

Life Works – When You Work with the Law

Part 8: The Law of Compensation

April 15, 2009



I. Introduction.

Isaiah 60:1 “Arise, shine; for your light has come! And the glory of the LORD is risen upon you.” (NKJV)

Romans 8:19 “The creation waits in eager expectation (= intense anticipation) for the sons of God to be revealed (= to take off the cover, to be disclosed).” (NIV)



A. God designed us for perpetual increase, progress and growth.



“Man is never satisfied . . . God did not **intend** that man should be forever satisfied. **The law of his being is perpetual increase, progress, and growth . . .**” (*Working with the Law* Raymond Holliwell)

“**Every living thing is under the necessity for continuous advancement.** Where increase of life ceases, dissolution and death set in at once. People instinctively know this, and hence they are forever seeking more. **This law of perpetual increase** is set forth by Jesus in the parable of the talents. **Only those who gain more retain any.** ‘From him who hath not shall be taken away even that which he hath.’” (*The Science of Getting Rich*, Wallace Wattles)



B. The power of Law.

1. “The law is **the uniform and orderly method of an omnipotent God.**” (Bob Proctor)



2. **Luke 16:17** “**But it is easier for heaven and earth to disappear** than for the smallest detail of the **Law** to be done away with.” (TEV)

3. “The laws of **successful living** are the same as the laws of **Science.**” (*Working with the Law*, Raymond Holliwell)

The laws of Science and Success do not change. We must change if we desire to receive the benefits inherent in cooperating with these laws.

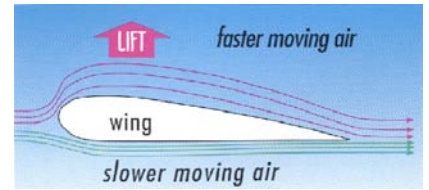


4. The key to **successful living** is **embracing and adhering to these laws.**

Joshua 1:8 “This Book of the **Law** shall not depart from your mouth, but you shall meditate in it day and night, that you may **observe to do** according to all that is written in it. **For then you will make your way prosperous, and then you will have good success.**” (NKJV)



- 5. We ignore these laws at our peril!
- 6. One of the Laws of Success is the **Law of Compensation**.
- 7. “The purpose of this lesson is to show you that **you can use the Law to lift yourself** out of the place where you are to the place where you rightfully belong. **Your right place is where you can enjoy success and plenty**; this is natural, as the Law intended; your failure to realize these things is a miscalculation, a mistake . . .



If you have been brought into the world amidst lack and limitation, **you can never get above it until you change your ideas about it.** There are many, many people who live and die and never know anything different from what has been handed down to them. **Once you have changed your vision, you will change conditions.** (*Working with the Law*, Raymond Holliwell)



II. The Law of Compensation.

Compensation: payment or reward for **service** rendered.



“**Compensation means equal returns for that which is given**; it means a balance of that quality or service that is extended to another . . . **The better your service, the greater the reward**, the more business you will attract. If you follow this Law, you will find that **it is the golden rule in any life or in any business.**” (*Working with the Law*, Raymond Holliwell)

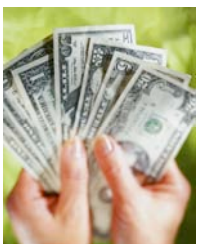
A. Concerning **financial compensation**, what is your **predominant mental state**?

1. “The world owes me a living.”

or,



2. “Whatever a man **sows**, that shall he also **reap.**” (Galatians 6:7)



B. The **Law of Compensation** states that **the amount of money that we earn**, as individuals or as a company, is **directly proportional to three things**:

1. **The need for the service we provide.**
2. **Our ability to perform this service.**

“When you perform your tasks **to the very best of your ability**, or when you are thorough in your work and do it well, you infallibly **bring out the best there is in you** . . . And the Law is that **he who becomes better will attract the better** and be given the greater things to do.



The principle involved is that **when you become too large for your present place** you will begin to draw yourself to something larger; **you cannot attract the better until you first become larger** . . . In truth, **the only bar to your advancement is your own unfitness**. In other words, he who more than fills his present place will, sooner or later, be advanced.” (*Working with the Law*, Raymond Holliwell)

3. **The difficulty involved for someone else to replace us.**

“**To blame your difficulty on outer conditions or on other people is not correct**. It is not the Law, it is You who are wrong. You have a snag in your mentality somewhere. **Check back and readjust your ideas; they are creating and bringing forth your conditions**. ‘Do men gather grapes of thorns, or figs of thistles?’ . . . **The Law that we reap what we sow is mathematically accurate**. Each experience through which we pass operates ultimately for our good. If we attract the unpleasant, it is often because some dormant or neglected phase of our nature needs to be awakened and developed . . . for in every case, the Law of Attraction will only bring what may serve us in our upward development.” (*Working with the Law*, Raymond Holliwell)



3+2=5

- C. One of our goals, then, is to **become so good at what we do** that it becomes very difficult for anyone to **replace** us.



“**Crowd out all inferior thoughts by superior thoughts**, evil thoughts by good thoughts, ugly thoughts by beautiful thoughts, distressing thoughts by pleasant thoughts, and you will begin to overcome the growth of all negative and confused states of wrong and discord . . . **As you train yourself to mentally look for the good, you will move towards the good**; and as you form higher and larger conceptions of the good, these elements will begin to find expression in your **words, acts, character, person, talents, powers, attainments, and achievements**; that is, **all things** in your life will commence to **improve as the direct result of your improved thinking**.” (*Working with the Law*, Raymond Holliwell)



“If you realize your high privilege, **you have only to think** and immediately the object of

your thought is called into being. Indeed, well may I have said, ‘Set your affections on things above, not on things of the earth.’ **To dwell in *thought* on the material, when once you live in Me, – is to call it into being.**” (*God Calling*, January 20)

D. Ask yourself what kind of seeds you are sowing?

“Whatever we possess today is our just reward . . . When you talk hard times, money scarcity, limitation, **you are sowing** that type of seed. What kind of harvest do you expect to get if the farmer sowed thistle seed, and then complained that his field did not bring forth wheat? **Never make an assertion, no matter how real it seems to be to you, if you do not want it reproduced or continued in your life. Do not say money is scarce;** the very statement will send money away from you. **Do not say times are hard;** this will tighten your purse strings so tight that even God will not be able to slip in another coin.” (*Working with the Law*, Raymond Holliwell)



E. The words you speak are the seeds that you are sowing . . . the seeds of faith.

Matthew 17:20 “. . . I tell you the truth, if you have **faith** as small as a mustard **seed**, you can **say** to this mountain, 'Move from here to there' **and it will move.** Nothing will be impossible for you.” (NIV)



Luke 17:6 “He replied, "If you have **faith** as small as a mustard **seed**, you can **say** to this mulberry tree, 'Be uprooted and planted in the sea,' **and it will obey you.**” (NIV)



Mark 11:23-24 “For assuredly, I say to you, whoever **says** to this mountain, 'Be removed and be cast into the sea,' and **does not doubt** in his heart, but **believes** that those things he **says** will be done, he will have whatever he **says.**” (NKJV)

F. Money can't talk, but it can hear. And if you call it, *in faith*, it will come!



“The Spiritual Supply from which the visible comes is never depleted. It never runs out. It is with you all the time. **It will yield according to your demand upon it.** It is not affected by your **ignorant or blind talk of lack or loss; only you are the one affected,** and you control your demonstration **with your thought.** The unfailing Resource is willing to give, **it has no choice in the matter;** if you continue to pour out your **thoughts** into this substance, this will prosper you. Turn the energy of your mind upon ideas of **plenty, love, happiness, joy, health, and they, in turn, will appear.**” (*Working with the Law*, Raymond Holliwell)

“Unlimited supply, that is My Law. Oh! the unlimited Supply, and oh! the poor blocked channels! Will you feel this, that there is no limit to My Power? . . . ‘Ask what ye will and it shall be done unto you.’ How I can fulfill the promise is My Work, not yours, to consider. **Have a big Faith, and expect big things, and you will get big things.**” (*God Calling*, November 3)

G. Allow time for the changes you are making to bring forth fruit.

Ecclesiastes 11:1 “Cast your bread upon the waters, for you will find it **after many days.**” (NKJV)

“No matter what your problem is, the Law can work it out, **but you must adjust your thinking to work with the Law.** Do not expect that in just a few moments or a few applications you will realize a full consciousness of plenty. A builder does not erect a beautiful spire or dome to a million dollar cathedral without foundation; he must first have support to hold that spire aloft . . . **The Law of Compensation works slowly but surely.**” (*Working with the Law*, Raymond Holliwell)



H. What attitudes are you carrying concerning money?

“If you are not succeeding, if you lack any good thing, look more closely to the cause. It is not outside; it is somewhere within. **See where you fail to use the Law correctly or where you fail in your consciousness to think rightly.** There are **three points** common in everyday life where one may fall into a snare and a delusion:

1. Do you EXPECT SOMETHING FOR NOTHING?

Does it make you feel good, pleased, when you get something without paying for it? **If so, you are violating the Law.** Your returns will always be unsatisfactory. No matter where you go, **be willing to pay your way.**” (*Working with the Law*, Raymond Holliwell)

2 Corinthians 9:6-7 “But this I say: **He who sows sparingly will also reap sparingly,** and he who sows bountifully will also reap bountifully. So let each one give as he purposes in his heart, **not grudgingly** or of necessity; for God loves a cheerful giver.” (NKJV)

“Rely on Me alone. Ask no other help. Pay all out in the Spirit of trust that more will come to meet your supply. Empty your vessels quickly to ensure a Divine Supply. **So much retained by you, so much the less will be gained from Me. It is a Law of Divine Supply.** To hold back, to retain, implies a fear of the future, a want of trust in Me.” (*God Calling*, August 8)

2. “Do you hunt for things that are called ‘cheap’?”

“Cheap thoughts can only bring cheap returns . . . **You place yourself in a vibration that lowers your present state.** It forces you below your proper level. **It limits your thought to a state where you support underselling, cutting, bankruptcy and dishonesty on the part of the seller.** He must lie, or deceive, or cheat somehow about the price of the bargain or some other article, because he is in business to make a fair profit. Thus you become a party to the violation and come under its penalty.” (*Working with the Law*, Raymond Holliwell)



“NEVER let yourselves think ‘we cannot afford this,’ or ‘shall never be able to do that.’ Say ‘the supply for it is not here yet, but it will come if we should have it. It *will* surely come.’ **Persevere in saying that** and gradually a feeling of being plentifully supplied and of being surrounded by riches will possess you. That feeling is your faith claiming My Supply, and according to your faith it shall be unto you.” (*God Calling*, July 6)

3. “Do you begrudge spending money? Do you HATE TO PAY YOUR BILLS?”



Release your money cheerfully even if it be the last dollar you have. Decide what your need is; if it is of more value than the dollar in your purse, then spend the dollar cheerfully. **In this way you comply with the Law.** Often when we get to a low level we begin to tighten up on our purse strings. We begin to hold back. **This is like closing the faucet, limiting the supply from pouring in to you.”** (*Working with the Law*, Raymond Holliwell)

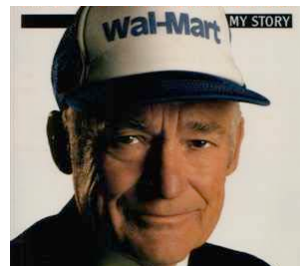
“Do not be afraid of poverty. Let money flow freely. I will let it flow in **but you must let it flow out.** I never send money to stagnate – only to those who pass it on.” (*God Calling*, January 5)

Be grateful for the electricity and telephone service you have enjoyed during the month, the food and clothing you purchased, the gas for your car that enabled you to go where you needed to go, etc. **Pay these bills joyfully and with gratitude!** This will put you in the right vibration to attract greater good into your life.

III. Practical Steps and Philosophy that Will Help You Improve Your Service.

A. Focus on the customer.

“There is only one boss. **The customer.** And he can fire everybody in the company, from the chairman on down, simply by spending his money somewhere else.” (Sam Walton)



“If you don’t take care of the customer . . . **somebody else will.**” (Unknown)

“A sale is not something you pursue. It’s what happens to you **while you are immersed in serving your customer.**” (Unknown)

“It is not the employer who pays the wages. Employers only handle the money. **It is the customer who pays the wages.**” (Henry Ford)



B. Provide “legendary” service.

“The goal as a company is to have customer service that is **not just the best, but legendary.**”
(Sam Walton)



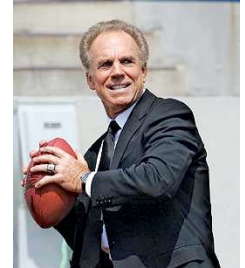
1. Be the best at what we do.

“Do what you do so well that they will want to see it again **and bring their friends.**”
(Walt Disney)

2. Go the extra mile with the customer.

“There are no traffic jams along the extra mile.” (Roger Staubach)

Ask the customer if there is anything else you can do for them. **Don’t leave them until you’re sure they are happy with your service.**



Understand that when it comes to profitability, **repeat business** is the name of the game. And the key to repeat business is **extraordinary customer service.**

“If you’re not serving the customer, **you’d better be serving someone who is.**”
(Karl Albrecht)

3. Say, “Thank you.”

Do what some of the airlines do. Say, “**Thank you** for flying with us. **We know you have a choice** when you travel, and we really appreciate your business.”



4. “Never underestimate **the power of an irate customer.**” (Unknown)



C. Excerpts from “Control Your Destiny or Someone Else Will”, by Jack Welch.

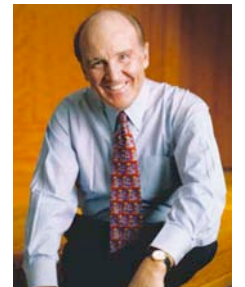
1. Change is accelerating and competition is intensifying worldwide.

2. Learn the value of your job:

- a. What it **contributes to the customer.**

- b. What it contributes to make your company **more productive and competitive.**

- c. Embrace the principle that **job security comes from winning in the marketplace.**



d. Companies today can't guarantee lifetime employment, but they may be able to guarantee **lifetime employability**.

3. Trying to define precisely what will happen three to five years out is futile. The world is moving too fast for that.

Rather, we need to:

a. **Define a vision** in broad, but clear terms.

b. **Maximize our own productivity**.

c. **Be organizationally and culturally flexible** enough to meet massive change.



4. Recognize that **incremental change may not get the job done**.

If our changes aren't big enough and revolutionary enough, bureaucracy and competition can beat us.

5. **The three most important things to measure** in a business:

a. **Customer satisfaction** – if it's growing, so will your market share.



b. **Employee satisfaction** – if it's growing, so will productivity, quality and creativity.

c. **Cash flow** – the pulse, the key vital sign of your company.



6. Another important lesson: the value of **stretching the organization by setting the bar higher than people think they can go**.

GE's standard of performance: **"Be as good as the best in the world."**

Invariably, the people find a way to get there . . . or most of the way. The trick is to not punish those who fall short. If they improve, you reward them, even if they haven't reached the goal.

7. Jack Welch's biggest mistake: **not moving fast enough.**

You want to be liked, to be thought of as reasonable . . . so you don't move as fast as you should.

In the end it causes more pain than if you'd have moved quickly, and hurts your competitiveness.



8. Become **boundaryless** by **breaking down barriers** that divide employees, such as hierarchy, job function, departmental “boundary” lines, geography, etc.

Boundaries get in the way of performance. They impede the flow and exchange of new ideas. They throttle rapid decision making.

We must **reach across the boundaries** that separate us from our workers, our customers, our suppliers, our contractors.

9. Competition is the enemy, and **customers are the only source of job security.**

D. Learn the value of teamwork.

Job 12:7 “But **ask the animals**, and **they will instruct you**; **ask the birds** of the sky, and **they will tell you.**” (NLT)

“We must observe nature and copy her methods if we want to have success.” (Wallace Wattles)

Leadership Lessons from Geese:



Fact # 1: As each goose flaps its wings it creates an “uplift” for the birds that follow. By flying in a “V” formation the flock adds 71% greater flying range than if each bird flew alone.

Lesson: People who **share a common vision** get where they are going faster and easier because they are traveling on the thrust of one another.

Fact # 2: When a goose falls out of formation, it suddenly feels the drag and resistance of flying alone. It quickly moves back into formation to take advantage of the lifting power of the bird immediately in front of it.

Lesson: If we have as much sense as a goose we will **stay in formation** with those headed where we want to go. We are willing to accept their help and give our help to others.

Fact # 3: When the lead goose tires, it rotates back into formation and another goose flies to the point position.

Lesson: It pays to **take turns doing the hard tasks** and sharing leadership. As with geese, people are dependent on each other's skills, talents and abilities.

Fact # 4: The geese flying in formation honk to encourage those up front to keep up their speed.

Lesson: We need to **make sure our "honking" is encouraging**. In groups where there is encouragement, the production is much greater.

Fact # 5: When a goose gets sick, wounded or shot down, two geese drop out of formation and follow it to help and protect it. They stay with it until it dies or is able to fly again.

Lesson: If we have as much sense as geese, we will **stand by each other in difficult times** as well as when we are strong.

IV. Close.

Matthew 16:23-24 "But He turned and said to Peter, "Get behind Me, Satan! You are an offense to Me, **for you are not mindful of the things of God, but the things of men.**" Then Jesus said to His disciples, "If anyone desires to come after Me, **let him deny himself, and take up his cross, and follow Me.**" (NKJV)

