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**RUSS GERBER:** Let's listen to Elise Moore of Nashville, Tennessee. She talked with Steve Carlson about what could have been a roadblock in her career, and how she went forward.

Many years ago, I'd been praying diligently about finding a new job. And after more than a year, I was hired by a company. I felt so enthusiastic about this job. I felt it was the answer to listening to God for a new opportunity.

Well, on the first day on the job, my new boss called me into his office to tell me that he had *not wanted* to hire me. He had wanted to hire the other candidate. He told me that the other candidate had the right education, he had more experience, he was older, he was male, and that I didn't have the qualifications for the job. But he had been overruled by the district manager, who had now returned to his out-of-state district office.

And so, therefore, my boss told me that he wasn't going to train me. He wasn't going to teach me the quite extensive product line. He wasn't going to tell me who the customers were that already existed in the territory. And he recommended that I simply quit immediately.

Although this was a startling discussion for my first day on the job, actually, as this fellow was talking, I loved his honesty. He was telling me up front that he wasn't going to help me or train me. And as he was talking, I was thinking that I was in this job because it was the result of prayer. That God, who I think of as Divine Mind, had been leading me to a job that was right for me. And this was the job. And so God was my employer. And God was approving of me. And since God had put me in that job, I felt absolutely calm and confident that God would tell me what I needed to know in order to succeed.

So I thanked my boss for telling me how he felt, and assured him that I wouldn't bother him, and I left his office, and at that point I just turned to God, as I had been for the previous year, and where answers would come to me each day as I prayed.

Opportunities for being trained on the product opened up within a week.

Other sales representatives in other territories were *very* willing to assist me and answer my questions. And, in fact, I was making 20 calls a day, going out into the field and calling on 20 businesses each day, and receiving 20 "nos" every day. That these individuals didn't need or want the products that I had to offer.

And, you know, I wasn't discouraged a bit. I was so certain that I was following the guidance each day that God had for me that every time I made a call I'd go back to the car and just thank God for leading me there, for all that I'd learned on that particular call—and I was certainly learning a lot. At the end of six months, I made my first sale and within just a couple of years I became the sales representative of the year for our district, which was a quarter of the United States. And had a lovely and very productive time with that corporation.

After about a year and a half, my boss, who I had *rarely* spoken to or seen, came and stood in front of my desk and proceeded to apologize for how he had treated me. And he told me then that, as I had known, he had hired a man a few months after I had begun with the company, and had spent a lot of time with him—had trained him, taken him out in to the field. And he was having to fire this fellow for non-performance. He apologized and said that he had not spent any time with me or done anything for me that he had done for this other hire, and yet I had succeeded. He'd been very honest with me, and so I hadn't expected anything from him, and it had helped me to turn exclusively to God, which I was convinced was the reason I had been successful.

**STEVE CARLSON:** You mentioned that you were not discouraged, even though you were not making any sales. What would you say to someone who was feeling discouraged and perhaps was wrestling with the whole question of: Are they good enough? Is this really Divine direction, or is it more a mistaken notion on my part that this is what I should be doing?

**EM:** I find that's a key question. One of the ways that I find it helpful to differentiate between God's direction and simply following our own human opinions is to think about three things:

- (1) Am I afraid? We really can't hear God's direction or differentiate between God and our own thoughts if we're fearful. When we have fear out of our thought and our thought is still and calm, that's when we're more likely to discern dearly what God is telling us.

(2) Sometimes we put limits on ourselves. We limit ourselves because of our education, our past experience, how we perceive ourselves. And we box ourselves in. And therefore, if Divine Mind is leading us and directing us to do something outside of this box that we've placed ourselves in, we have a tendency not to listen, or to dismiss that direction. So if we can be honest in our thought and address any sense of limitation, and try to remove that limitation and our view of ourselves, this makes us more receptive to God's direction and guidance.

(3) Remove doubt. And know that our ability comes as the result of our relationship to God. For example, I wasn't hired on this job because I knew so much about that particular field. My boss wasn't looking at it this way. But in my view, I was hired on this job because of my understanding of God, because of my turning to God and my ability to pray, not because of any particular job experience.

One of the things that I had worked with in the Bible during this time was a favorite verse of mine from Proverbs 3, Verses 5 and 6. And it says "Trust in the Lord with all thine heart, and lean not unto thine own understanding. In all thy ways, acknowledge Him, and He shall direct thy paths." Of course, the "Him" here is God. I just trusted God with all my heart. I certainly couldn't lean unto my own understanding. I didn't understand anything about this job. But I could acknowledge God and know that He was directing my paths. And he certainly did.

There's one other passage that was so helpful to me. This was in Psalm 37, verses 3 and 5: "Trust in the Lord and do good. So shalt thou dwell in the land and verily thou shalt be \*\*\*." And I thought of that as I would be dwelling in that sense of God's presence and love and care for me, and that I would be led to know what the right idea was.

And then verse 5: "Commit thy way unto the Lord. Trust also in Him. And He shall bring it to pass." This was so helpful in feeling that sense of God's presence. God's love for me and for the customers, and to trust and know that if I was committed to God, I didn't have to commit myself to a company. That if I was committed to God, that God would lead me and bring about whatever was needed for both my success and the success of those around me.