



Next Steps Guide

Welcome to the OXEN: The Key To An Abundant Harvest Next Steps Guide!

I am so glad that you have decided to participate in the Oxen Study! This principle literally changed my life the very day I stumbled across it while reading the Bible. It took some time for me to fully grasp the enormous value of Oxen in my life. Learning how to birth and acquire Oxen took some more time! However, by applying the very principles I teach in this Study, I was able to move from an Empty Manger to an Abundant Harvest within just a few years. I am absolutely confident it can help you too.

Here's my prayer for you. I pray God will give you the willpower to prepare for oxen ownership, the insight to see opportunities you've never seen before, and the faith to acquire and birth Oxen. It is my prayer that He will help you experience an Abundant Harvest knowing full well He can trust you to use it to be a blessing to the multitudes.

You are amazing, and I believe you can do this!

Joseph Sangl
Founder, **I Was Broke.** Now I'm Not.

Session 1 The OXEN Principle

Preparation for Session 1

1. Read Introduction, Chapter 1, and Chapter 2 in *OXEN*.

- A. How could the OXEN Principle change your life?
- B. What financial burdens do you currently bear that oxen could really help you carry?
- C. How have you seen oxen in action in your life? In others lives?
- D. What would an "abundant harvest" look like in your life? Write it down in the space provided. Think about Giving, Savings, Possessions, Peace, Stress Levels, Marriage, Parenting, etc.

My Vision of an Abundant Harvest:

E. What oxen do you currently own? Check all that apply.

- ☐ Company Stocks
- ☐ Company Bonds
- ☐ Mutual Funds & Exchange-Traded Funds (ETFs)
- ☐ Retirement Plans
- ☐ Real Estate – Commercial, Residential, and Land
- ☐ Money Market Accounts, Savings Accounts, & CDs
- ☐ Antiques
- ☐ Precious Metals
- ☐ Talents
- ☐ Inventions & Intellectual Property
- ☐ Small Businesses
- ☐ Your current & future jobs
- ☐ Leaders

F. Do you have a talent you have never viewed as an OX that could help you carry the load?

G. Where are you on the "empty manger" - "abundant harvest" grid right now? Circle the number that best describes your current situation.

Empty Manger	1	2	3	4	5	6	7	8	9	10	Abundant Harvest
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H. In five years, where do you want to be on the "empty manger" - "abundant harvest" grid? Circle the appropriate number.

Empty Manger	1	2	3	4	5	6	7	8	9	10	Abundant Harvest
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I. The Bible contains great wisdom about money and overall financial management. What are other favorite financial verses that have helped you with money? Write them down on the provided "Favorite Financial Bible Verses" worksheet.

Take It To Another Level

- 1. Using the provided "OXEN Ownership Inventory" worksheet, prepare a list documenting all the OXEN you currently own.
- 2. Read the following Bible verses, and consider writing them down on your "Favorite Financial Bible Verses" worksheet:
 - a. Proverbs 4:7 – It is worth paying money for wisdom!
 - b. Proverbs 15:22 – Wisdom counsel from others is invaluable.
 - c. Proverbs 21:5 – Preparing a plan and diligently following it will lead to profit.
 - d. Proverbs 13:22 – A good man leaves an inheritance for his grandchildren.
 - e. Philippians 4:19 – God is a great provider!

Favorite Financial Bible Verses

[illegible]

OXEN Ownership Inventory

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Session 2 OXEN Capabilities

Preparation for Session 2

1. Read Chapters 3,4, and 5 in *OXEN*.

- A. What method are you using to produce income? Method #1? Method #2? Neither? Both? Identify every source of income and write them down in the appropriate category below.

Income Earning Method #1	Income Earning Method #3
Work = Get Paid Money AND Don't Work = Don't Get Paid Money	Get paid whether or not you are working!

- B. As you read *OXEN*, Joe shared several key things that oxen can do for you. Describe below how each of these capabilities could seriously help you move toward an abundant harvest.

What OXEN can do FOR you:	How this can help me move toward an abundant harvest:
1. Do things you cannot do	
2. Carry a load you cannot carry	
3. Endure more than you can endure	
4. Be trained	
5. Work together to accomplish even more	
6. Will work rain or shine – night or day	
7. Take you places	
8. Multiply	
9. Provide food & supplies	

- C. There are four things oxen cannot do for you. Have you ever seen any of these situations in real life? What were the consequences?

What OXEN can NOT do for you:	Situation observed & consequences:
1. Be productive all by themselves	
2. Magically appear out of thin air	
3. Work only you can do	
4. Change who you are	

- D. There are six key reasons people do not own oxen. Identify each reason that has been most challenging to you in the ownership of oxen. Describe why it has been of particular challenge to you.

Why so few people own OXEN:	Why this is a challenge for you:
1. Oxen cost money to acquire	
2. Oxen cost money to maintain	
3. Oxen require direction & guidance	
4. Risk is involved	
5. Don't understand the Oxen Principle	
6. Don't believe it is possible for them to own Oxen	

- E. What is one step you can take to prevent these reasons from stopping you from becoming an owner of a herd of oxen?

- F. If you've never owned oxen, do you truly believe it is possible for you to do so?

Take It To Another Level

1. Throughout the next week, keep your eyes open for examples of Oxen at work around you. Document the examples on the "Oxen Observed" worksheet. Observation of the Oxen Principle in action is one of the most powerful ways to learn!
2. Read the following Bible verses, and consider writing them down on your "Favorite Financial Bible Verses" worksheet:
 - a. Psalm 23 – God is with us!
 - b. Matthew 25:14-30 (Parable of the Talents) – Importance of putting your money to work

OXEN Observed

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Session 3 Preparing to own OXEN

Preparation for Session 3

1. Read Chapter 6 in *OXEN*.

- A. How have you observed Oxen at work since Session 2? Take some time to update your “Oxen Observed” worksheet.
- B. In this session, Joe outlined eight key steps each person should take to prepare for Oxen ownership. Using the provided “Prepare for Oxen Ownership” worksheet, rate how you are currently doing with each step.
- C. What actions are necessary for you to complete each step with excellence? Write these actions on the worksheet.
- D. Why is each of these steps important to successful oxen ownership? Use the provided table to capture your thoughts.

Oxen Ownership Preparation Step	Why is this step important to successful oxen ownership?
1. Develop a Plan for Your Life	
2. Prepare and Live by a Budget	
3. Seek God's Wisdom	
4. Seek Godly Wisdom	
5. Establish Substantial Financial Margin for Your Household	
6. Establish Substantial Financial Margin for Your Oxen	
7. If Married, Be in Agreement With Your Spouse About the Ox	
8. Be Generous	

- E. Who provides Godly Wisdom counsel to you? Use the grid below to evaluate existing mentors as well as potential ones.

	Mentor	Mentor	Mentor	Mentor	Mentor
NAME:					
Loves Jesus					
No vested interest in my business					
Time available					
Successful					
Survived tough times					
Confidentiality					
Integrity					
Other:					
Other:					
Other:					

- F. How much money would equal “Substantial Financial Margin” for your household – Reserves AND Monthly Margin?
 - a. RESERVES MARGIN: _____
 - b. MONTHLY MARGIN: _____
- G. How much money would equal “Substantial Financial Margin” for your Oxen?
 - a. RESERVES MARGIN: _____
 - b. MONTHLY MARGIN: _____

- H. In *OXEN*, Joe shared eight valuable questions to ask to preserve marital unity while embarking upon oxen ownership. If you are married, take some time to answer each of those questions in the provided table.

Eight Questions To Ask Each Other	Your Answers
1. Why do we want this Ox?	
2. Is it worth the time we are going to invest?	
3. Is it worth the cost we must pay?	
4. Is it worth the energy we will expend?	
5. What impact will this Ox have on our relationship?	
6. Should we work together on this Ox?	
7. What impact will this Ox have on our children?	
8. What impact will this Ox have on our extended family?	

- I. It is so important to live a life of generosity. Use the table below to document the names of individuals and organizations to whom you have given financial gifts within the past 12 months.

Person or Organization	Amount Given

- J. Are you satisfied with your current level of generosity? Circle one: YES NO

Take It To Another Level

- Identify some practical ways you could build substantial financial margin for your household and your Ox. What could you sell? What service could you discontinue? How could you generate additional revenue?
- Read the following Bible verses, and consider writing them down on your "Favorite Financial Bible Verses" worksheet:
 - 1 Timothy 6:18 – Encouragement to live a generous life
 - 2 Corinthians 9:6 – Principle of Sowing & Reaping
 - Genesis 41:34 – Importance of Building Financial Margin (saved 20% while times were good)

Prepare for OXEN Ownership

Preparing To Own Oxen										
"Develop a Plan for Your Life"	1	2	3	4	5	6	7	8	9	10
Steps I need to take										
"Prepare and Live by a Budget"	1	2	3	4	5	6	7	8	9	10
Steps I need to take										
"Seek God's Wisdom"	1	2	3	4	5	6	7	8	9	10
Steps I need to take										
"Seek Godly Wisdom"	1	2	3	4	5	6	7	8	9	10
Steps I need to take										
"Establish Substantial Financial Margin for Your Household"	1	2	3	4	5	6	7	8	9	10
Steps I need to take										
"Establish Substantial Financial Margin for Your Oxen"	1	2	3	4	5	6	7	8	9	10
Steps I need to take										
"If Married, Be in Agreement With Your Spouse About the Ox"	1	2	3	4	5	6	7	8	9	10
Steps I need to take										
"Be Generous"	1	2	3	4	5	6	7	8	9	10
Steps I need to take										

Session 4 Identifying OXEN

Preparation for Session 4

1. Read Chapters 7 and 8 in *OXEN*.

- A. Which of the examples detailed in Chapter 7 – “Oxen in Action” connected with you most? Why?
- B. In Chapter 8, Joe outlines eight practical steps you can take to identify Oxen you could potentially birth or acquire. Using the “Identify Potential Oxen” worksheet, take the time to conduct a full self-evaluation of yourself. This process can take some time, but it is incredibly important in determining your next step – moving to actual oxen ownership!

Take It To Another Level

1. Establish meetings with both types of wisdom counsel. Share the entire plan you’ve prepared and ask for their feedback.
2. Read the following Bible verses, and consider writing them down on your “Favorite Financial Bible Verses” worksheet:
 - a. Proverbs 27:23 – A good owner knows the status of his flocks/herds
 - b. Luke 14:28-30 – Importance of planning before you start building

Identify Potential OXEN

Steps to Identify Potential Oxen	Self-Evaluation
1. Identify Your Passion	<p>What fires you up?</p> <p>What is your dream job?</p> <p>If money were no object, what would you do?</p>
2. Identify Your Skills and Abilities	<p>What are you good at?</p> <p>What do others say you are good at?</p>
3. Identify Your Dream	<p>What type of Ox do you dream of owning?</p> <p>What customers do you want to serve?</p> <p>Who would work with you?</p>
4. Clearly Define How Your Ox Will Serve and Help People	<p>How will your dream Ox serve and help people?</p>
5. Determine How Your Ox Can Earn a Profit	<p>How will your dream Ox produce revenue – what will you sell?</p> <p>Take time to prepare an “Income Statement” (provided worksheet) demonstrating how your business will earn a profit.</p>
6. Identify the True Cost of the Ox	<p>Are you prepared to handle the stress, pressure, and emotional costs of Oxen ownership?</p> <p>If you pursue your “preferred” Ox, what other Oxen will you have to delay acquiring (the opportunity cost)? Use the provided “Opportunity Cost” worksheet to help you in your thought process.</p>
7. Conduct a Strengths, Weaknesses, Opportunities, and Threats Analysis (SWOT Analysis)	<p>What are the Strengths of your dream Ox?</p> <p>What are the Weaknesses?</p> <p>What are the Opportunities this Ox could provide?</p> <p>What are the Threats this Ox could face?</p> <p>Utilize the provided “SWOT Analysis” worksheet to help you in your thought process.</p>
8. Seek Wisdom	<p>Who can provide Wisdom Type 1 (“Been there. Done that.”) to you?</p> <p>Who can provide Wisdom Type 2 (“People who love you and have no vested financial interest in your potential Oxen)?</p>

Income Statement

Products & Services Sold		Expected Annual Sales	Expenses	Expected Annual Costs
TOTAL SALES REVENUE			TOTAL EXPENSES	
NET PROFIT				

Opportunity Cost

[illegible]

SWOT Analysis

Strengths	Weaknesses
Opportunities	Threats

Session 5 Acquiring & Leading OXEN

Preparation for Session 5

1. Read Chapters 9 and 10 in *OXEN*.
- A. Did you complete the “Take It To Another Level” challenge of meeting with wisdom counsel? If so, how did it go? What did you learn from them? What did they think of your plan?
- B. In Chapter 9, Joe shared four common ways a person can accomplish the financial challenges of acquiring an Ox. Which of the four financing methods are most appealing to you? Why?

Financing Method	Your Thoughts
1. Use Your Skill, Ability, and Time and Another Person’s Money	
2. Use Your Money and Another Person’s Skill, Ability, and Time	
3. Use a Combination of #1 and #2	
4. Finance Your Acquisition <ol style="list-style-type: none">a) Bank Financeb) Owner Financec) Self Financed) Trade	

- C. Why is it so important to always know the status of your Oxen?
- D. How would you treat a Baby Ox differently from a Healthy Strong Ox?
- E. Why is it important to ensure you have a clear financial measurement system in place for each Ox you birth or acquire?
- F. Net worth is the ultimate way to measure your harvest. Take some time to calculate your overall net worth using the provided “Net Worth Calculation” worksheet (or use the free “Net Worth Calculator” tool at www.iwbnnin.com)

Take It To Another Level

1. Spend some time thinking about decisions you could make that would substantially change your net worth over the next five years.
2. Read the following Bible verses, and consider writing them down on your “Favorite Financial Bible Verses” worksheet:
 - a. Proverbs 13:11 – Gather the harvest little by little
 - b. Proverbs 22:1 – It is not all about money!

Net Worth Calculation

Asset	Value		Liabilities	Amount Owed
Total Assets:			Total Liabilities:	
Net Worth				

Session 6 Leave a Legacy

Preparation for Session 6

1. Read Chapters 11 and 12 in *OXEN*.
 - A. Using the provided “My Legacy” worksheet, take some time to consider the legacy you want to create with your life. Write down each of the items you desire to accomplish.
 - B. Read Proverbs 13:22. Have you ever known anyone who received a substantial inheritance? How did it impact their life?
 - C. What would it mean to you to leave a generational inheritance (to your children’s children)?
 - D. As you prepare to embark into the world of Oxen ownership, take a moment to answer the challenge questions in Chapter 12. A worksheet titled “My Vision” is provided in this study so you can complete it and place it where you can be regularly reminded of these goals.

Take It To Another Level

1. Spend some time thinking about decisions you could make to substantially change your net worth over the next five years.
2. Read the following Bible verses, and consider writing them down on your “Favorite Financial Bible Verses” worksheet:
 - a. Proverbs 13:11 – Gather the harvest little by little
 - b. Proverbs 22:1 – It is not all about money

My Legacy

I want to give money to ...	
I want to bless my spouse with ...	
I want to bless my children with ...	
I want to bless my parents with ...	
I want to bless my friends with ...	
I want to bless our employees with ...	
I want to support these organizations ...	
I want to bless complete strangers with ...	
I want to purchase ...	
Additional dreams I want to accomplish ...	

My Vision

Where do you want to be in ten years?

- *Location?*

- *Family?*

- *Career?*

- *Travel?*

- *Other?*