

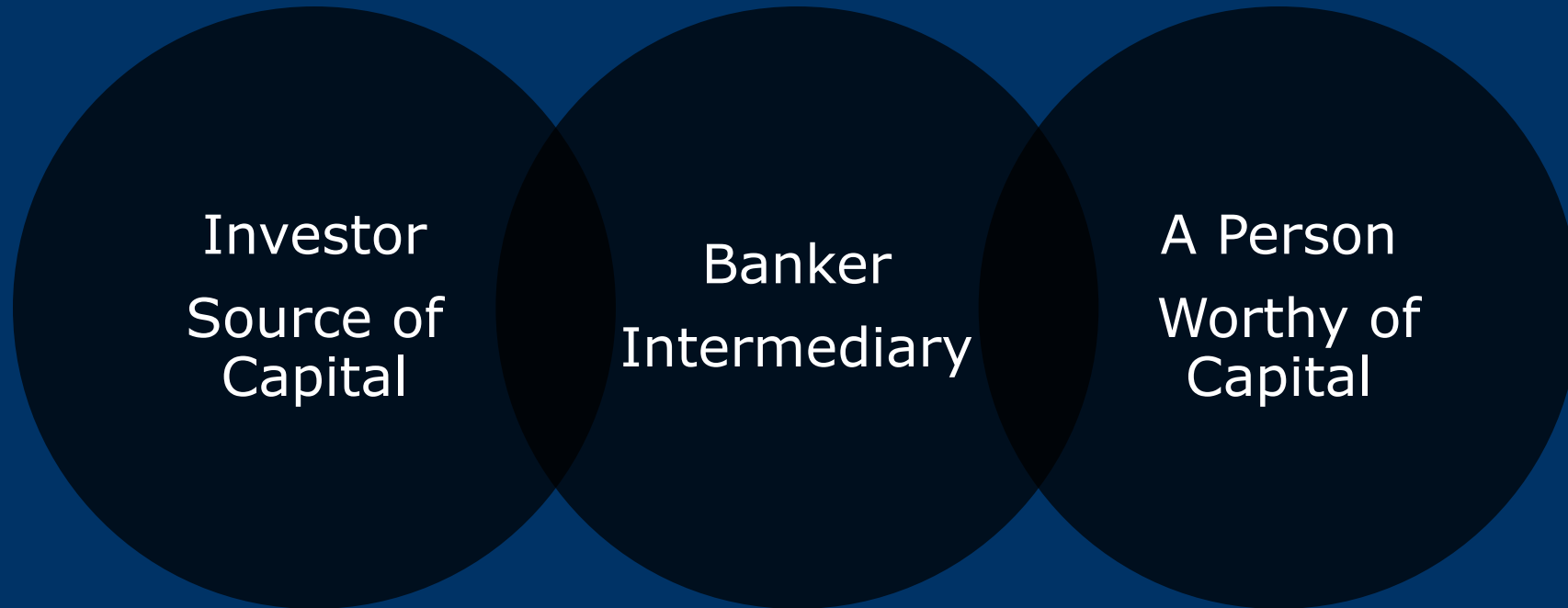
Presented by
Gerald R. Chester, Ph.D.
President, Strategies@Work, LLC

Merchant Banks and Mentorship

A Call to Prosperity



Capital: A Tool of Dominion



Then God said, "Let us make man in our image, after our likeness. And let them have dominion . . ."
Genesis 1:26

Historical Context of Dominion

Technology and Capital



Creation

Creation Mandate



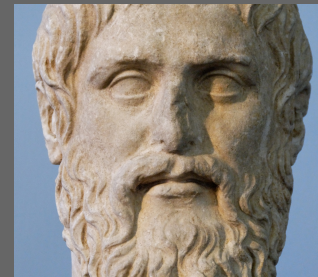
Fall of Mankind

Entrance of Sin



OT Experiments

Depth of the Fall



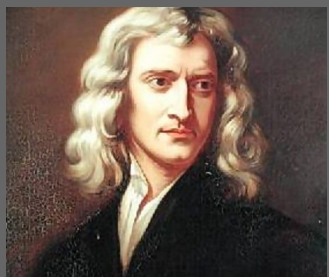
Greek Dualism

Humanism



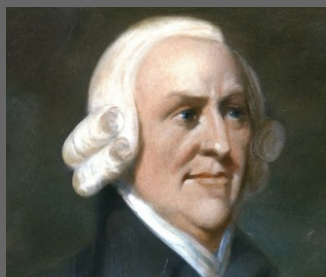
Jesus

Solution to Sin



Newton

Scientific
Reformation



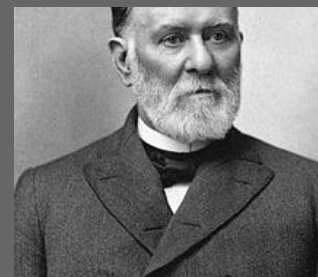
Adam Smith

Capitalism



John Wesley

The Church



Cyrus McCormick

Industrial
Revolution



George Peabody

Merchant Banking



Merchant Banker



Retail Banker



Commercial Banker

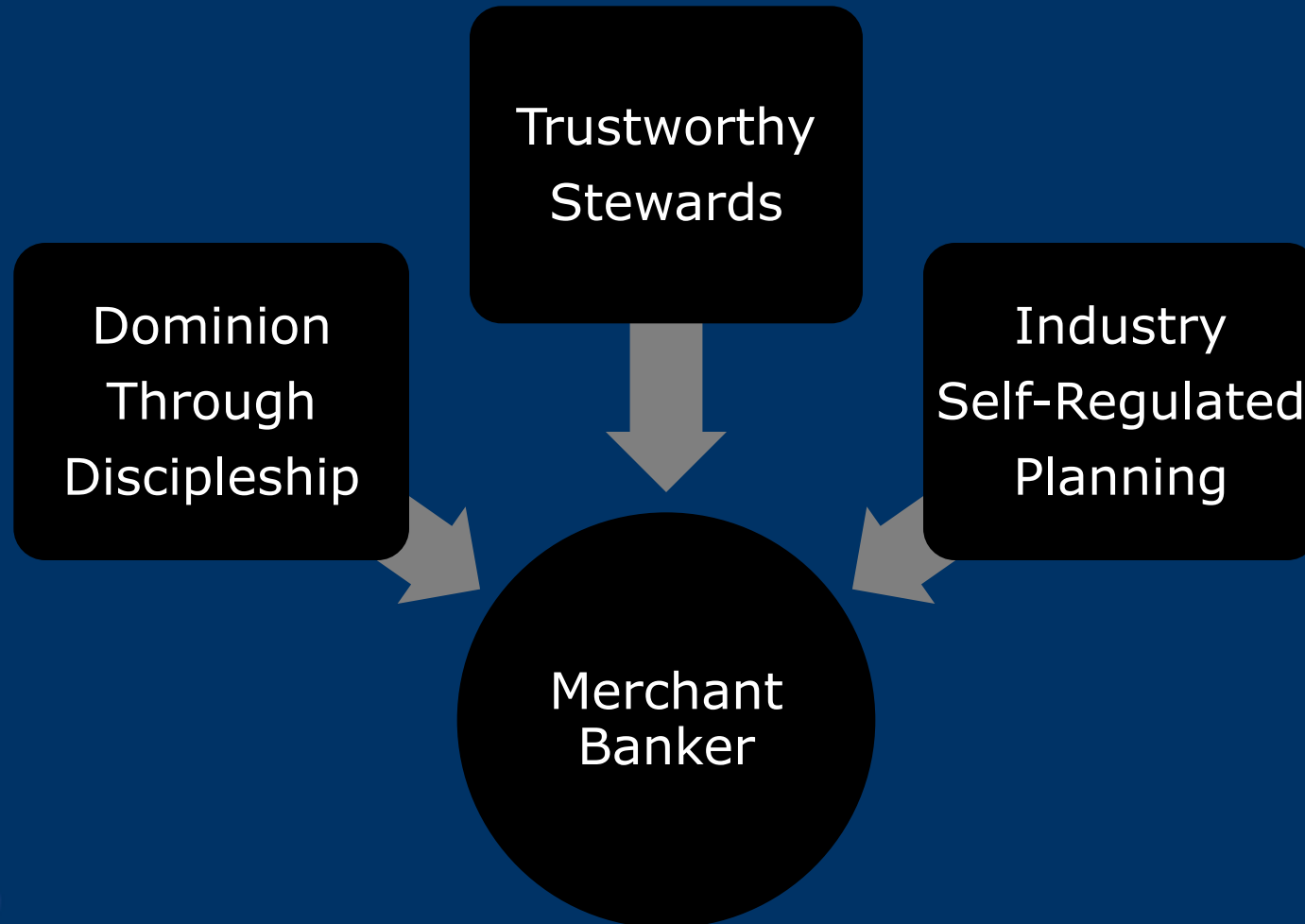


Investment Banker

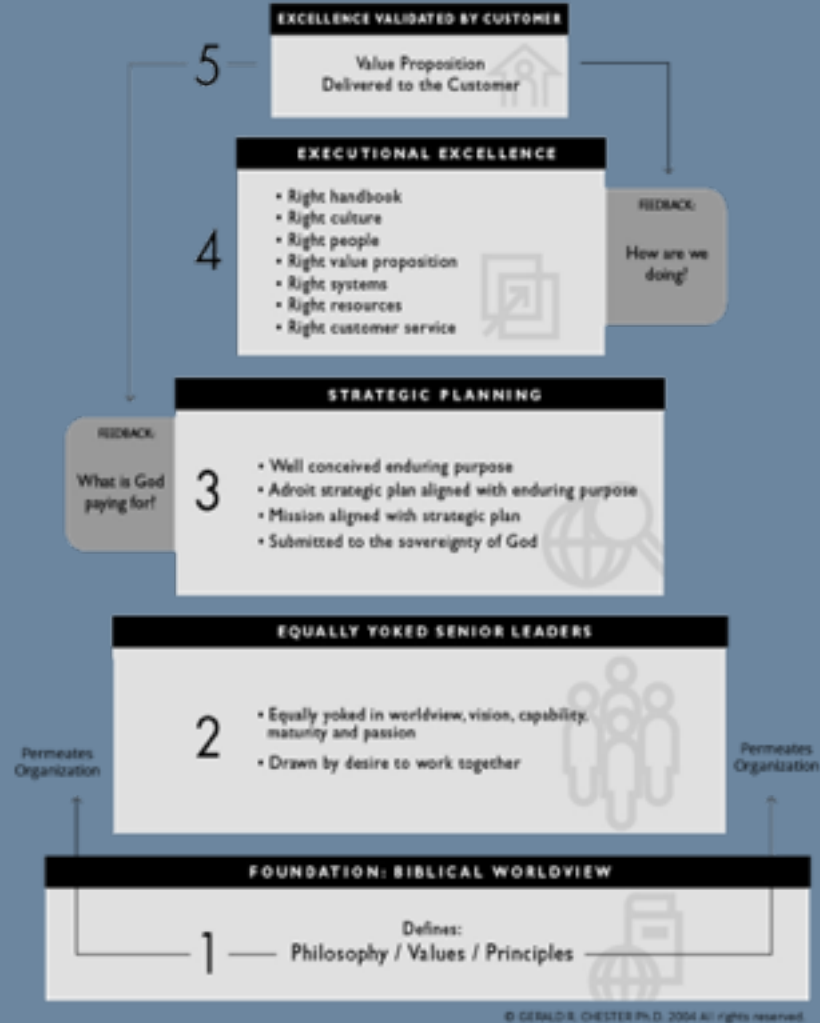
Types and Traits of Bankers

	Circa 1900	Circa 2018		
	Merchant Banker	Retail Banker	Commercial Banker	Investment Banker
Success metric	Reputation	Money		
Qualifying criterion	C ⁴	C ³ (no relation to C ⁴)		The Story
Ethics	Very important	Pragmatic—money trump ethics		
Relationship	Very important	Low—money trump relationships		
Management counsel	Very important	Low Priority		
Loyalty to management	High	Low—money trump relationships		
Metanarrative/Gen Xfer	Very Important	Not Important		
Planning (regulation)	Self-Regulation	Government Regulation and/or Competition		
Adversity	Friend	Not a friend		
Risk tolerance	Moderate	Very low		Low
Source of capital	Self/Accredited	All depositors		Accredited

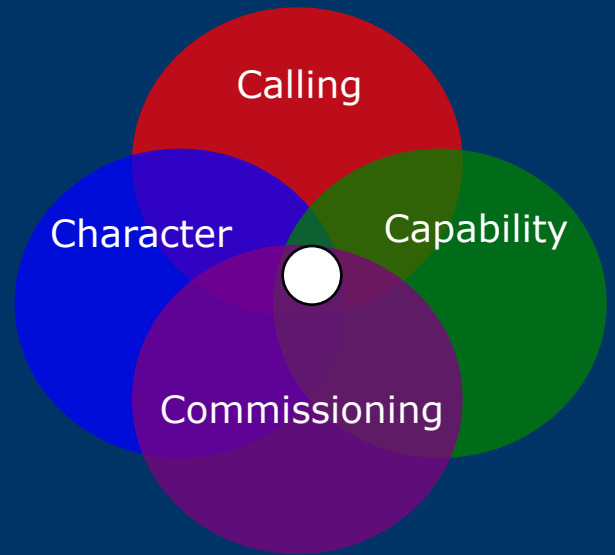
Values of Merchant Bankers



Beyond Babel Model



Tool of Dominion: Mentorship



The Seminal Criterion



The Pujo Hearings (December 1912) were tasked to investigate the Money Trust. Part of the testimony revealed the seminal criterion for being 'worthy of capital'.

Samuel Untermyer: Is not commercial credit based primarily upon money or property?

JPM: _____.

How did JPM respond?



The Seminal Criterion: Character

JPM's response

Untermeyer: Is not commercial credit based primarily upon money or property?

JPM: No, sir, the first thing is character.

Untermeyer: Before money or property?

JPM: Before money or anything else. Money cannot buy it . . .

Chernow, Ron. The House of Morgan: An American Banking Dynasty and the Rise of Modern Finance (p. 154). Grove/Atlantic, Inc.. Kindle Edition.

Whoever is slow to anger is better than the mighty, and **he who rules his spirit than he who takes a city.** - Proverbs 16:32 ESV

What builds character 'worthy of capital'?

What best facilitates individual transformation (i.e., alignment with the will and ways of God)?

Worship

Prayer

Church meetings

Music

Christian media

Service

Bible engagement

Small group activities



Empirical Research

Methodology

- 8 year Internet based study

- 100K+ people who self-identified as Christ-followers

- Ages 8 to 80

- USA and 20 other countries

- Spiritual growth metric: growing more Christ-like in thoughts, words, and actions.

Conclusion: the key to spiritual growth

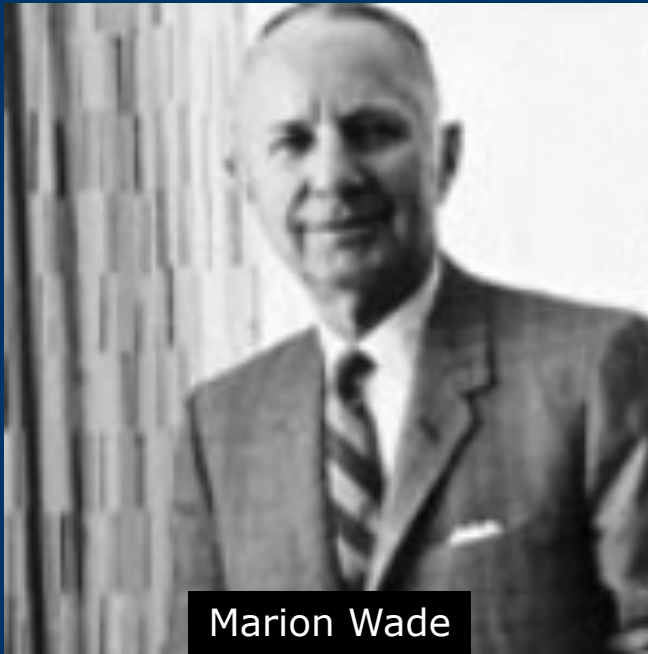
- Engaging the Bible at least four times a week is critical to growth in the Christian faith.

Corroborating studies

- Willow Creek (*Reveal* by Hawkins and Parkinson and *Follow Me* by Hawkins and Parkinson)

- Lifeway Research (*Transformational Discipleship* by Geiger, Kelley and Nation)

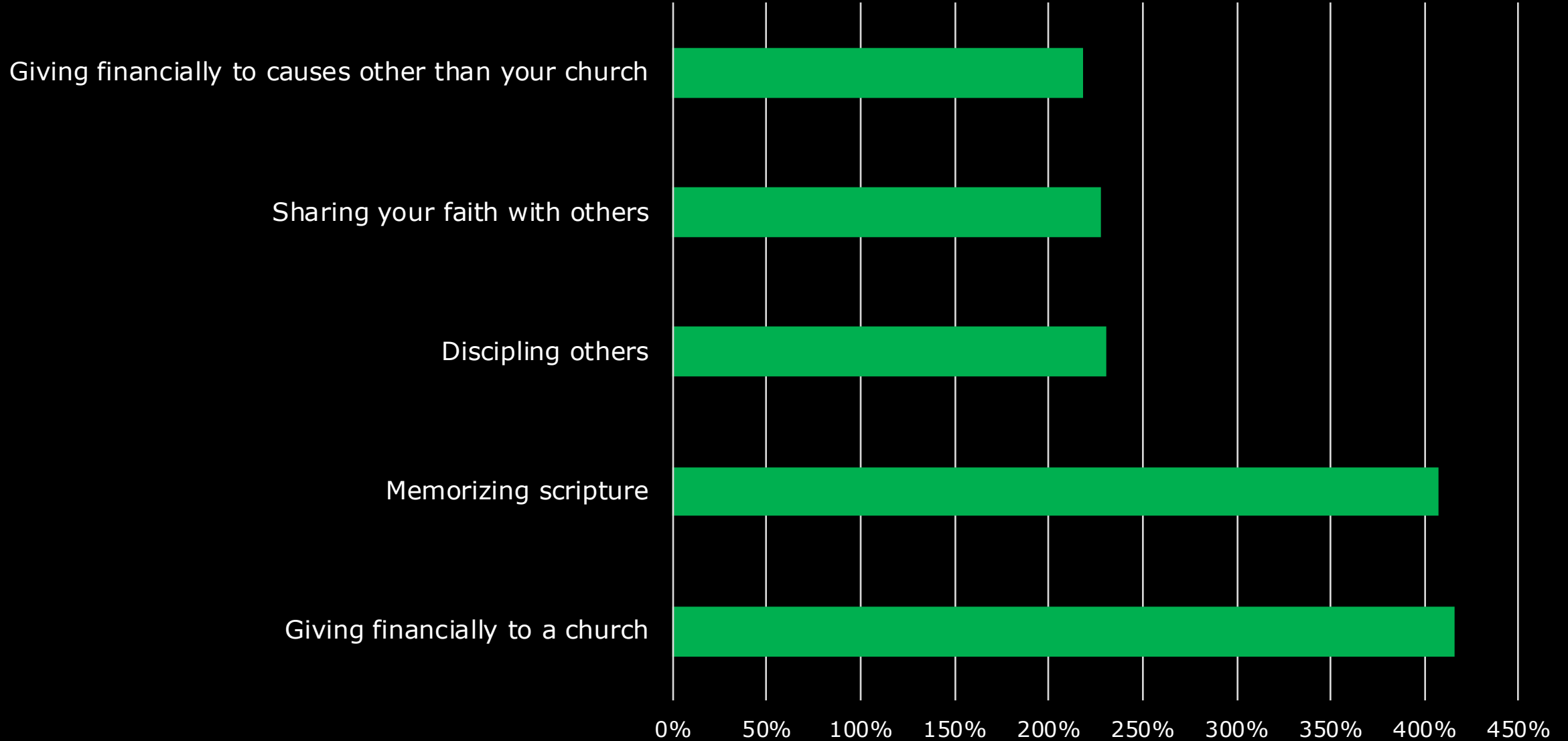
Fruit of Character



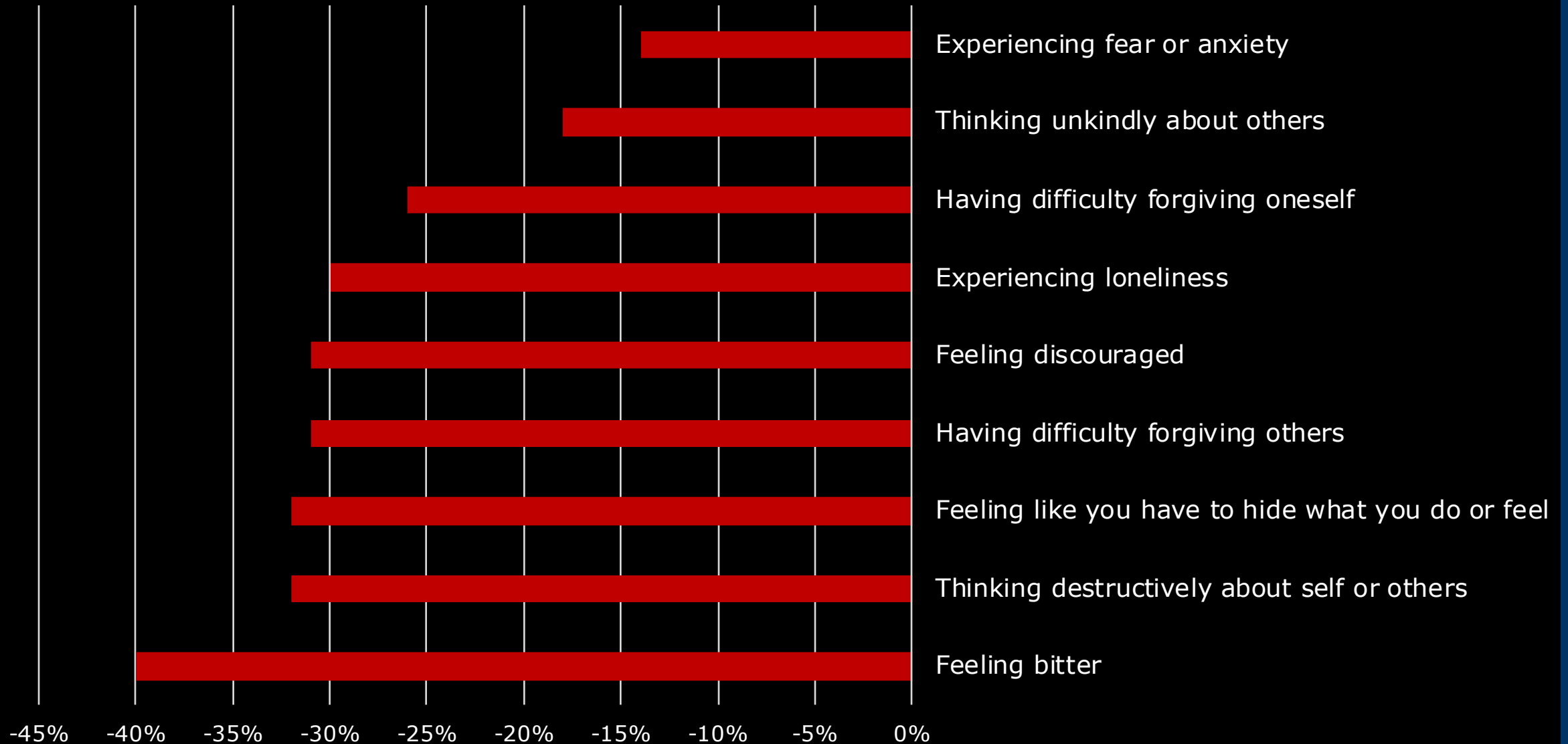
Marion Wade

Blessed is the man who does not walk in the counsel of the wicked or stand in the way of sinners or sit in the seat of mockers. But his delight is in the law of the LORD, and on his law he meditates day and night. He is like a tree planted by streams of water, which yields its fruit in season and whose leaf does not wither. Whatever he does prospers. Not so the wicked! They are like chaff that the wind blows away. Therefore the wicked will not stand in the judgment, nor sinners in the assembly of the righteous. For the LORD watches over the way of the righteous, but the way of the wicked will perish. Psalms 1:1-6 [NIV]

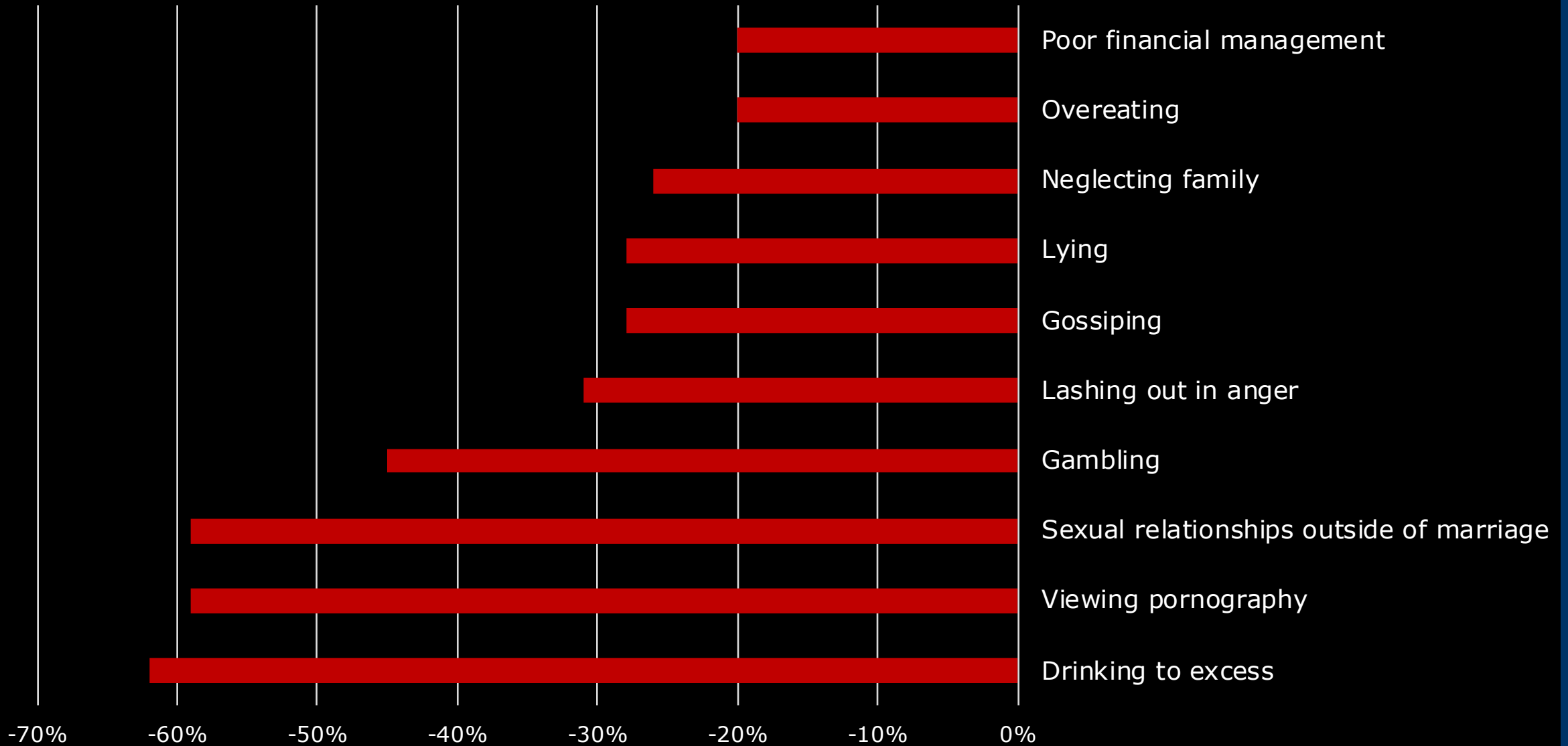
Benefits of Bible Engagement at Least Four Times Per Week



Benefits (internal) of Bible Engagement at Least Four Times Per Week



Benefits (external) of Bible Engagement at Least Four Times Per Week



Take Away

To launch, consider the following:

- ✓ The highest purpose of mankind is to rule God's creation as his agents.
- ✓ To exercise dominion requires capital.
- ✓ The key to being worthy of capital is, first and foremost, godly character.
- ✓ To build godly character requires engaging in the word of God to define the norms of life, that is, to live according to a Christian worldview.