

“GAIN ALL YOU CAN. SAVE ALL YOU CAN. GIVE ALL YOU CAN.”
—JOHN WESLEY

f.001.tiff

“YOU DON’T HAVE TO BE RICH TO HAVE FINANCIAL INFLUENCE,
YOU JUST HAVE TO BE GENEROUS.”

f.002.tiff

gen•er•os•i•ty 1: the quality or fact of being generous :
a generous act—a willingness to give help or support,
esp. more than is usual or expected.
2: abundance—great generosity of spirit.

f.003.tiff

SCARCITY
VS.
ABUNDANCE

f.004.tiff

“SCARCITY THINKING IS BASED ON THE NOTION THAT ALL RESOURCES ARE BOTH FINITE AND IN SHORT SUPPLY. IN THIS MIND-SET, EVERYTHING THAT EXISTS HAS A FIRM LIMIT, AND ONCE EXHAUSTED, IT CAN NEVER BE REPLENISHED...IF I HAVE TWO DOLLARS AND I GIVE YOU ONE, I HAVE BECOME POORER. MONEY IS SCARCE, AND I DON'T KNOW IF I WILL REPLACE WHAT I HAVE GIVEN AWAY. IF I SHARE MY IDEAS WITH YOU, YOU'LL SUCCEED AND I WON'T BECAUSE GOOD IDEAS ARE RARE AND HARD TO FIND. IF I VOLUNTEER MY TIME FOR A CHARITABLE ORGANIZATION, I'LL HAVE LESS TIME TO DO THE THINGS THAT MATTER TO ME BECAUSE THERE ARE ONLY 24 HOURS IN A DAY. THAT'S A SNAPSHOT OF SCARCITY THINKING.”

—STAN TOLER

f.005.tiff

“WHILE IT IS TRUE THAT MANY THINGS HAVE A FIRM LIMIT—THE HOURS IN A DAY, OR THE SQUARE FOOTAGE OF A PIECE OF REAL ESTATE—VALUE IS UNLIMITED. WE CREATE MORE OF IT EVERY DAY. THERE IS NO LIMIT TO THE NUMBER OF GOOD IDEAS YOUR BRAIN CAN PRODUCE. YOU HAVE THE POSSIBILITY OF MAKING MORE MONEY... PEOPLE WHO THINK THIS WAY ARE NEVER AFRAID OF RUNNING OUT BECAUSE THEY KNOW THE THINGS THAT MATTER MOST IN LIFE ARE TRULY UNLIMITED. RELATIONSHIPS, IDEAS, FRIENDSHIP, COOPERATION, CONTENTMENT, OPPORTUNITY, AND LOVE HAVE NO FINITE BOUNDARY.”

—STAN TOLER

f.006.tiff

¹WE WANT YOU TO KNOW, BROTHERS, ABOUT THE GRACE OF GOD THAT HAS BEEN GIVEN AMONG THE CHURCHES OF MACEDONIA, ²FOR IN A SEVERE TEST OF AFFLICTION, THEIR ABUNDANCE OF JOY AND THEIR EXTREME POVERTY HAVE OVERFLOWED IN A WEALTH OF GENEROSITY ON THEIR PART. ³FOR THEY GAVE ACCORDING TO THEIR MEANS, AS I CAN TESTIFY, AND BEYOND THEIR MEANS, OF THEIR OWN ACCORD, ⁴BEGGING US EARNESTLY FOR THE FAVOR OF TAKING PART IN THE RELIEF OF THE SAINTS—... ⁷BUT AS YOU EXCEL IN EVERYTHING—IN FAITH, IN SPEECH, IN KNOWLEDGE, IN ALL EARNESTNESS, AND IN OUR LOVE FOR YOU—SEE THAT YOU EXCEL IN THIS ACT OF GRACE ALSO. ⁸I SAY THIS NOT AS A COMMAND, BUT TO PROVE BY THE EARNESTNESS OF OTHERS THAT YOUR LOVE ALSO IS GENUINE. ⁹FOR YOU KNOW THE GRACE OF OUR LORD JESUS CHRIST, THAT THOUGH HE WAS RICH, YET FOR YOUR SAKE HE BECAME POOR, SO THAT YOU BY HIS POVERTY MIGHT BECOME RICH.

—2 CORINTHIANS 8:1-4, 7-9

GIVE, AND IT WILL BE GIVEN TO YOU. GOOD MEASURE, PRESSED DOWN, SHAKEN TOGETHER, RUNNING OVER, WILL BE PUT INTO YOUR LAP. FOR WITH THE MEASURE YOU USE IT WILL BE MEASURED BACK TO YOU.

—LUKE 6:38

f.007.tiff

f.008.tiff

⁶THE POINT IS THIS: WHOEVER SOWS SPARINGLY WILL ALSO REAP SPARINGLY,
AND WHOEVER SOWS BOUNTIFULLY WILL ALSO REAP BOUNTIFULLY.
⁷EACH ONE MUST GIVE AS HE HAS DECIDED IN HIS HEART, NOT RELUCTANTLY
OR UNDER COMPULSION, FOR GOD LOVES A CHEERFUL GIVER.

f.009.tiff

⁸AND GOD IS ABLE TO MAKE ALL GRACE ABOUND TO YOU,
SO THAT HAVING ALL SUFFICIENCY IN ALL THINGS AT ALL TIMES,
YOU MAY ABOUND IN EVERY GOOD WORK. —2 CORINTHIANS 9:6-8

f.010.tiff

¹⁰HE WHO SUPPLIES SEED TO THE SOWER AND BREAD FOR FOOD WILL SUPPLY AND
MULTIPLY YOUR SEED FOR SOWING AND INCREASE THE HARVEST OF YOUR
RIGHTEOUSNESS. ¹¹YOU WILL BE ENRICHED IN EVERY WAY TO BE GENEROUS IN EVERY
WAY, WHICH THROUGH US WILL PRODUCE THANKSGIVING TO GOD. —2 COR. 9:10-11

f.011.tiff

ZIG ZIGLAR QUOTES:

"MANY MARRIAGES WOULD BE BETTER IF THE HUSBAND AND THE WIFE
CLEARLY UNDERSTOOD THAT THEY ARE ON THE SAME SIDE."

"MANY PEOPLE QUIT LOOKING FOR WORK AS SOON AS THEY FIND A JOB."

"PEOPLE OFTEN SAY THAT MOTIVATION DOESN'T LAST.
WELL, NEITHER DOES BATHING—THAT'S WHY WE RECOMMEND IT DAILY."

"THERE IS ONLY ONE THING WORSE THAN TRAINING EMPLOYEES AND
LOSING THEM, AND THAT'S NOT TRAINING THEM AND KEEPING THEM."

"LIFE IS AN ECHO. WHAT YOU SEND OUT COMES BACK. WHAT YOU SOW, YOU REAP.
WHAT YOU GIVE, YOU GET. WHAT YOU SEE IN OTHERS, EXISTS IN YOU."

"YOU CAN GET EVERYTHING YOU WANT IN LIFE
IF YOU WILL JUST HELP ENOUGH OTHER PEOPLE GET WHAT THEY WANT."

f.012.tiff



I. WHY IS GENEROSITY IMPORTANT?

f.013.tiff

I. WHY IS GENEROSITY IMPORTANT?

- IT MAKES INFLUENCE TANGIBLE

f.014.tiff

I. WHY IS GENEROSITY IMPORTANT?

- IT BUILDS INFLUENCE TRUST

f.015.tiff

I. WHY IS GENEROSITY IMPORTANT?

- IT CREATES INFLUENCE TRANSFERENCE

f.016.tiff



2. HOW CAN I BECOME A
GENEROUS INFLUENCER?

f.017.tiff

2. HOW CAN I BECOME A GENEROUS INFLUENCER?

- DONATING MONEY

f.018.tiff

2. HOW CAN I BECOME A GENEROUS INFLUENCER?

- SPENDING TIME

f.019.tiff

2. HOW CAN I BECOME A GENEROUS INFLUENCER?

- SHARING SKILLS

f.020.tiff

2. HOW CAN I BECOME A GENEROUS INFLUENCER?

- NETWORKING RELATIONSHIPS

f.021.tiff

“CONNECTORS ARE INFLUENCERS”

—STAN TOLER

f.022.tiff

2. HOW CAN I BECOME A GENEROUS INFLUENCER?

- LENDING RESOURCES

f.023.tiff



davidhmckinley.com
RESOURCE SITE

f.024.tiff

2. HOW CAN I BECOME A GENEROUS INFLUENCER?

- OFFERING HOSPITALITY

f.025.tiff

2. HOW CAN I BECOME A GENEROUS INFLUENCER?

- GIVING CREDIT

f.026.tiff