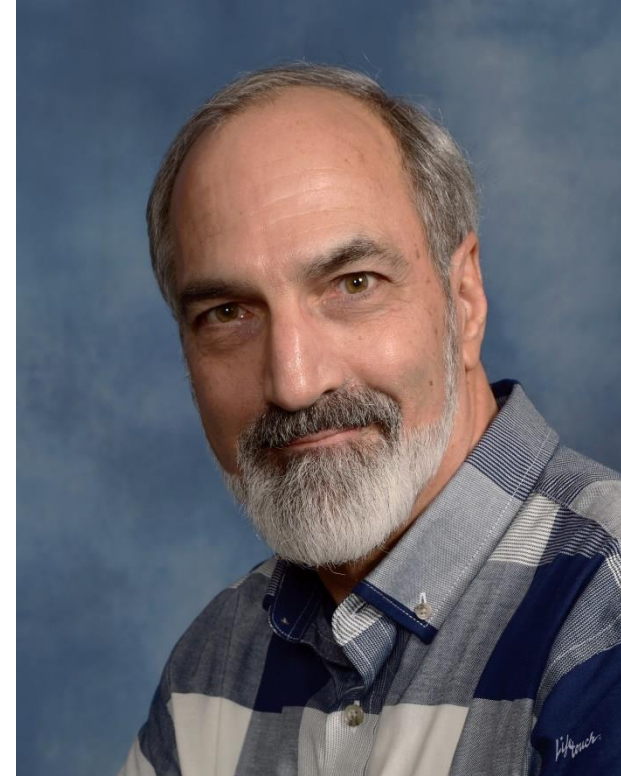


# MAKING DISCIPLES @ WORK

Facilitated by  
Drew Crandall, President  
Northeast Christians At Work

February 15, 2019



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# I'd like to dedicate this seminar to the Lord and to my brother-in-law, Mike Martel.



**M**

**MEEK.**

Mike was a very gentle soul.

**I**

**IMPERFECT.**

Mike was not self-righteous and arrogant. He never pretended to be perfect. He knew his faults, and did not expect perfection out of others.

**K**

**KIND.**

Mike was always friendly toward others.

**E**

**ENDED WELL.**

It is amazing how Mike walked through the valley of the shadow of death with such grace, pleasantness and faith.

In the eternal picture, Mike ended well because he believed in the reality of John 3:16:

*"For God so loved the world, that he gave his only begotten son, that whosoever believeth in him should not perish but have everlasting life."*

Mike's faith in Christ came alive years ago while he attended His Gathering, a church on Mashapaug Road in Sturbridge.

Praise God, Mike is now with the Lord forever!

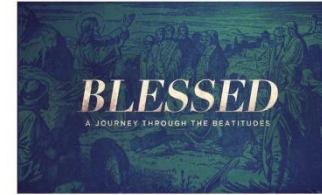


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- In his own meek and humble way, Mike's impact @ work was remarkable.
- The support that he received from his co-workers at Old Sturbridge Village was profound...
- ...from donated PTO to home visits, to the funeral reception, to eulogies by OSV executives, to the ringing of the meetinghouse bell 60x.



Just before Mike died on Wednesday, January 23, 2019, a YouTube video on the Beatitudes, the words of Jesus found in the Gospel of Matthew Chapter 5, was played to him as he was ushered into eternity.

- **BLESSED ARE THE POOR IN SPIRIT**—The humble; those who are always in want of God's grace. Those who are contentedly poor. **CHECK!** Mike lived a simple life; he was not financially or materially wealthy, but he was steady at work, lived within his means, and was very humble.
- **BLESSED ARE THEY THAT MOURN**. This is a gracious mourning, sighing, and crying for our own sinfulness and the sinfulness of others, with an eye on Christ. **CHECK!** Mike was very aware of his own shortcomings. A few years ago, he was very grateful for being delivered from his alcohol problem.
- **BLESSED ARE THE MEEK**, those who can bear provocation with quiet gentleness. **CHECK!** Mike was used and taken advantage of, but did not respond in revenge, harshness and bitterness.
- **BLESSED ARE THEY THAT HUNGER AND THIRST AFTER RIGHTEOUSNESS**...for justice and rightness in an unjust and broken world. **CHECK!** At Mike's wake, a man shared that years ago, Mike came to his help when he was being molested in a highly dysfunctional family situation. Mike helped to change the trajectory of this man's life. This man grew up to become a U.S. Army Ranger.
- **BLESSED ARE THE MERCIFUL**, those who are inclined to pity and help those in distress. **CHECK!** Mike was not only merciful to people, but to animals. From his cat Rico to the stray cats at Old Sturbridge Village, the squirrels, the birds...and yes, even the spiders.
- **BLESSED ARE THE PURE IN HEART**. **CHECK!** Mike had a simple, childlike faith and trust in the Lord that was extremely rare and refreshing.
- **BLESSED ARE THE PEACEMAKERS**. **CHECK!** Mike was not aggressive, disruptive, argumentative or a trouble-maker. He was a man of peace.

From these seven criteria of a blessed man, Mike was very blessed indeed!



This tribute was shared during Mike's Memorial Service on January 29, 2019 by his brother-in-law Drew Crandall. If you would like a digital or framed version, please contact Drew at 860.871.6500 or dcrandall@ChristAtWork.org.



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# Let's open in prayer.

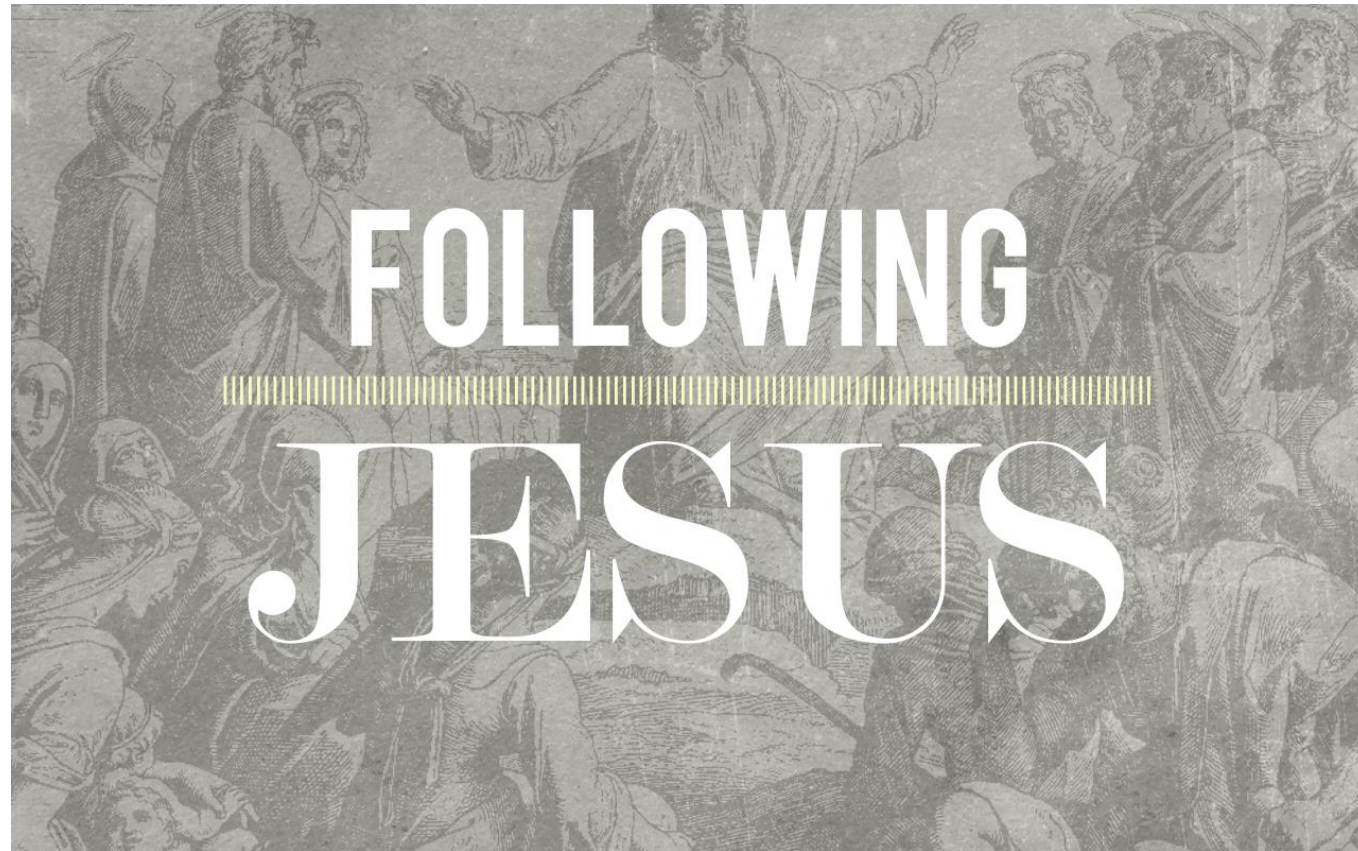


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In order to make disciples @ work,  
you need to be one!



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## 5 tips on growing in Christ



by Drew Crandall

### 1. Commit to being “fertile soil.”

In Matthew 13, Jesus speaks a parable about different types of soils. Please meditate on verses 1-23 and commit to the Lord in prayer that you are willing to be fertile soil for His Word. God will honor that prayer *big-time*...and He will make your life abundantly fruitful and rewarding.

### 2. Ask to be filled with the Holy Spirit daily.

It's fantastic to receive the gift of eternal life and the indwelling of the Holy Spirit. It's also life-changing when you realize that the Holy Spirit wants to FILL you continuously. All it takes is your asking Him to fill you, you giving Him permission to fill you, and He will! He will make your life abundantly fruitful and rewarding. See Galatians 5:16-25. I'd recommend Dr. Charles Stanley's two-tape series and book entitled “The Wonderful Spirit-filled Life.” Visit [www.InTouch.org](http://www.InTouch.org) for details.

### 3. Start each day in prayer and meditation on the Word.

Make morning devotions as normal as eating breakfast, brushing your teeth, shaving and showering. God will bless the time you spend with Him, and equip you with just the spiritual food and wisdom you need for the new day. Ask the Holy Spirit to give you clarity and wisdom on what should be done in ministry, business, and personal life TODAY. Make a written list and seek to diligently do the things He inspires you to do. Remember, faith without works is dead!

### 4. Seek to make your Christian walk relevant in everyday life.

Avoid the temptation to feast on the Word and become an intellectual theologian instead of an everyday, “in the trenches” Christian. Don't worry about the future...it's already taken care of! Seek to make your relationship with Christ relevant in your day-to-day personal life, married life, school life, work life, and community life. That's when your testimony will shine most brightly!

### 5. Participate in a local Bible-believing church.

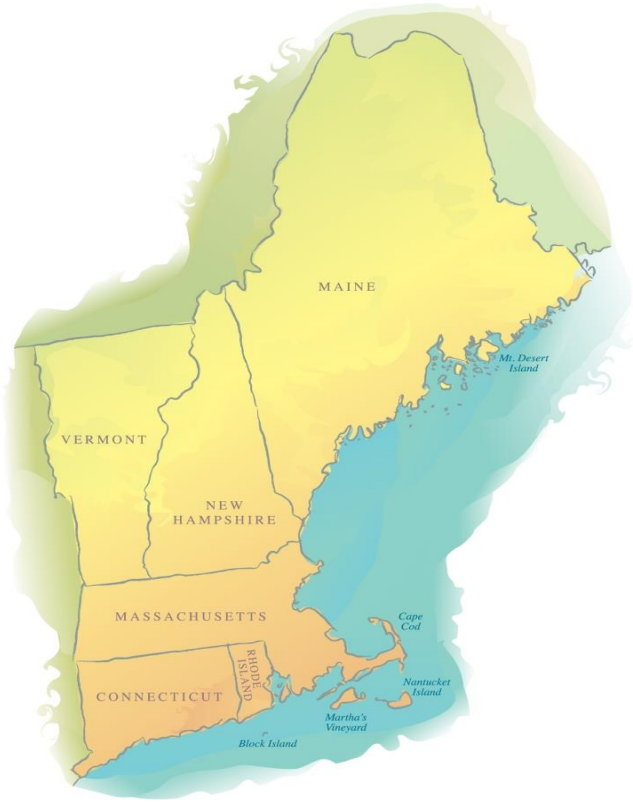
Stay plugged into a local church, and faithfully participate in worship services, Sunday School, and other ministries as led by the Holy Spirit. Ask Him to show you what spiritual gifts He has divinely chosen to give you, and use them for the benefit of the church. You can't bloom if you're not planted!



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# A brief testimony...



- My family heritage in New England goes back to 1634, when the Rev. John Crandall landed in Boston. He helped to start the very first Baptist church in the New World in Providence, was a champion of religious liberty, and one of the founders of the Colony of Rhode Island.
- Another family member is Prudence Crandall, Connecticut's Official Heroine for her courageous stand against racism and slavery in the 1830's. She was inspired by the Lord to do what she did. Her legal case was the first civil rights case in the history of the United States.



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- I grew up in the Northeast, and went to church, but I didn't really "know" the Lord until my Road to Damascus experience on June 8, 1985. That's when my faith in Christ came alive during a Christian business breakfast at the Ramada Inn in East Windsor, CT.



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- Ever since that morning, I’ve known that I am called to be a “minister in the marketplace.” For the past 31 years, that calling has been expressed through social entrepreneurship as a Christian business owner (KeepTouch.com). I call the business my “everyday laboratory in applied Christianity.”



- I've been a regional advisor for Vision New England for 30 years; I serve on the GO Conference organizing team, as a VNE Director, and my office in Vernon, CT is VNE's Hartford/Springfield Office.



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# When it comes to making disciples @ work, you have three options:



Don't do anything...force it your way...or do it God's Way.



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# There are many dimensions of making disciples @ work:

**Organic to Organized**

**One-on-one to Group**

**Face-to-face to Remote**

**Traditional to Digital**



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# How you disciple @ work is “fluid.”

- It depends on the work relationship.
- It depends on the work environment.
- It depends on the work situation.
- It depends on the law.
- It depends on the opportunities and resources available.
- It REALLY depends on how the Holy Spirit stirs and guides you.
- If you are receptive to His still, small voice, you'll be on-track.

ONE SIZE  
DOESN'T FIT ALL



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I can provide tips and resources about the law.



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# As you GO and make disciples @ work, it's wise to live out the GO Conference theme from Micah 6:8.

- **Do justice:** build a solid reputation as someone who does what's right at work instead of what's wrong. (That was the topic of my seminar at last year's GO Conference.)



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- **Love mercy:** build a reputation as someone who chooses to be merciful at work instead of being judgmental.



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- **Walk humbly:** build a reputation as someone who is humble at work instead of being arrogant. (It's hard to serve others when you're standing on a pedestal.)



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Unless you work for a Christian organization,  
most co-workers don't have a Christian worldview.



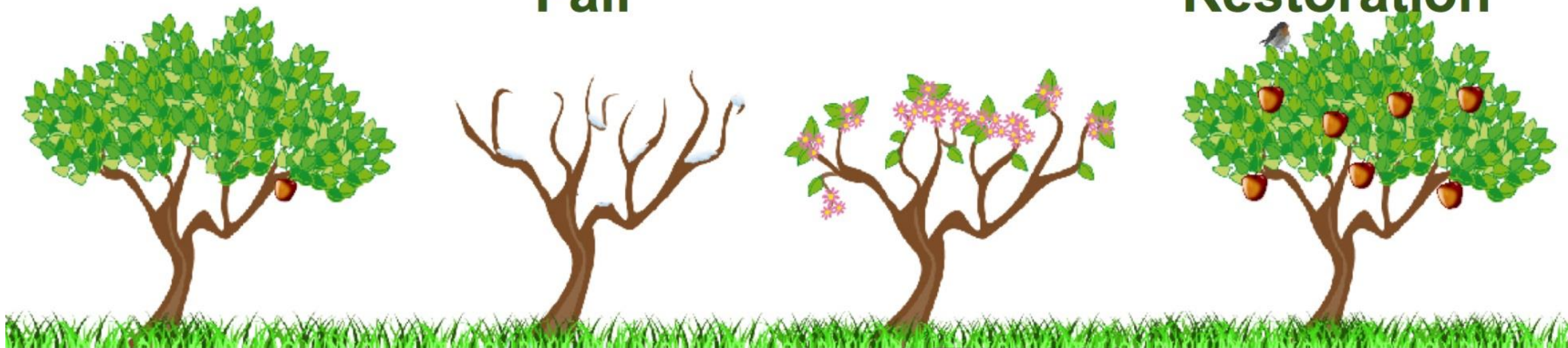
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# Unbelievers perceive our past-present-future quite differently.

**Fall**

**Restoration**



**Creation**

**Redemption**



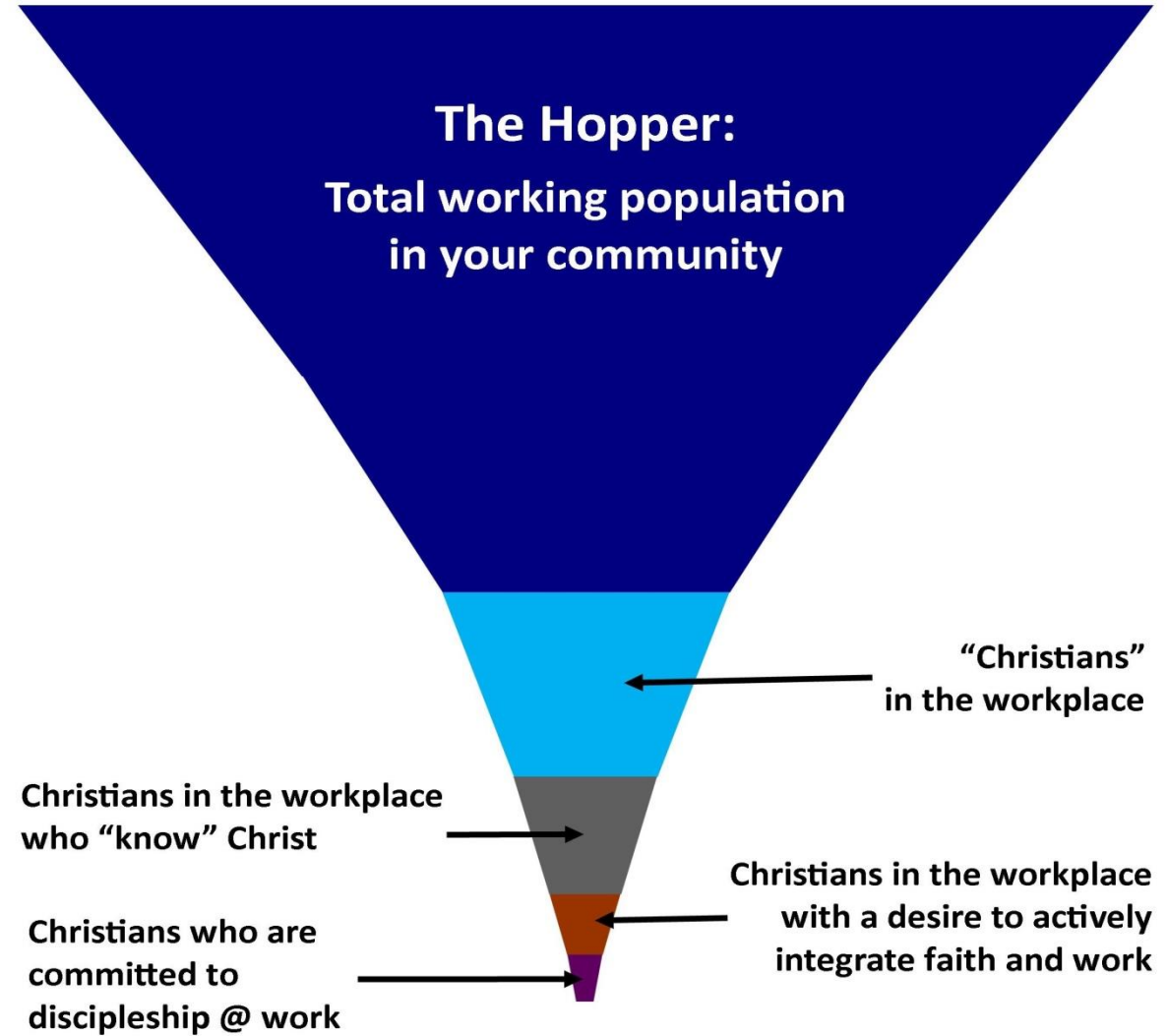
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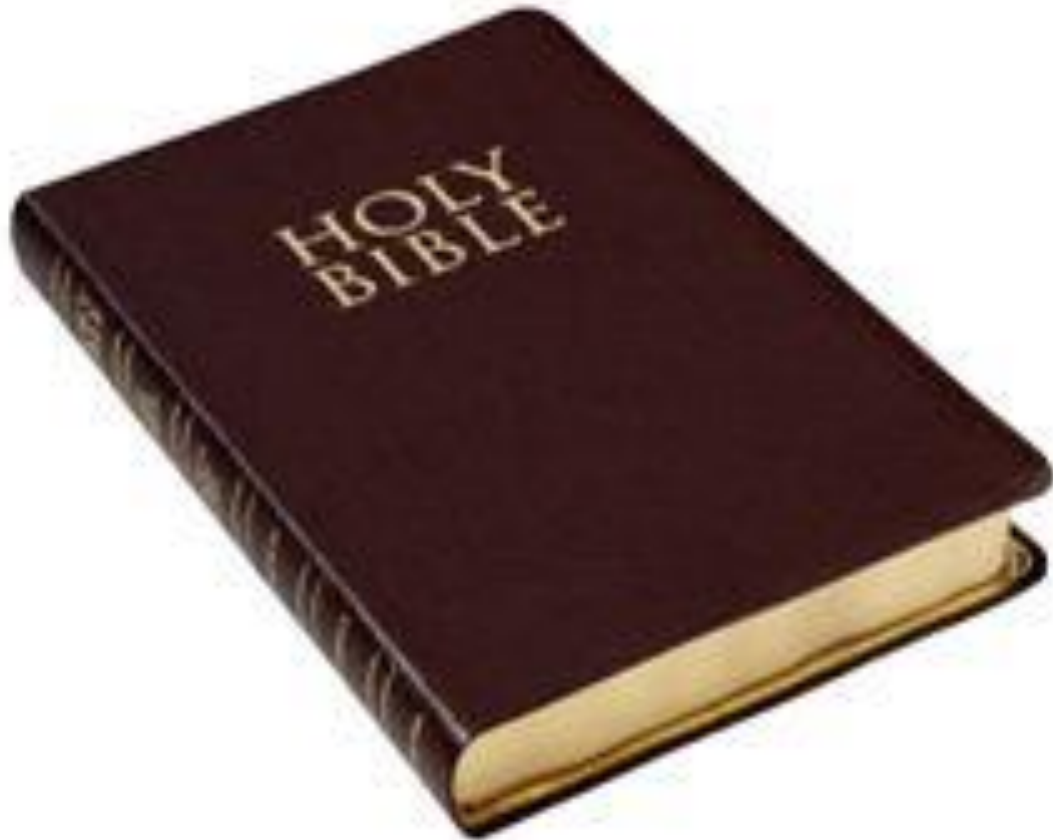
- Watch out for “expectations.” The practical reality is that a small percentage of co-workers will be interested in being discipled @ work on a consistent basis.



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# The Foundation of Discipleship is the Word.



- I could go many directions this morning, but I'm going to give you a recap of several past Bible-based presentations that I've made at VNE's annual Congress in Boston and at other conventions that turned into helpful handouts.
- These are good starting points and springboards for questions and conversation today.



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## 4 tips on sharing salvation with co-workers

by Drew Crandall



### 1. Pray for wisdom.

What you *don't* want to be is a "bull in a china shop." Yes, you want to be enthusiastic. Yes, you want to be eager to share the hope that lies within. But, you should share the Gospel with co-workers *wisely* by being respectful of your co-workers' freedom to choose to believe or not to believe, aware of the limits of your freedom of speech rights, and sensitive to the promptings of the Holy Spirit. If you ask for wisdom, God will give it to you! (James 1:5-8)

### 2. Don't share on "company time."

You are being paid to work, not to preach. You have the liberty to share salvation with co-workers before work, during breaks and meals, and after work. You have freedom of speech rights to have Christian materials in your workspace. Be sensitive to your employer's right to expect you to be working on company time. (Ephesians 6:5-7, I Thessalonians 4:11-12)

### 3. Have evangelistic materials handy that are relevant to daily adult living.

Somewhere in your workspace (desk, bureau, cabinet, vehicle), put together a small "ministry resource center" with Christian materials that pertain to everyday adult living such as work, family life, health, and finances. Of course, keep a small supply of pocket Bibles, too! (1 Peter 3:15)

### 4. Be prepared to share your testimony and the Gospel "crisply."

Many Christians fumble and mumble when asked to share their personal testimony of salvation and the simple Gospel. Practice giving your testimony, practice sharing the Gospel. Write down your testimony and the Gospel, and tweak it until it is "crisp." Always be prepared to "ask for the order!" (Eph 6:15)

*A century from now, you and everyone you work with will be dead and spending eternity somewhere.*



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### 3 reasons why you should start a Christian corporate cultural diversity group



by Drew Crandall

#### 1. Christians are part of any corporation's genuine "diversity!"

Christianity is still the most popular religion in America, although it's often not overtly visible within the corporate culture. If there are other cultural diversity groups at your corporation, why isn't there a *Christian* group? Perhaps **you** are the "sparkplug" the Holy Spirit is igniting to contact the human resource department, go through the application process, and form one. For example, at one major corporation near Hartford, Connecticut all it took was one courageous Christian woman to get the ball rolling. The group has been meeting for many years, with remarkable results (2 Tim 1:7-9).

#### 2. A cultural diversity group will enhance your credibility and visibility.

By starting an official Christian corporate cultural diversity group, a small nucleus of believers can be transformed from a quasi-secret "fringe" group to a visible, credible community within the corporation. Generally speaking, you will have more permission, more freedom, and more opportunity to host meetings, events, intranet emails and websites. For example, a group near Boston sponsors a special lunchtime Christmas concert in the company auditorium that is open to all employees (Acts 18:9-11).

#### 3. A cultural diversity group will increase faith, fellowship & fruitfulness.

The Lord can use a cultural diversity group to encourage, edify, equip, and exhort Christians to effectively "talk the talk and walk the walk" within the corporate culture *and beyond*. For example, the annual CALLED TO WORK Conference held in Somerset, New Jersey is the fruit of two Christian corporate cultural diversity groups in alliance with a local church. The possibilities are endless (Hebrews 10:22-25).



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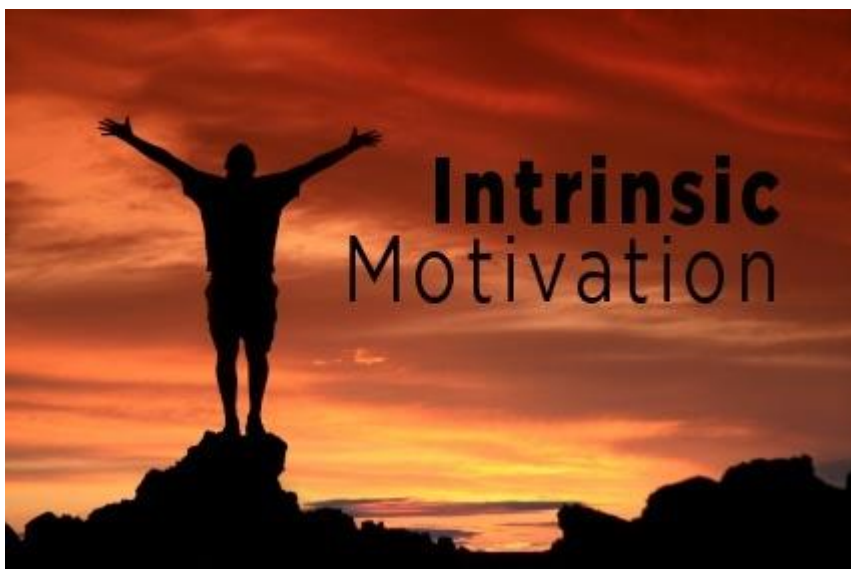
American Airlines



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## For whom and why are you working?



Having a Godly work attitude and work ethic will help you to live an enjoyable and fruitful life!

by Drew Crandall

### 1. Face reality: work is *part of life*!

Don't go to work "kicking and screaming." In this fallen, sinful world, work is necessary, challenging, difficult, full of obstacles and problems (Genesis 2:15, 3:17-19; 2 Thess 3:10). It is unrealistic to expect a work-free, problem-free life. The sooner you recognize your God-given responsibility to work, the better off you'll be.

### 2. Go to work with a *Godly* attitude!

Don't work simply to please yourself or to grudgingly please your boss...work each day to please God Almighty (Colossians 3:23-24). He blesses people who have a strong and honest work ethic, a good and enthusiastic attitude, and a passion for excellence. No matter where you work, make the best of it!

### 3. Be a *smart* worker!

God doesn't want you to be a "dummy" at work. In fact, He promises to give wisdom to all who ask (James 1:5), regardless of age, education, talent, or job position. Before and during work, pray for wisdom and God will give it to you. If you consistently think and act wisely, your boss will take notice.

### 4. Ask God to reveal where He has *called and gifted* you!

God created YOU for a very special purpose. He has given YOU a unique calling, and He has given YOU all the gifts you need to fulfill your calling (1 Corinthians 12). The sooner you discover your calling and giftedness, the sooner you can abide in them and enjoy the benefits. Contact us for ideas on helpful tools.

### 5. "Spend" the fruits of your labors *wisely*!

Don't waste the fruits of your labors on frivolous and foolish things. Remember that your self-worth and security are not based on "stuff" (Luke 12:15), but on the Living God. Give cheerfully and regularly to the work of the ministry. God will bless your faithfulness year after year. Avoid debt (Proverbs 22:7) and build a solid credit history (Ps.37:21).

### 6. Remember that your retirement is in *heaven*, not on earth!

If you have been "born again" (John 3:7), you *will* spend eternity in heaven. Don't let retirement on earth become an all-consuming preoccupation, a false god, and an idol. If you can trust the Lord for today and for eternity, then you can certainly trust Him for old age, should He choose to grant it to you (Matthew 6).



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*Do you ever ask the deeper questions?*



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## 6 reasons why your church should reach into workplaces



by Drew Crandall

### 1. Relevance.

Where do most adults spend most of their waking hours each week? At work! Therefore, as you reach the business community, your ministry will become more relevant to (associated with) the everyday lives of people in your church and in your community.

### 2. Credibility.

Many people in today's culture enjoy their "comfort zones" and do not welcome "invasions" in their lives. They're also weary of so-called holy rollers. By consistently reaching the business community in relevant ways, you will build credibility (believability) with those you seek to influence for Christ.

### 3. Influence.

Influence means "indirect power." By consistently reaching the business community in relevant ways, and by being credible witnesses of God's power in the "real world," you can influence thousands of souls for Christ—without resorting to brute force or manipulation!

### 4. Connections.

Connections mean "links, joints, or relationships." By reaching the business community in relevant ways, you can build links with very gifted people and valuable resources.

### 5. Word of mouth.

By reaching out to the business community, building credibility, gaining influence, and making connections, you will generate positive "word of mouth" advertising.

### 6. Multiplication.

Over time, you will enjoy the fruits of multiplication. Your relevance, credibility, influence, connections, and word of mouth will eventually lead to multiplication. Your church will grow, souls will be saved, and saints will be edified!

*How many  
pastors or church  
leaders visit  
members and  
contacts at their  
workplaces?*



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## 7 tips on leading a fruitful workplace Bible study



by Drew Crandall

### 1. Be alert to business issues.

Keep your eyes, ears, mind and heart open to business issues that you and other businesspeople are currently facing. The Holy Spirit will give you the discernment if you ask Him. Relevance is important!

### 2. Pray for wisdom.

Ask the Lord for guidance in determining how these business issues can be dealt with from a Biblical, Holy Spirit-led perspective. If you ask Him for wisdom, He promises to give it to you!

### 3. Pray for group members regularly.

Make a list and pray for members, that they would be fertile soil and that the cares of this world, criticism, persecution, and challenges would not choke their growth and fruitfulness in the Lord.

### 4. Faithfully publicize your meetings.

You're dealing with very busy people with hectic schedules, competing interests, and short attention spans. Use phone calls, emails, faxes, postcards, letters, and news releases to "shake the tree" but don't browbeat!

### 5. Organize your thoughts and prepare an agenda.

No agenda = no focus = chaos. Your meeting should include prayer, praise, a Scripture-based discussion of a business issue, an update on what's going on in Christian circles, closing prayer and fellowship time.

### 6. Be prepared to minister to whomever comes.

Be emotionally, mentally, and physically ready to minister to those businesspeople whom the Lord brings to each meeting...whether they be many or new, new believers or mature, little companies or big, obscure companies or famous. Do not be a respecter of persons. Start each meeting with no expectations!

### 7. Be faithful and trust God for the increase.

If you have been faithful in planting and watering, trust God for the increase. Be faithful in setting the table, serving the strong meat of the Word of God, and let His Word go forth and accomplish the purpose for which it is sent. It shall not return void—that's a promise from Almighty God!

*There are plenty  
of hot issues to  
tackle!*



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# 8 tips on hosting an evangelistic business event



by Drew Crandall

## 1. Catch the vision.

The workplace is one of the most overlooked mission fields! Through an existing or new workplace outreach, you have *great* potential to reach your local community. For example, I was saved in 1985 at a business breakfast!

## 2. Start with prayer.

Before you begin to plan an evangelistic business event, be sure to keep all aspects of this new workplace outreach in prayer. The Lord will reveal His will, His resources, and His timing as you seek Him regularly.

## 3. Plan your “attack.”

Organize your efforts and give yourself enough lead time to do things right. In general, a lead time of 1-3 months is wise. Is the Lord leading you to organize one event, or several throughout the year?

## 4. Pick a “neutral” meeting site.

In my experience, the most fruitful evangelistic business events are held off the church grounds. Call your local Chamber of Commerce or Rotary Club and ask for the names of local restaurants where businesspeople tend to go. Then visit these restaurants, meet with their managers, and ask about costs and logistics. A location with a private dining room is preferable. Since businesspeople are used to paying for meals, you can usually charge them for their meal. Breakfast, lunch, or dinner can work.

## 5. Invite an enthusiastic guest speaker.

Since you're seeking to attract businesspeople, it helps to invite a Christian speaker who is active in business. For example, the speaker at the business breakfast where I was saved was a dynamic Christian business owner. He shared his testimony, had an altar call, and I responded!

## 6. Cast your bread upon the waters!

Once you have the location, date, time, and speaker, it's time to roll up your sleeves and promote your event! Take an inventory of the communications tools available, your time, and your budget...pick the promotions that make the most sense...and go for it! Your communications tools can/should include: *news releases to local newspapers, radio stations, television stations, cable TV community calendars, and online media;; posters at high-visibility locations; phone, mail, fax, and email invitations to businesses or contacts.*

## 7. Be professional and hospitable.

When businesspeople go to meal events, they expect a certain degree of professionalism. Make sure you have a friendly greeter, inspirational music in the background, a well-organized registration table, and nametags. Begin your event on-time, and *be enthusiastic!* It will be contagious. No matter how many people come, be faithful with the group the Lord has given you. Remember the parable of the mustard seed!

## 8. Share the Word and the Gospel.

The real Power is in the Word of God...so make sure your speaker includes key Scripture passages in his or her testimony. And don't be timid...preach a simple, concise message on the Gospel, give people an opportunity to respond, and trust God for the increase!



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*Here in New England,  
we need crisp, clear  
evangelists who “ask  
for the order!”*



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WORK AS WORSHIP RETREAT

ATTEND

HOST

# Work as Worship Retreat

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On February 22, join thousands of Christian business professionals across the country for a 1-day livestream event to hear from experts on connecting your faith and work.



FRIDAY, FEBRUARY 22, 2019



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- After today's seminar, please visit the *Northeast Christians At Work* display near the main ballroom for many helpful resources.



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*You didn't evolve from an ape.*

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WALK THE TALK

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**Thank you for coming to GO  
and to this seminar.  
Please consider me/us a resource.**

**Drew Crandall**  
**860.871.6500 or 800-JOY-9075**  
**[dcrandall@ChristAtWork.org](mailto:dcrandall@ChristAtWork.org)**