



**THINK  
LIKE A  
KING**

**NEIL SMITH**

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Before you dive in, scan here.



Throughout this book, you will see a few of these QR codes.

I encourage you to pause when you see them, scan the code and watch the video—don't skip it thinking that you will come back to it later! These are strategically placed in different chapters to correspond with what you are reading.

Some of these are testimonies and some are moments of prayer and impartation. They are designed to create room for God encounters as you read. I pray and believe that those moments will be what you remember most when you close this book and step into the fullness of your God-given purpose.

In addition to hearing from me, you'll also hear from other marketplace leaders and Kingdom influencers who have graciously contributed videos to this book.

Tim Costello

Glyn Barrett

Toure Roberts

Jiaheng & Adelene Chan

Melinda Munns

Kristine Brown

Craig Hughes

Their wisdom and experience is invaluable, and I know you will be inspired!





# WINNING CITIES

*You are the light of the world. A city that is set on a hill cannot be hidden. Nor do they light a lamp and put it under a basket, but on a lampstand, and it gives light to all who are in the house. Let your light so shine before men, that they may see your good works and glorify your Father in heaven.*

— Matthew 5:14-16 (NKJV) —

**We are called to declare God's will and intention rather than be dictated to by prevailing mindsets and cultural norms.**

“You are the light of the world”...such a simple statement, yet so packed with responsibility and privilege! God has called us to lead, not follow. We are called to rule as kings and queens, not

be ruled. We are called to declare God's will and intention rather than be dictated to by prevailing mindsets and cultural norms. Scripture puts it this way:

***And the LORD will make you the head and not the tail;  
you shall be above only, and not be beneath...***

***— Deuteronomy 28:13 (NKJV)***

Jesus, in His sermon on the mount, used the metaphor of *light* to help the crowd understand their significance in activating His Kingdom on Earth. Notice here that there is no suggestion that functioning as spiritual light in darkness is optional for the Christian or only for those who officially work in ministry. Instead, He made the definitive declaration that we ARE the light of the world—light being part of our very nature and intrinsic to our being as followers of Jesus.

In those days, a typical lamp used in the home was a small vessel made of clay with a hole in the top for the oil and a spout to hold a wick which would be lit and would burn as long as there was enough oil to fuel it. Because the lamps were small, they were most effective when placed high on a lampstand to allow the flame to illuminate an entire room, allowing people to move around freely. When the sun rose, a bowl would be put over the lamp to limit the oxygen and extinguish the flame. We can see now why Jesus was the master of using everyday concepts to illustrate spiritual principles!

## Called to Shine

In calling us *light*, Jesus was describing our call to illuminate the Kingdom of God in the darkness of our fallen world. Our lives are to be an ongoing testimony of the reality of Christ's Presence and power at work. It is the light of His Presence in us that we are to steward carefully and allow to shine without hindrance. We may feel like our flame is small and insignificant, but even the smallest flame can be positioned for great influence. When many small flames are brought together, the combined light suddenly reaches a point of saturation and significance, not only illuminating the space immediately around it, but also becoming visible from a distance!

Note also that Jesus specifically said that such a light CANNOT be hidden. This is best illustrated when you try to get away to the country for a break and realise that although you have travelled a significant distance, there is a glow on the horizon that reminds you that you live in a city that creates a huge amount of light from many small sources. Clearly, there comes a point when no amount of 'bowls' can extinguish the accumulated light, reminding us that there is incredible power to be found in joining together as the Body of Christ—with unity of mind and purpose!

I am reminded of a story from my childhood that illustrates this principle well. In 1962, John Glenn became the first American to orbit the Earth in the Friendship 7 spacecraft. On this mission, Glenn flew over Perth, Western Australia, and the people of Perth, feeling great empathy for the isolated, lone astronaut, turned on their lights to acknowledge his mission. Glenn observed that the city was clearly visible from space and Perth became known worldwide as the 'City of Light'. This was repeated in 1998 and I was able to be a part of it. Leading up to the 50th anniversary of the 1962 event, John Glenn thanked the many thousands of people

who turned their lights on and rushed out into their backyards to wave torches towards the night sky. He said he could still recall the moment he saw Perth light up below him as he passed over the city in the Friendship 7 spacecraft. “It just seems like it was yesterday to me”, he said, “I remember that view very vividly.”

Because thousands of people chose to switch on their lights in unison that night against the backdrop of thick darkness, the scope of the light produced reached far beyond what any individual light could have. The piercing light, clearly visible from space, not only captivated and impacted the space traveller personally, but also put an otherwise insignificant city on the world map and in the world’s news headlines!

*Light* speaks to me of influence, something business people often neglect in their pursuit of finance. Money is important. Without it, very little can be accomplished. But influence—now that is something that is truly powerful, difficult to contain and impossible to measure!

Jesus Himself is the greatest example of this. He did not need riches in order to exert influence. He simply allowed His Kingdom to be seen and demonstrated through His life daily, providing a stark contrast to the world around Him. Wherever He went, He left an indelible impression on those who encountered Him. He was regularly found in spiritually *dark* places. Consider His meal at the tax collector’s house, His conversation with a broken woman at the well and His interruption of the stoning of the woman found in adultery. In each of these scenarios, not only did He show up where He was least expected to be (as a ‘man of the cloth’—so to speak), but He also radically transformed the lives of every individual who came into contact with Him and the countless others who gathered around to watch Him shine from a distance. Like moths to a streetlight, people were drawn irresistibly to the light that came from inside of Him.

Imagine if He had chosen instead to base Himself in the temple each day, preaching with passion and urging people to come in, but never taking His message to the streets and marketplaces where the people were going about their daily lives. Would His influence have spread so rapidly that He was able to change the course of history in just three years?

So it should be in our everyday lives. Whether in ministry, business or any other field of endeavour, we should have a powerful effect on others, drawing them to the light in us and pointing them to the reality of Jesus Christ. This is the calling of EVERY believer and as such, we are ALL called to be ministers of the Gospel, regardless of our vocation. Collectively, we have an even higher calling—to win cities and reform culture by using our influence to see the Kingdom of God made manifest on Earth.

While the mandate and message are the same for us all, the *forum* or *arena* in which we declare or reveal that message is highly dependent on our unique God-given calling. While for some, it is the pulpit; for others, it is the marketplace. Jesus was intimately familiar with and completely comfortable in both settings! Having said that, He did not always allow His light to shine brightly out in the open. Yes, there were many times when He stood before crowds and very publicly declared the truth of His Kingdom. However, there were also times when He remained silent or quietly slipped through the crowd and withdrew, deliberately containing His light so that it could only be seen by a chosen few.

We learn from Jesus that in all of our shining, there is a time to be *overt* and a time to be *covert*. Though the light does not stop shining, it can be targeted and focussed to achieve a particular, effective outcome. The same is true with our faith. Wisdom should never be far away as we display the Kingdom of God in our daily lives.

## Set Apart

To *shine* is our primary calling as Christians, no matter what our occupation. Why? Matthew 5:16 tells us clearly—to *glorify* the Father. According to Strong's Concordance, the word 'glorify' is translated from the Greek word *doxazo*. This word is used to mean "to cause the dignity and worth of a person or thing to become manifest and acknowledged", and to "praise enthusiastically (extol), magnify, celebrate, honour, make renown and render as excellent". Wow. I'm not sure about you, but Jesus' words now seem so much weightier. What a privilege and awesome responsibility we have in being able to affect the reputation of God on Earth by what we do or fail to do. And what powerful motivation to praise, celebrate and honour Him!

So if it is the job of every Christian to shine in the darkness and make the Father famous, why does the Church at large still not occupy the highest position of influence on the earth? Surely this is our mandate? Perhaps we have underestimated the fact that true influence comes through excellence and integrity—both of which we can so frequently neglect as we are swallowed up in the culture of the corporate world in which we work. In conforming to the culture of the marketplace, we lose our point of difference and fail to draw any attention to ourselves and to the God we represent. But Scripture makes it clear we are not called to *conform*, but rather to be *transformed*:

***I beseech you therefore, brethren, by the mercies of God, that you present your bodies a living sacrifice, holy, acceptable to God, which is your reasonable service. And do not be conformed to this world, but be transformed by the renewing of your mind, that you may prove what is that good and acceptable and perfect will of God.***

— Romans 12:1-2 (NKJV)

## Souls and Cities

As a young boy growing up in a Pentecostal church, I clearly remember what *missions* looked like. Usually it would involve sending teams of adventurous, well-intentioned volunteers to another country for a few days to support a missionary on the ground or serve in an orphanage or small church setting. We would send some food or other needed items that would bring temporary relief—mostly items from our own cupboards that we didn't want or were out of date. It's quite shameful now, thinking back on the mindset that missionaries should be 'blessed' with the leftovers and unwanted items of those who lived in relative affluence. Undoubtedly, the missionaries would be encouraged and people would come to salvation, but just as quickly as teams arrived, they would leave to return home with a great story of their adventures in a foreign land but leaving very little lasting change behind them. Was anything of real significance established as a result of our efforts? Sadly, not really.

I have been privileged to get up close and personal with some of the greatest evangelists of my lifetime. Reinhard Bonnke was one of my heroes. In his lifetime, he saw 79 million recorded decisions for Christ in crusades all around the world. Absolutely incredible! But when you go to some of those countries today, you find them in the same condition, if not worse, than they were in when they experienced radical revival through these great men and women of God. Without doubt, countless lives were transformed and many saved from an eternity without God, but very little systemic change could be felt in their nation in the weeks, months and years after the evangelists had packed up their tents and moved on.

Something was missing. Could it be that evangelism alone is not enough to see permanent transformation of a city and its culture?

My parents-in-law were missionaries in Papua New Guinea during a time when travel, technology and communication were greatly inferior to what they are today. I am so grateful for the part they played in preparing the way for the missions work I am involved with today and would never intentionally underestimate the fruit of their labour in introducing Christianity to a nation steeped in spiritual darkness. However, with the tools and technology we have today, there is no excuse to settle for the level of influence and impact experienced by previous generations. So why do we still remain relatively ineffective at establishing long-term change that accurately reflects the redemptive power of the Gospel?

I believe that the answer lies in our *thinking*.

We are living in an era where transformational thinking is absolutely critical. It isn't enough to accept 'pebble in a stream' impact when God has called and equipped us to exert 'earthquake-level', 'nation-shaping' impact. The Church today has the ability to reach beyond its walls to not only impact its local population, its city and its nation, but all the nations of the Earth!

***Ask of Me, and I will give You  
The nations for Your inheritance,  
And the ends of the earth for Your possession.***

— *Psalm 2:8 (NKJV)*

There has never been such great opportunity to influence the world for the glory of God, so what is the blockage? Why are we not seeing whole nations come to Jesus? The simple answer is that if it's not happening, something needs to change, and change of any kind begins in our *thinking*.

The dilemma of a lack of lasting change following significant missions endeavours was the catalyst for me to examine my own thinking. Faced with



a mandate from my senior pastor to “look into how we can invest into neighbouring nations” (having freely received and wanting to freely give—as per Jesus’ commandment in Matthew 10:8), I began to ask myself the question, How can we really bring systemic change to Papua New Guinea? Whereas in the past I might have called in a group of pastors and spiritual leaders to discuss the matter, this time I felt to gather business people who were experts in their field and ask them the same question. After three days of deliberation, I was left with one simple directive to write to the nation’s leader and request a meeting. So I did.

I had no idea what I might say to this man if he should respond, and partly hoped he wouldn’t. I had no ‘10-point plan’ or great sales pitch, just a mandate from God to make a start and obey step 1. To my surprise, the Prime Minister of the nation responded to my letter, expressing that he would meet me to discuss the needs of his nation. It was on. I had no idea what I was going to say and collapsed on my pillow that night, stressed out. I should have known better. God woke me in the middle of the night and began to download a strategy for bringing systemic change to the nation of Papua New Guinea. In short, He spoke to me about 5 specific areas of change:

1. *Leadership*—speaking into people’s mindsets
2. *Commerce*—raising hope for the future through opportunity
3. *Education*—building capacity in people
4. *Health*—optimising each person’s ability to thrive and contribute
5. *Church*—awakening the nation spiritually to the Kingdom of God.

This encounter with God deeply impacted me and I wrote down everything He spoke in detail so that I could present it to the Prime Minister. Most interesting was the fact that church was last on the list, which seemed to contradict my entire belief system. But the more I thought about it, the more I began to realise that even when people

have a life-changing salvation encounter with God, they will inevitably fail to thrive spiritually if they continue to struggle with hunger, sickness, lack of resources and education, and feelings of hopelessness and despair. God is a holistic God who cares deeply about the welfare of His children, and His vision for Kingdom-impact on Earth may well be far broader than we have traditionally defined it.

By seeking to influence a nation's leadership, commerce, education, health and church structures, we can begin to understand the natural and spiritual powers at play and find ways of working with them to bring sustainable change and in the process, see the Kingdom of God advance. Ultimately, God is glorified and churches begin to function in the power of their calling. Seeking salvation is the natural response when people realise that the silent cries of their heart are being heard as they watch the challenging conditions of their everyday lives radically and miraculously turn around!

When I finally sat down with the Prime Minister of Papua New Guinea and presented the 5 focus points for systemic change, the real journey began. Doors began to fly open, resources were offered to me and like-minded business people, professionals and ministries gathered to the vision to engage in this nation-building endeavour. Since then, and having seen the results in neighbouring countries, other leaders have pursued me for guidance and urged me to replicate the process in their nations.

I don't tell this story to brag. The continued success of the *Believe* campaigns in the South Pacific nations has had nothing to do with me. God was simply looking for someone to think differently—to open their mind to new perspectives and new ways of approaching old problems. I am humbled and grateful that He chose me to be a conduit of this change, but it all began when I looked for a Kingdom-solution to a natural problem. What I didn't realise was that I was positioning my seemingly insignificant *light* in the hand of God, to be elevated to a place where it could be seen and draw others with their own lights. Together,

we are beginning to shine brightly, attracting global attention, making a significant impact for the Kingdom of God and glorifying the Father in our neck of the woods!

## Better Together

It is important to realise that I cannot do what I do without the collaborative efforts of the businesspeople, entrepreneurs and marketplace leaders who served alongside me; men and women who excel in developing their gifts and talents, offer their resources and the fruits of their labour for Kingdom-purpose and challenge my thinking on a daily basis. These people are deeply committed to God and the extension of His Kingdom, while building great businesses which supply resources and position them for influence in every area of society.

This is why unity and alignment is so crucial. Where people come together and align themselves according to the purposes of God, there is not just greater productivity but a supernatural attraction of blessing and favour that results—almost like a magnet.

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When I was at school, I learned the principle of *magnetism*. During a science class, our teacher instructed us to place iron filings in a jar with a metal rod. Nothing happened. He then instructed us to rub the metal rod with a magnet several times in the same direction, which created an unseen magnetic field. This time, when the rod was placed back in the jar, the iron filings were attracted and stuck tightly to it. Something mysterious had happened to the metal rod as the magnet rubbed against it.

We learned that the particles within the metal rod were originally arranged in different directions. However, the magnet caused the particles to align themselves. This created a force of attraction for the iron filings, which in turn, lined themselves up with those in the rod as they were drawn together by the invisible magnetic field. In order to be attracted, the particles needed to be facing the same direction. The magnet created *alignment*, the alignment created a *force* and the force created *attraction*. This is something I have never forgotten and, as with many of God's natural laws, mirrors a spiritual principle for us to live by.

Unfortunately, too many people within the church and the marketplace alike miss out on the power of this spiritual principle because they are unwilling to let go of their own opinions and rights. Western culture generally celebrates 'my way', 'my beliefs' and 'my dreams'—in essence, 'my right to be different'. When working with others, it is all too easy to let points of disagreement become the focus, but the truth is that there is often so much more that we *can* agree on! When we understand the power of alignment with a common cause, then we realise that some of our personal differences are worth setting aside for the sake of unity and partnership.

I believe that the supernatural favour we have seen in our endeavours in Papua New Guinea is not just the result of my efforts, but rather an example of the power of unity and alignment. Not everyone I work with agrees with everything I believe. It's probably true that many of them would do certain things differently if they were in my shoes. But what we do agree on is the importance of making an impact in a nation that is long-lasting and holistic. This alignment with the vision has enough to bring many influential, gifted and well-resourced people together to achieve something remarkable. As a result, we have seen doors of opportunity open before us that promise to reap a harvest for generations to come.

In other words, if we are going to fulfil our great mandate to win cities for the Kingdom of God, we cannot do it alone. It is only when EVERY believer recognises the critical role they play in the redemption of their sphere of influence that the Body of Christ truly stands up and begins to MOVE as it was called to move and SHINE as it was called to shine! Alone we can only do so much, but TOGETHER, we can win cities!

## A Counterculture

So, how do YOU position yourself to shine brightly? How can YOU participate in exploits that are far greater and far more eternally significant than simply making money to build *your* earthly kingdom, day in and day out? How can YOUR spiritual *light* find expression in the natural, day-to-day working culture around you?

I'm glad you asked.

You only have to look at the catch phrases that have been coined to describe the prevailing culture of our world—'rat race', 'dog-eat-dog world', 'every man for himself'—to understand the deep-seated survival mindset of those who navigate these spiritually *dark* places on a daily basis.

Many begin their careers with good intentions to make the world a better place, but eventually yield to the unspoken mantra, "Do whatever it takes to succeed".

I'm sure you will agree that the marketplace is in general, a ruthless and unspiritual environment. If we, as Christians, desire to bring about change, we must embrace and seek to present a *counterculture*—that of the Kingdom of God. It is only when presented with a different and superior culture, that people begin to scrutinise their own and the effect it is

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having on their lives, legacies and influence. When faced with options, they are positioned to choose for themselves, rather than following the herd mindlessly.

Sadly, many Christians find the idea of resisting the flow of common culture to be too daunting and instead, yield to it in order to survive. Effectively, they choose to *cover their lamp* with a bowl and allow the flame to be hidden or go out, rather than draw unwanted attention and criticism to themselves or their businesses because of their faith. But just as light is counter to darkness, so too our attitude, mindset and behaviour must counter the darkened culture in which we work. Failure to do so sets us up to become ‘Sunday Christians’, compartmentalising our lives in ways that rob us of peace, integrity and favour.

Of course, we know that fear can be found lurking in darkness and the fast-paced world of business enterprise and supply lines are no different. Everyone is in desperate pursuit of success—as the world defines it—desperately avoiding the rubbish heap of failed business exploits and dead-end ideas. But not all motivation is selfish. The desire to prosper and provide for those that we love is built into the DNA of every human being. God is, Himself, the ultimate provider and has hardwired this same desire into His creation. Fear of failure and the repercussions of our failure on our loved ones, is an incredibly strong motivation. These internal driving fears originate in the mind and are powerful in influencing our actions and choices. Thankfully God offers us the antidote:

***Therefore do not worry, saying, ‘What shall we eat?’ or ‘What shall we drink?’ or ‘What shall we wear?’ For after all these things the Gentiles seek. For your heavenly Father knows that you need all these things. But seek first the kingdom of God and His righteousness, and all these things shall be added to you.***

— *Matthew 6:31-33 (NKJV)*

## **Kings or Dictators?**

Unlike those who, in ignorance, chase after the things that they need, believers are challenged to FIRST AND FOREMOST chase after God's Kingdom. While we so often view provision as the *prize* after which we must chase, God instead sees it as the *reward* and *birthright* for pursuing the business of His Kingdom. This is the essence of what it means to think and behave like a king. In the next chapter, we will examine this in more detail, but in the meantime, ask yourself this question: Does a king worry about what he will eat or the clothes he will wear? I think not. A king's sole responsibility and concern is to rule over his kingdom. The rest is taken care of as part of his royal inheritance.

In contrast, a *dictator*, without the security of royal bloodline, takes what he needs and wants by force. He must then protect what is his, watching his back at all times in case another more ambitious dictator-in-waiting should rise up and challenge his authority. This is the prevailing mindset of many who work in the marketplace. It is an insecure existence with fear at the helm. It is my belief that many Christian professionals today simply lack the understanding of who they really are and what God has called them to. Without this knowledge, we are destined to take our place in the boxing ring of corporate life, hoping to be the last man standing.

I want so much more for you. It's time that the Church raised kings and queens to rule over the marketplace and supply lines to our cities—free of the limitations and bondages of a dictator mindset. To do this, we must focus on transforming our thinking and building our lives on the truth of our identity in Christ. Only then will our actions and decisions align with God's Kingdom and usher in the untouchable success and deep fulfillment that is our birthright as sons and daughters of God.

It's time to rule.

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AVAILABLE**

**GET YOUR  
COPY TODAY!**



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