

# Integrity Before Profit - October 2016

## CHAPTER MEETING AGENDA

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BEFORE	<p><u>1 to 2 weeks before:</u></p> <ol style="list-style-type: none"> <li>1. Remind members (text, email, social media) of the place and time of the meeting.</li> <li>2. Print copies of the <i>Small Group Outline</i> (to be given to each member at the meeting).</li> </ol> <p><u>20 minutes before:</u></p> <ol style="list-style-type: none"> <li>1. Write the objective from the Group Outline on the board.</li> <li>2. Ask people in advance to offer prayers, conduct hymn, and be a timekeeper.</li> </ol>
BEGIN	<p>(10 min)</p> <ul style="list-style-type: none"> <li>• Welcome all to the meeting. Ask new members to introduce themselves.</li> <li>• Announcements:</li> <li>• Hymn:</li> <li>• Prayer:</li> </ul>
<p>SUPPORT</p> <p>Review</p> <p>Follow-up</p> <p>Celebrate</p>	<p>(10 min)</p> <ul style="list-style-type: none"> <li>• <u>Review</u> last month's meeting by asking members what they learned from "Value Your Customers."</li> <li>• <u>Follow-up</u> by asking members to report their progress on using these principles. Share your own progress.</li> <li>• <u>Celebrate</u> their progress with applause.</li> </ul>
<p>TRAINING</p> <p>Introduction</p> <p>Case Study</p> <p>Group Work</p> <p>Reports</p> <p>Application</p>	<p>(1 min) <b>INTRODUCTION</b></p> <ul style="list-style-type: none"> <li>• <u>Present</u> this month's topic: "Integrity Before Profit" and stake the objective written on the board.</li> </ul> <p>(15 min) <b>CASE STUDY</b></p> <p><u>Present</u> the following case study that was given in a general conference address in 1966 by President N. Eldon Tanner (1898–1982), a counselor in the First Presidency of the Church. Elder David A. Bednar referred to it in a devotional address to students at BYU Idaho in 2002.</p> <p><i>"A young man came to me not long ago and said, 'I made an agreement with a man that requires me to make certain payments each year. I am in debt, and I can't make those payments, for if I do, it is going to cause me to lose my home. What shall I do?'"</i></p> <p><u>Ask</u> members to share their response to what advise President Tanner should give the man. Listen and accept all answers. Then share his response below:</p> <p><i>"I said, 'I am not talking about your home. I am talking about your agreement; and I think your wife would rather have a husband who would keep his word, meet his obligations, keep his pledges or his covenants, and have to rent a home than to have a home with a husband who will not keep his covenants and his pledge.'"</i></p> <p><u>Ask</u> members to discuss the following questions:</p> <ul style="list-style-type: none"> <li>• Would losing the home be more important to you than keeping the agreement, or would keeping the agreement be more important to you than keeping the home?</li> <li>• Is the counsel President Tanner gave in 1966 equally applicable today? Why or why not?</li> </ul> <p>(25 min) <b>GROUP WORK</b></p> <p><u>Divide</u> members into groups of three or four. Assign a group leader for each group. Give each group leader a copy of the <i>Small Group Outline</i>. Invite the groups to do the activity under <b>From the Experts 1</b> and the <b>Case Study</b>.</p> <p>(10 min) <b>REPORTS</b></p> <p><u>Re-assemble</u> and ask members to share their definition of integrity and their list of actions to prevent dishonest practices.</p> <p>(10 min) <b>APPLICATION</b></p> <p><u>Give</u> members a copy of the <i>Group Outline</i> and have them do the <u>Integrity Survey</u> and <u>Integrity Plan</u> under the <b>Application</b>. Then invite a few members to share their feelings about putting integrity before profit.</p>
CLOSE	<p>(5 min)</p> <ul style="list-style-type: none"> <li>• Point to the objective written on the board and ask members if they achieved the objective.</li> <li>• Announce the next meeting is on "Integrity Before Profit." Indicate the time and place.</li> <li>• Close with a short inspirational story or scripture related to the topic.</li> <li>• Prayer:</li> </ul>