

Directed Steps

A Sermon for Morning Worship
United Congregational Church of Westerly, UCC, Pawcatuck, CT
November 8, 2015
Text: Proverbs 16:1-9

“Plan your work and work your plan.” This is the core message of any Dale Carnegie training session and one I heard repeatedly in every one of the “one day wonder” seminars I attended during my foray into the business world when I was first out of college. It was a core element of the time management seminars. It was also the cornerstone of the sales seminars, the marketing workshops and the improving corporate communication seminars. “Plan your work and work your plan” thus became the foundation of my business career as it did, no doubt, for thousands of others in this country and around the world.

This should come as no surprise because it’s a vital concept when you think about it. “Plan your work and work your plan” is an invitation to think before you act and to make sure your actions line up with your goal. The theory behind “plan your work and work your plan” as the grounding for one’s life in the business world, and all of your life by implication, is simplicity itself. Think about what you’re doing before you do it. Plan it out carefully so you get everything done and don’t waste any time or effort. Then,

simply follow that plan, religiously. Every day. Always. No matter what.

So it is that “plan your work and work your plan” slides seamlessly into one’s workplace mentality without scarcely a thought. It’s so logical after all. And so benign. Just good advice after all. Thus it’s so easy not to notice that “plan your work and work your plan” is really the old adage “time is money” dressed up in different clothes. It’s really about increasingly productivity and therefore profitability. Don’t waste time being unproductive. Be precise in all you do. Don’t waste a second, ever! Be productive every minute of every day. And you want to do this because this approach means you will make more and more money! Isn’t that great??? Plan your work and work your plan and everything you want in life will come your way!

Except it doesn’t. Not really.