 1997 I returned from Aberdeen after a 3 week induction, I had replaced another person who had to go back to the UK, by late 1998 the Agent representing the Scottish company for who I was a consultant for had not complied to the agreed royalty payments schedule and I was persistently trying to persuade the UK company to open a subsidiary company or branch in Perth WA so I could become the branch Manager, I must admit I had selfish motives, I spent all of 1999 nagging the UK company to open up a branch, they procrastinated until November 1999 , however by then the UK laws had changed concerning overseas branches or subsidiaries requiring them to make a large investment, it would be too costly for them, they gave me a proposition , if I would open / start up a company they would work through me , I was chasing a Manager's position, however God had a Director's position for me and in Jan 2000 Pathfinder Resources Aust Pty Ltd was founded on [Deut 8 : 18 amp bible and 1 Chron 29 : 10-13](#) opened it's doors.

I had no business acumen, only several units completed of the TAFE course, I believe God wanted me that way, uncontaminated by the business world so He could teach me His principles as I sought Him more and more, like a little child he taught me, the right methods were blessed (financially) and when I did not apply them there was no rewards, I soon learnt quickly to seek wisdom and guidance from the Holy Spirit and apply His way of doing things.

I will list some principles I believe the Holy Spirit led me to do.

1. Before I started my car in the driveway, I would ask God to come to work with me. Ask Him for His love, peace, patience and kindness to flow

through you today, ask the Holy Spirit for His Godly Wisdom and Knowledge in everything you do and say, ask Him to stand guard over your mouth and give the Holy Spirit authority to jerk you into line if you do or say something to offend Him, remember if you don't offend Him you won't offend others.. When I arrived at work I stayed in the car and prayed for the other businesses in the building.

2. Prior to calling a potential client I would ask God to give me favour with the person and soften his heart, the same when prior to picking up when the phone rings , I would thank God for favour with the caller.
3. One of the most important principles was to be debt free, from the very first day with the \$USD 15,000 grant from the UK company to help startup, I would pay every debt / invoice I received that same day, I would not wait the 7 or 30 days to pay, what you sow you reap, I also contacted all the financial controllers I had to deal with and explained that I was starting up and needed payment as soon as possible, the funds started coming in well before the 30 day provision, within months Pathfinder's bank balance grew, I am skipping some minor things like, I had to use my own thermal fax until Pathfinder had the funds to buy a new one, all the Glory to God as one of the reason's Pathfinder Resources has been able to maintain debt free status by implementing the principle of not withholding another company's prosperity by taking advantage of the 7 day or 30 day payment scheme.
4. **Prayer** ( communing with the Lord) is vital, I believe I received an insight in God's way of multiplication, He asked me to form a business group initially with the people of the congregation / church I go to, the group grew to 40 as another congregation / church joined us, the idea was for everyone to pray for the other 39 businesses not for theirs for 5 minutes every morning , this way every business would have 195 minutes of prayer before they even started work, the Lord did not leave out employees , all Christian employees are to pray 5 minutes every morning for their immediate Supervisors, Managers, and business owners.
5. **God answers prayer** much quicker when we pray for others, He knows all your needs, put others first.

6. **Prayer of Agreement Matt 18: 18-20**, Agree in prayer with your wife firstly, for all your needs for the business, pray with your business partner ( if he is a Christian) for the same, do not hold onto strife or grudges and be very quick to forgive whether you are right or wrong, remember a house divided will fall.
  
7. **Lack Deut 10:12 & 28: 1-14** Lack / debt is one of the greatest causes of stress among Christians especially Christian Business people, the enemy attacks you 24 hrs per day, he wants Christian Business people to give up on God and confess that the Word doesn't work, blame God for all their troubles, therefore become ineffective for God..
  
8. **Pray for Favour** Your future is not thrust upon you without your consent, you choose it every day by giving God first place in your life or by putting the things of this world first. You choose it by planting the seeds of God's Word in your heart each day or by entertaining the doubts and fears of the world / enemy.
  
9. **Breakthrough Time Rom 4: 17**,"Speak those things that be not as though they are" if after all the above and you still don't see any change, know this, the enemy has fired his best shot at you and if you stand firm you will breakthrough, 8 out of 10 Christian Business people give up on prayer and never receive what God wants to give them, the other 2 get all He has for them.
  
10. **Every Morning** before getting out of bed , say "in 2006 my breakthrough has come and the turn around has already begun".

“ My covenant of Victory makes provision for No Want and No Lack.

God bless.....Always

John Gullis  
Director  
Pathfinder Resources