

On The Good Foot

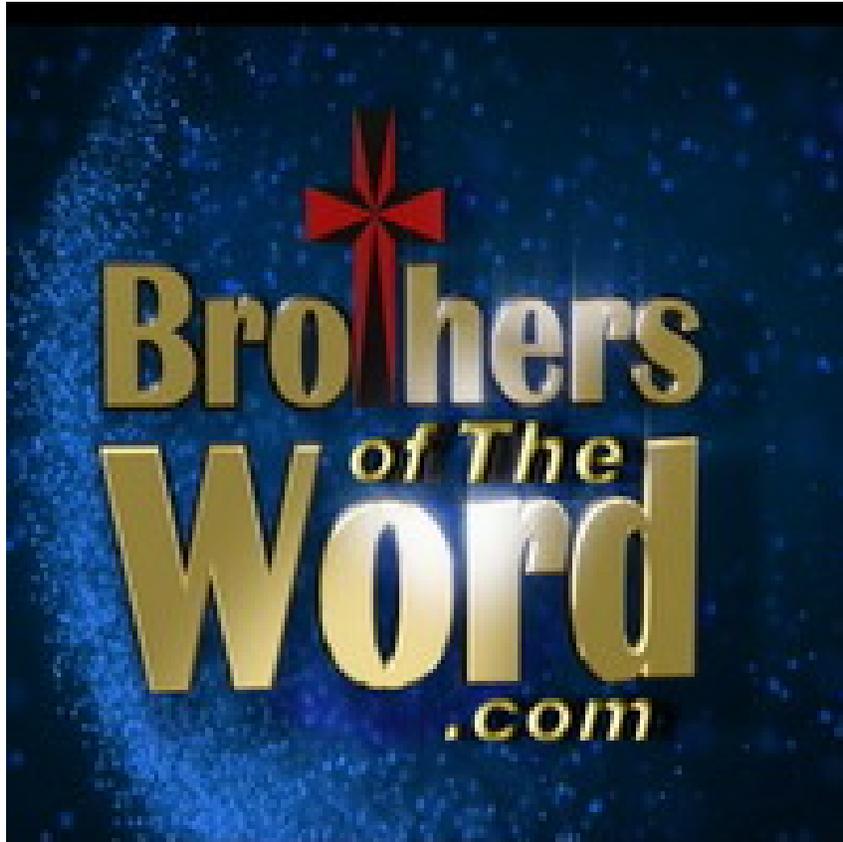
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Speaker: **Nathaniel Bronner**

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Nathaniel Bronner: We got to learn not to focus and let our pain and our problems dominate our world and our words.

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And now for 5696, On the Good Foot.

Nathaniel Bronner: Welcome to Brothers of the Word because brother, you need the word. And today, I am not in a series. I am going to be talking from a subject that God spoke and as you can see I have on no shoes or socks today. I'm pretty sure you noticed that and pretty sure you realized there was a reason for that. And most of you know that a few months ago I had an incident in Patmos in Greece where I had a scooter crash. And in that crash one of the things that was injured was my right ankle and a couple of weeks ago I was travelling and I developed a healing balm that God had spoken about.

Many of you don't know my background. I was the first African-American to graduate with a degree in chemistry from the college that I graduated from and for years I was a primary chemist for our cosmetic company. Many of the products that I developed then are still number one in the market today. So, I have a chemistry education and practical experience background.

So when God spoke for me to develop the healing balm, really I have to develop it for me because I had some injuries. I had the technical and practical background to do it plus my brother James and I, we operate a nutraceutical company which were vitamin supplements. So I had cosmetic background and nutraceutical background. So I actually went on the lab and develop for me bearing no concern for expense the absolute best healing balm on the market.

It's at healquick.com and when I was out of town, my right ankle, if you can see it, the right ankle here is still bigger than the left one because it is still injured for a couple of reasons. First, because I took a pretty hard hit when I hit that pavement

and second, I hadn't stop moving. I hadn't been on the crutches and as a matter of fact I was at my worst physical condition in my life which was the fulfillment of the prophetic word that had come to me. At 59 you could have a major health crisis, I had it. God has spoken to me, "You'll either be at the best shape of your life or the worst." And I was at the worst shape of my life but the reason that it still has a little swelling is because I haven't stop moving. As a matter of fact last week I ran 18 miles on this ankle. I'm not going to let anything stop me.

So, there was a point on which I made up my mind that no matter what circumstance come -- folk can do whatever they make up their minds to do. I have seen that in life. You can pretty much do whatever you truly make up your mind to do. So I was there and I was putting some of the healing balm on this ankle because the ankle still is somewhat tender, so I have taken the healing balm and I was just spreading the healing balm all over the ankle and the healing balm really is not just a healing balm, it's a phenomenal cosmetic. It softens the skin, just leaves it smooth and it has all the nutrients in it for healing but it has all the stuff in that that just makes stuff soft and smooth.

So, my right foot was just as smooth and smell great and everything. It was just really looking and feeling good and then I heard God speak. And what he said is what he has led me to talk about today, just exactly verbatim of the words that he spoke as I sat there and put that heal-quick healing balm all over this right injured foot, I heard God speak these words, "Put some on the good foot." "Put some on the good foot." And I began to understand what God meant by those words. "Put some on the good foot."

You see, too often we spend our time and our focus and most of our energy goes on the stuff that is aching and is wrong and we have a problem with.

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Matthew 24 verse 45 and incidentally this verse that I have for today, it's the very next verse after the vitamin verse that we had in the program today and I don't choose the vitamin verse and when I saw that I said, "That was the very next verse." Basically says, "Who then is the faithful and wise servant?" My

throat is a little irritated because I ran this morning in the cold. “Who then is the faithful and wise servant, whom the master has put in charge of the servants in his household to give them their food at the proper time? It will be good for that servant whose master finds him doing so when he returns. I tell you the truth, I put him in charge of all his possessions.”

Basically what this verse says is that the servant who is diligent when the master is gone, who handles things every single day, that servant will be given more and he will be put in charge. I'm going say, I'm going put in charge of everything. The man who can handle this stuff while I'm gone, while I'm not looking over his shoulder and he handle things on a day by day basis, put some on the good foot.

And I want you all to understand the central principle called the Pareto principle. The Pareto principle is also known as the 80/20 rule and it states that, “For many events roughly 80% of the effects come from 20% of the causes.” An Italian economist, Vilfredo Pareto developed the principle by observing that only 20% of the plants in his garden produced 80% of the beans. So he noticed this while he was working in his garden but he was an economist and he began to research and he found that in Italy, 20% of the folk owned 80% of the land. And when Pareto brought out this principle, it's now worldwide, it's now used in business and so many other things, known as the 80/20 rule and basically what it says in a nutshell is that 20% of the things or people produce 80% of the results.

Matthew 25, 29 is a part of that principle. And it says, “For everyone who has will be given more and he will have an abundance. Whoever who does not have, even what he has will be taken from him.” It's the 80/20 rule, it's the Pareto principle. In business, in a company, 80% of a company's profit comes from 20% of its customers. 80% of a company's complaints come from 20% of its customers. 80% of a company's profit come from 20% of the time its staff spend. 80% of a company's sales comes from 20% of the products and 80% of a company's sales are made by 20% of its sales staff.

My company has four sales people. And out of those sales people, 80% of the sales come from one sales person. So, this one sales person does four times what the other three do combined. It's the 80-20 principle. I found even from some of

the people that they were complaining about some of the accounts in the stores that we service would always have issues and they would always have complaints and they were spending so much time on these customers who generally weren't buying that much stuff.

I told them, "Cut those customers off." I said, "Every shipment they have a problem with." They always find some short and they double check and triple check to make sure nothing short in their orders because they know they're going to complain. I said, "Every shipment there's a problem." I said, "Just cut those customers off. We are better off without those customers." "Mr. Bronner you just--" "Yeah," I said, "Cut them off. Just send them a nice letter and we just cut those customers off. I don't even want you wasting your time with folk who is going to waste your time all the time when you could be spending that time on a good customer."

I found even when I was publishing Mountain Wings that the majority of the time I would have to spend outside of just publishing it when I had to deal with subscribers, the majority of my time was spent with what I would call non-productive subscribers, people who were complaining. And I find that I was spending hardly any time on the folk who is sending donations and the people who complain never sent a donation.

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We even found in the arc(ph) at one point. We had a fellow who used to attend here named Keith. Many of you know him. He recently transcended this earth and Keith lived on the street and he had a disruptive spirit and I had to actually ban Keith from the church. But what we found was everytime we had a church board meeting, half of our time was spent discussing Keith, never put a penny in the church -- I said, "Wait a minute, we're spending the most time on the least contributing person in the church." And I had to correct that thing, ban him out of the church. And some of them said, "Pastor, that's just mean." It made good sense. And some of you got to do that stuff on your own life.

So, the Pareto principle, and it is a principle that I found in Mountain Wings. I was spending all this time with these complainers and the folk that always had this grudge, and the

folk that would help, that's was contributing, I wasn't putting anytime with them all and I could see then that I needed to put some on the good foot. And if we get this principle down in our lives and understand it, it will make a huge difference in our lives because the same things that are true about the Pareto principle in a company, the same thing is true in your personal world.

You see, that one sales person who is responsible for 80% of the sales, when I look at their personal world is different. I've never had to go and visit them in the hospital. To my knowledge, they never missed a single day due to illness. Their family is totally together. He could quit work tomorrow and not have to work for a solid year. He got that much money saved up. His personal world is super together. He is still the same wife. So, his personal world is solid. So, it's no accident that his business and then he got an outside venture that's doing just absolutely phenomenal beyond what he is doing in the company.

So, the same productivity that's in one area that same productivity carries through I see in every other area. But what he has learned to do is this. He has learned to put some on the good foot and most are spending most of their time putting all the healing stuff, all of the nutrition, all the power stuff on the bad foot, on the foot that's aching, on the foot that is giving them problems and you need to put some stuff on the bad stuff.

The point is you don't need to put all your good stuff on the bad stuff. You need to shift some priorities because just like in your personal life, 80% of the pleasure of your life comes from 20% of the people you associate with. 80% of your pleasure comes from 20% of the people. There are some people you get around the minute you walk around you just smile. There's a good feel that comes over you that's just in their presence, something changes but that's only 20% of the people.

80% of the pain in your life comes from 20% of the people. There are some folk that has a bad word to say to you everytime you come near and you feel it drain your energy, you just feel some just go all off your body the minute you get around her because 80% of your pain comes from 20% of the people just like 80% of your pleasure comes from 20% of the people.

It's no different in a personal world than it is in corporate world.

80% of your progress is made in 20% of your time. When you really go and analyze how you spend your time every day for the average person the things that really take them higher, they only spend 20% of their time on those things. 80% of your progress is usually achieved with 20% of your time. 20% of the things you do cause 80% of your problems. 20% of the things you do cause 80% of your progress and of our available free time, 80% is spent doing things that don't take us higher and don't take us closer to God.

And the group that James and I attend every month that deals with CEOs, they have a saying and they recognized the phenomenon that they say normally when a CEO is president of a company that is not growing, that is not progressing, they are spending most of their time putting out fires. They're spending most of their time, most of their energy putting stuff on the bad foot and not on the good foot. Put some stuff on the good foot.

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Healthy relationships generally have four good foos for every bad foot. What I mean by that is there's usually a focus or a word spoken four times for something that is positive for every one time of something that is negative. That is the minimum ratio required for a healthy relationship. Most unhealthy relationships going to have that thing reversed in the extreme. There will be four times as much stuff spoken about negative than about positive and super healthy relationships have a 10 to 1 ratio of good foot over the bad foot.

Can you imagine if you're are around somebody and every nine words or statements that they make is something that uplifts, and builds, and compliments, and takes you higher? Can you imagine if 9 out of 10 statements, it's something that takes you up? They have learned to put some on the good foot.

That's why in the Bible when the man was given the talents and the one was given five and one was given two and one was given one, He said, "Take all the stuff that I gave the one who did nothing with it and give it to the one who has put all his stuff on the good foot." We've got to learn not to focus and to let our pain and our problems dominate our thinking, our world and our words.

My foot hurt when I began running. It still hurts but you know once I start running I can't even feel the pain. I run just as good and run just as long, but I can feel that if I rub it hard it's still something bad. All of you have pain. I don't think there's a person under the sound of my voice right now who does not have pain in some area, in some form of fashion and many of you have multiple areas of pain.

Zig Ziglar said this, he says, "Those who focus on problems get more problems. Those who focus on opportunities get more opportunities." You get what you focus on. Put some on the good foot. And if we learn even in the midst of our pain, even in the midst of our problems, even in the midst of things that go wrong, if we learn how to put some focus, some time on the good stuff in our lives.

There's a book by Timothy Ferris called the Four-Hour Work Week and in this book, it trains you how to basically cut your work week down to four hours. But one of his biggest principle is this. He uses the 80/20 rule, the Pareto principle. He says this, "If you're in business, if you're in sales or whatever you're doing," he said, "80% of your money comes from 20% of the folk. 80% of your problems and complains comes from 20% of the folk." He says, "If you want to cut your work week way down, cut out the 80 who only produce the 20 and cut out the 20 who produce the 80% of your problems." And he says, "What you find and when people start doing that, the only start working with and focusing on the people who really are productive in your lives."

And when they eliminate the folk who are non-productive, it creates a pattern when now your mentality is "I don't fool with folk, I don't fool with business that is non-productive." It changes your results. "I'm only going to take my time, I'm only going to take my energy and I'm only going to put it on the good foot. And when you start putting it on the good foot, it starts to multiply and develop and that 80-20 rule is almost in everybody's life, but human nature causes us to focus on the 20 that's not doing anything. We focus on the 80 that is producing all of our problems and the 20 that's doing great we tend to ignore it. We don't nourish it, we don't cultivate it, we don't let that flourish, we focus on where the pain is.

See, the old adage, "The squeaky wheel gets the grease." That is

true. But the higher level wisdom is two things. Number one, an ounce of prevention is worth a pound of cure. So if you grease all your wheels, none of them would squeak. That's the first principle. So if we put some on the good foot, a lot of our stuff wouldn't break if we put preventive maintenance only to start with. The reason the wheel is squeaking is because you haven't greased it. So, if you grease it, if you put some balm, if you put some ointment on it to start with then it wouldn't be squeaking down the road.

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And by the time it's squeaking, you want the bearings out, you want the (00:20:13) out and the second principle was this, even though the squeaky wheel gets the grease, the squeaky wheel is often replaced.

And in our lives, if we want to move to what Jesus talked about to those who have abundance. For everyone who has will be given more. I preached once on this verse and I think it's really an unfair verse but it's real. It's a spiritual principle. But I was like, "You want to give something to folk who don't have." It just don't work like that. I'm sorry people. If maybe I was God, I may have to arranged it that way but I'm not God and this is what the Bible says, this is what Jesus said. He said, "Everyone who has will be given more and he will have an abundance, whoever who does not have even what he has will be taken from him."

And generally the reason why people don't have is because they are putting all of their stuff on the bad foot. And you need to take 80% of your resources and put that stuff on the good foot and it will change what you get. It will change the outcome of your life, your words, your thoughts and everything. Put that stuff on the good part of your life just like Moses.

Moses has some issues. God was telling Moses what to do and Moses says, "Lord look, I am still out of speech, I stutter, I can't do this." God simply said to Moses, "What is that in your hand?" You can't do a darn thing with what you do not have." You got to focus on what you do have. You got to put all your energy on the good foot. You can't do a thing with something you do not have or a talent God didn't give you, you need to focus on what you do have. Put your energy, put your healing, put your words,

put your nutrition on the good foot.

Even in relationships. Just try it. Just focus on the good qualities of your spouse. And it starts to change things instead of just focusing always on the bad because your spouse has a really great quality. They really, really do. I have some great qualities and I got some qualities that are not so great. And how relationship goes will depend upon which one of those is magnified and do you know which one gets magnified? Whichever ones are focused on.

So if you focus on problems, you get more problems. If you focus on opportunities, you get more opportunities. And too many of us they were just like I was. I was taking all that good healing balm, the stuff is super, super expensive because some of the stuff cost \$700 a pound. It was super, super expensive. I have taken all those stuff and it shouldn't be on the hurt foot, but I was putting nothing, nothing on the good foot.

And many of us are doing the same thing in life. All of our attention is going on the hurt foot. "I got this problem, I got that problem I got this done wrong on my work, that, that, that, that." And you got a good foot and you put nothing on that good foot and because you put nothing on that good foot you got a limp and you will be cripple and you will be slow moving for the rest of your days. You got to take that which God has given.

You see, God has given all of us good and what we think is bad actually they are things that strengthen us. He has given all of us a mixture of that and it's not a matter of what you got. I had my children watching James' show, teen class. Teen class is first Friday. Now, everybody needs to have their children. If you got teens they need to be in first Friday teen class. Don't bring your children to the church after they've gone haywire telling me, "Yo, straightening my children." Now is the time for you to get them in the teen class. See, this is the good foot. We have somebody leave the church mad because they said we didn't fix their child. It is not church's job to fix your child. Got it? It is not the church's job to bring up your child? I said, "Bring up your child in the way they should go." So, no. It is not our job you see. We provide the training but the parents have to get them there.

So, they showed the movie "Gifted Hands" which actually is

about Ben Carson, has nothing to do with his political stuff. He was the topnotch pediatric neurosurgeon in the world. But let's show his background. His daddy wasn't home. His mother could not read. And at one point he had the worst grade in the whole class and it showed how his mama made up her mind. "I'm going to focus on the good qualities my boys have."

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"Yes, I don't have a husband here. Yes, we're in a poor section of town. Yes, I don't have an education, I cannot read. I got all these problems, but this is what I also have."

And she began focusing on the stuff she did have, not on the stuff she didn't have. And she produced, one was an engineer, the other one, the top neurosurgeon in the world. So, it all depends on what you're going to focus on, your problems or your opportunities. And if you focus on your problems, you're going to have more of whatever you nourish. Whatever you nourish, you will have more of guaranteed.

See actually, when you really look at this verse that Jesus gave, it really is two sides. See, we always think of just the good stuff but no, it works in both ways. He says' "For everyone who has will be given more." See, if you have a whole lot of negative thoughts, you will be given more. I'm just seeing that in life. They have a tendency to get more whatever they got. So, if you got a lot of mess, do you know you have a tendency to get more mess? Whoever has will be given more and he will have an abundance. He didn't say abundance of good, just going to have an abundance.

Whoever does not have, suppose you don't have many negative thoughts, suppose you don't have many things that you look down upon and just complain about, suppose you don't have many complains, whoever does not have, even that which they have will be taken from them. So, if you don't have many negative thoughts, if you don't have many complains, even that which you do have -- see it works on both ends. The principle is the principle, you supply the numbers. That's just the equation. You supply the numbers. So, are you putting a positive number in the equation or negative number in the equation and we've always look at that equation as just being all the good stuff, no. It works on both ends. It works on both ends. Basically, Jesus

say, “Whatever you got will be multiplied and whatever you don’t have is going to be reduced. Simple as that. So you have to change your direction.

My brother, Bishop Dale Bronner has a phenomenal book out called, “Change Your Trajectory.” We got it in the bookstore, everybody here needs to read that. You need to change your direction and change the direction of which you are going. Are you going towards having more positive stuff or are you going having more negative stuff? What numbers are you plugging in to the equation? There’s nothing wrong with the equation, there’s just something wrong with our numbers. And we have to get those numbers right. You need to focus on your positives. Put some on the good foot. All of us got so much positive and we have some stuff that’s negative, but the world and human nature will have us putting all of our focus, all of our energy, all of our creativity, all of our nutrition on the bad foot. Put some on the good foot.

And see, if you get the good foot strong, the good foot has a tendency to pull the bad foot along because things keep in step with whatever they are around. And see, my left foot was feeling phenomenal but whenever I run, I can’t just run with the left foot moving will and the right foot standing still. So, the right foot will look over at the left foot and the right foot would say, “Goodness that left foot is moving. I got to get with--” I could not run with one foot.

Be careful of who you are running with because you will become in sync with. Just simple as that, whoever you are running with, you will become in sync with whoever you are running with and it changes your direction, it changes your thought, it changes everything about your world just who you’re running with. Put some on the good foot. And all of us needs to become regardless of the issues that we have in life. We need to have more abundance of the good stuff but to do that we’ve got to put those right numbers in that equation and we got to put some stuff on the good foot. Amen.

Brother Miguel, we got six minutes left and now we’re really stick on our time. I want you to come and I want you to close us out. You’ve had some serious health challenges but one of the things about it, the doctor says you should have been dead long time ago, but you’re still moving and his spirit is still so

phenomenal. His spirit is still phenomenal.

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And spirit is still the number one thing and spirit can energize and rejuvenate a body and keep you going long after the darkness of sin is over. So, you're looking at a miracle just to be moving.

Brother Miguel: Hallelujah, glory to God! I was listening to pastor and I've talked to Mother Bronner shortly after this in particular problem and I told her, I said, "This stroke affected my speech and I'm embarrassed to talk." And Mother Bronner said to me, "I don't want to ever hear you say that again."

And she even brought up Moses just like pastor did. She said, "Look what Moses did with the speech problem." That's what she told me, Mother Bronner, and so I had gotten in a way I did want to talk in front of people. But that changed last night I came up. Pastor, I was nominated for an archangel award and the ceremony was last night and you're looking at the winner of the 2015 archangel award. To God be the glory. Those that have will be given more if you use it right. Hallelujah!

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Nathaniel Bronner: In the name of Jesus, Father, we pray and we thank you. We thank you for joining us today at Brothers of the Word, because brother you need the word. Amen, amen, amen.

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