

BUSINESS

SUCCESS

**5 QUESTIONS EVERY ENTREPRENEUR SHOULD
ANSWER**

NIYI MAKINDE

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Preface

Few years ago, I served and worked as a private consultant. It is interesting to know that I actually desire to be an entrepreneur from my teen age. My desire as a teenager was to be a billionaire businessman. I really desire it so much but as I grew, the Divine made an upward call to me and I had to yield. Even though, I no longer work as a consultant, yet there are people who still seek my counsel and opinion concerning their businesses and companies.

Well, as at today, I am privileged to be included in the board of some companies. It should be noted that I am included in different board for different purposes. I remember a CEO told me that he included me because he believes in my God. He said to me “Apostle, I want you to be part of our board because I know you carry a divine presence that can draw favor to this company.” I asked him the revelation behind that and he said to me, “I read in the Bible that God blessed the house (which represent the company) of Potiphar for Joseph’s sake.” He said to me, “I see that if we include you to

be part of our board, I believe that God will bless us for your sake.” I was humbled to hear that and I gladly take up the role. I relate with them, attend their meeting when I am called upon and give my counsel as I am inspired and directed.

Another person included me because he wants me to give professional counsel that can scale the company higher, especially, on system building and business strategies. Even though, in the year 2019, I saw a shift for me that God intends for me to be included in the board of many companies not to share strategies but to bring His divine presence to those company. It was that year God put a spiritual element on me that will cause whatever I involve in to thrive brightly. I now know that God intends for me to just represent His Presence in people’s businesses and companies. Since I know this, I try to make myself available to any CEO that reach out to me. In business, we should be able to combine intelligence with competence, the spiritual with dexterity, the natural with the supernatural.

One day, while I thought along the line of my spiritual assignment in people’s businesses and companies, I was reminded of a content I wrote in my business inspiration note. Actually, I used to write certain insight as inspired in that book so as to share with others when I teach or train them.

Few years ago, I was invited to speak to business

minds on the subject of entrepreneurship. During my preparation for the event, I wrote down five questions entrepreneurs should answer. I actually shared this at the event and it really imparted the minds of many. As I checked my note one particular morning, I felt compelled in my heart to write a mini book on five questions entrepreneurs should answer. It is amazing to see that this book is now a reality accessible to you.

It should be noted that these are not the only five questions entrepreneurs should ask. There are other questions that should be asked and answered so entrepreneurs can scale their business higher. You can always read other books that deal with entrepreneurship so you can learn more. I already wrote a book for business people titled *Business Sense*. You may do well to get the book as it is filled with lots of insight. I believe that the insight here will definitely help you.

Special Recommendation

This is just a mini book. I counsel all readers to start reading from the preface to the last chapter.

More so, I admonish all readers to read the book I wrote on business titled *Business Sense*. I believe the insight in this book and in *Business Sense* will add fresh and new perspective to you.

How Do I Make Profit

Entrepreneurship isn't just about starting a new business or discovering new problems to solve, it is about making profits. If you are only after starting a new business but not finding out how you will make profit out of what you are starting, you are not an entrepreneur.

An entrepreneur is creative about what he is starting and also creative about making profit from what he is starting. The problem with most business visionaries is that they envisioned the business they want to start, find out how and where to start it, but they never took time to consider how to make profit out of the business early. Often times, it was after they have gotten into the business and they found out that they expend their energy, time and resources without getting profitable returns, that it dawned on them that they are not profit minded.

You should be a creative business minded person. If you are really business minded, you will be profit minded. We can't talk business without talking profit. In fact, the end of business should be profit. I understand when business gurus say you shouldn't get into business because of money. They counseled that people should get into business because of the problem they want to solve. Well, that is good but I have a different perspective. You know the first book I wrote in my life is titled *You are Different*. So, in a way, I love to think differently from the common and general way of thinking.

My perspective is that the goal of business should be to solve problems while the end of business should be to make profit. If you don't have profit making in mind as your end, you may end up solving the problem and won't get any profit. Yes. I have seen highly creative individuals who solved certain problems but didn't end up making profit from the problem. In fact, some other creative people made profit from the problems these people solved. Don't be deceived. You shouldn't just think about solving problems from people, you should also make profit from the problems you solve for people.

It is essential for me to share with you, three things you can get for solving problems for people. I believe that the understanding of this will communicate the right perspective into your mind.

Three Rewards for Solving Problems in Business

1. Appreciation

An entrepreneur really wants to start something new that can solve the problem of others. You want to create something that will make life easy for beneficiary of whatever you start. When you creatively start something that make life easier for people or solve their problems, you may end up getting only appreciation from people.

The simple appreciation you get from people is “thank you.” If you are a business man, you shouldn’t only get thank you from people, you should get paid by them. Why should you use your skill, knowledge and time to do something for others and they won’t pay you for it? The reason such happens is because those entrepreneurs are not profit oriented. They are not schooled on how to make money from what they do. The only problem some entrepreneurs have is how to give price tag. They don’t know how to charge people for the problem they solve for others. One of the ways to learn how to charge or give price tag is to identify similar company or people who are doing what you do. The moment you locate them, simply find out what their price tag or the amount they charge. You may creatively increase the price

or charges and create a reason why your charges go high. You can sell anything to anyone at a higher price if only you can give them the reason for such price. You must not only tell people the charges, you should be able to construct a reason why your charges are different from that of others.

The only reasons you should get appreciation as a reward for the problem you solve in business are the following.

1. If you are trying to apply connectivity quotient. In other words, you decided to solve problem in business freely for someone because you want to register your name and importance in the consciousness of that person. There are relationships you must do things for and not collect money because those kind of relationship can get you greater access to greater place and people where you can get great profit and benefits. You need to be very discerning because there are relationships that have promising future. in other words, you spot ahead certain opportunities you can access through those relationships if you can win the heart of the people involved.
2. In your service to God. As a Christian, there are things you may do for the kingdom or church where you belong that you may decide not to

receive money for it. in other words, you are operating with a consciousness that you don't want to be paid by men but by God. This insight will cause you to access what can give you in thousand folds what the leaders of that church could have given you. Men pay with money, but God pays with blessings. When God is ready to pay you for your kingdom service, He will pay you with blessing not with money. It is the blessing that will bring the money. You should remember that the blessing of God makes one rich. So, when you do something for God's kingdom, you may only get an appreciation but you know within your heart that your God is going to bless you. Every kingdom service that demands your time, creativity, skills, workers, etc. is an opportunity for you to get blessed.

2. Commendation

There are work you will do that won't get you money but a commendation. A commendation may come in form of special recognition or an award. You can be awarded for a problem you solve in business. Government, private companies, corporate institutions, etc. may decide award you for achieving some great feet. Commendation is good because it registers your success in the mind of

people. In fact, it grants you recognition in notable places. Commendations give you:

1. Award
2. Recognition
3. Honor
4. Reputation

3. Money

Entrepreneurs want to do business that will earn them money. Appreciation and commendation are good, but you need money. Appreciation and commendation are profit too, but you are not in business to get appreciation or commendation. You are in business to make financial profit. Like I said, many only concentrate on what they want to start and also have an overview of the money that can flow into them but they haven't been able to identify how the profit will flow in.

The Secret to Making Profit

I have discovered that emphasis has been laid on value creation and being productive as the secret to making it in business. The counsel by many is that if you can create value, you will get money. Well, that is correct but not complete. It is like telling a pregnant

woman that if she gets pregnant, she will have a child. That is correct but not complete, because if she is pregnant but didn't give birth, she won't have a child. There are many pregnant women who ended up not having their babies. What happened? Well, some had miscarriage while some aborted their pregnancy. You don't have a baby because you are pregnant. That is the exact thing entrepreneurs need to understand.

You don't make money because you create value. That you create something valuable doesn't mean you will make money from it. Creating value is like getting pregnant, but like I said, you don't have the baby because you are pregnant, but because you gave birth. You don't get money because you create something valuable alone, you have to move the value to the next stage. It is that next stage that will determine the profit you will make.

There are many highly productive people on the street, yet their productivity hasn't produced money for them. Don't be deceived. If you are valuable and very productive but failed to move to the next stage, you can't make high profit in business. The next paragraph reveals the secret.

Yes, you want to make high profit in your business as an entrepreneur, well, you have to know the secret. The secret to making financial profit in business is exchange. This is the ability to exchange the

value you create or what you produce for the money other people have. This is the reason businesses and companies do adverts and marketing. They know that they need the money in the hands of people (clients and customers), so they need to give their values to others while they get paid for the value.

The way you make exchange is to reach out to those who need what you have or do. This should be identified before you commence the business. It was after many have started the businesses that they now began to seek those who need what they offer. You have to know the category of clients or customers that will patronize you and you also need to know where you can get them. You mustn't stop there; you have to proceed to know how you can attract them to your business. All of these should be settled in the beginning before you start the business.

The fact is that you have to make the money in your head before you start making it in the business. If you don't know how to figure out how you will get what you have into the hands and hearts of others so you can get the money in their bank account into your account, then, you don't know about exchange. Whatever value you create should be exchange for the money in the hand of somebody else. Your mind should be programed to create a value and get it out to those who really need it.

The key point for you before you get a business

started is to know the value you want to create, then, identify those who need your products or services. Evidently, you know that the moment the business kicks off, the next thing is to begin to reach out to those who need it. This may not be easy in the beginning, but consistency of engagement of people, awareness for the business will get those you need to reach you. Exchange that leads to profit happens when you start a business and others (clients and customers) begin to patronize you. If others don't patronize what you offer, you can't make exchange happen. The ability to make others patronize you is what will make the exchange happen.

How to Increase Your Profit

Making profit is different from increasing profit. Many have lost major clients and customers in an attempt to increase their profit simply because they use the method applicable to top business companies. The secret is this – you don't use the same method for increasing profit by those that are notable brands to yours, except you are ready to wait for a longer time to gain acceptance.

In the beginning, you increase profit by increasing patronage while at the top, you select patronage and increase price. The mistake many new entrepreneurs make is that they increase their price

and as such they lost some customers. Well, you can increase your price too, but you have to create additional benefits that will suggest to your clients or customers that it is the added benefits that influenced the price increase. As an entrepreneur, if you don't add benefits, don't increase the price.

More patronage brings more profits. That is the reason you don't just spend money on advert or marketing. You have to be strategic enough to identify where your potential clients and customers are found. The moment you are able to locate them, go for them.

Your money is in the hand of the people. If the people, companies and corporations that patronize you increase, then, your profit will increase. On the path to increasing the people, you should be able to organize personal and corporate engagement. Personal engagement occurs when you visit people in their offices, give special phone calls to market or toast a new clients or customer, etc. On the other hand, corporate engagement occurs when you organize a special meeting with all your clients, customers, official reps and so on. This engagement creates bonds that bind the heart of the people towards you.

Clients come through clients. Although, this is not applicable in all situations. But you have to know that this principle works for some companies

and businesses. This is where reputation comes in. You should have a good service delivery that will inspire others to recommend your products or business to their friends and family. If you can keep increasing the people who need what you offer, you will definitely increase your profits.

How Do I Increase the Influence of My Business

Starting a business is different from running a company. Business owners start a business while entrepreneurs start a company that can do the business. It is essential for you to know that when you envision starting a business, you should set up an entity (corporation or company) bigger than you. Starting the company that can run the business is more important than starting the business itself. You may start out by starting the business but you must bear in mind that you want to run a company.

The fact is that influence in business isn't for those who start businesses, it is for those who run companies that do businesses. You can't reach and supply multitudes when you are not operating as a company.

If you really want to have influence in business,

you should set up an entity (corporation or company) bigger than you. You have to hire people to join you in your business. If you really want the business to keep scaling height, you have to create a system that can run without you. The system should be able to run without you. The art of delegation makes a system run without you.

If you really want your business to have great influence in the market, you have to create a uniqueness for yourself. I don't mean uniqueness through logo design, structural set up and so on. I am simply referring to a difference you create which cannot be seen anywhere else. Your service or product should have a special benefit it gives to clients or customers which cannot be found in other companies.

Influence will come if you can work on the perception of the people to believe or assume that what you offer is the best. If customers and clients can't consider that your products or services delivery is superior to others, you can't have influence in the market. There should be something different about your business that will draw everyone to patronize you and prioritize you above other.

Make a Shout and Make a Show

If you don't shout your shout, nobody will hear you. It is not just about shouting; you must learn to show. It is only what you show that the world sees. If you don't show it, nobody will see it. Influence is about saying or showing something that will gain acceptance. Nobody will accept what he hasn't heard or seen. You should make a shout and show of your business if you really want to gather momentum and influence.

Whether you like it or not, you are the engineer of your business' influence. The influence of your business is dependent on the decision you make today. You don't wait for influence to happen, you have to intentionally think out a better and faster way to make what you offer or sell known to people.

There is a difference between motion and direction. There should be a created direction to making your business visible to everyone. Never expect a patronage when you don't make publicity. It is what you show that is seen. In our world today, your mobile phone is a better way to make people know what you offer or sell. Through your mobile phone, you are able to see what others are doing, selling, producing, etc., so also, you should also use your mobile phone to show others what you offer too. You should never expect anyone to talk about your

business more than you do. A time comes that you scale height. At that stage, you don't strive to make things happen, people around you are willing to make things happen for you. You should always find different ways and opportunity to put your business in the sight of others. If you can make them see your business, they will research about it.

Hire Your Customer

In the business world, many are only familiar with hiring workers. I want to tell you that just as you can hire a worker, you can hire your customer. The influence of your business or company will increase exponentially if you are intentional to hire your customers or clients to work for you. Hiring your clients or customers doesn't mean they have to come to your office, they can always work wherever they are.

I am sure that you pay your workers for the work they do or the service they offer, so also, you should learn to hire customers and get them paid. Customers that you hire are paid immediately after a successful work. In fact, you may not tell them that you hire them. You only tell them to get people to patronize you and you give them discount in percentage after every successful patronage that come through them. When you promise your client

or customers a discount on every new client or customer that comes through them, you have hired your customer.

You should bear in mind that your customer's job is to bring them, you should work on retention. Those who brought them will not help you to retain them. It is your duty to retain those who come.

Use Marketing and Adverts

Marketing is different from advertisement. You should be able to market and advertise your business. This will definitely cost you money but it will really increase your reach. Use billboard, flyers and social media to increase the influence of your business.

Give Special Rewards

The easiest way to outrun competitors is through reward. Adverts makes people know you, it is reward that draws them to you. You will definitely need a cache reward to compel people to abandon others and patronize you. If you offer the benefits or quality others can't offer, they will come to you.

How Do I Stay Relevant

I once heard a man say “being current is the currency for relevance.” You need to be current to be relevant. Any entrepreneur that will remain relevant must be aware and informed about the trends and changes in his field. If you don’t know what is going on in your field, you will soon be the one that will not be known. When you become current, you will be familiar with the changes you need to make. Until you make changes, you cannot see changes.

One day, I understood the power of change through this words “if you don’t make changes, you will soon be changed.” Whether you like it or not, you will have competitors who will contend to have the customers and clients that belongs to you. If you don’t stay relevant, you will lose them. It can be very painful when you lose your customers to

others in your field, especially your big fish.

The Secret to Making Changes

In two of the many books I have written, I talked about adaptability quotient. The ability to adapt is a strength that can scale you higher and higher. Many big companies, especially some tech companies have gone into extinction because they were not able to adapt to change taken place around them.

When changes begin to take place in your environment and field, you will definitely see and know it. It is now left to you to quickly adapt to those changes. You should be sensitive to pricing of others. You should find a way to know when they increase or reduce their price. If you don't know what is going on around you, you cannot know what you should adapt to.

Watch Out for Disruption

You should have your intelligence team that can get update of what is going on in top and upcoming companies in your field. Sometimes, if you really want to scale height, you need to be alert and sensitive to the trends and style of operations of businesses coming behind you. Often times, the trends aren't disrupted by those ahead but by those

behind. Businesses coming behind are the real disruptors. You need high level flexibility so you can be able to adapt fast when disruption takes place.

Innovation brings disruptions. When a new company change the system of operation in the field, how will you be able to know that an event has taken place? You should be strategic to have these two teams in your field. You should have:

1. **An Innovation Team:** The innovation team are the group of people responsible for creating and generating new ideas for various departments in the company. They are the seers who are able to project into the changes that should take place in the company. If all the ideas come from the CEO, the company may not go forward and make progress in leap. Sometimes, the innovation team comprises of all the workers or head of department in the company. If you are just starting your business, you should be intentional to create your innovation team early. The innovation team are those who are responsible for the transitioning of the business. Growth requires dynamic change which comes through innovation. Your team should be able to state in clear term the change that has taken place or that should take place.
2. **An Observation Team:** Your observation

team are the ones on the lookout for the changes taking place in your field. They are responsible for finding out the latest trend and competitors of the business. If you are a real business person and you really want to succeed, you should know your competitors. Sometimes, entrepreneurs don't have competitors in the beginning when they are just starting out. It is when the business begins to thrive or about to breakthrough into flourishing that competitors begin to show forth. Your observation team should be able to carry out a research on your competitors to identify the edge they have above you so you can re-strategize and know how to maintain your relevance.

Do New Things

Entrepreneurs are pioneers of the new. If you don't start new business, you are not an entrepreneur. Just as the new business made you relevant in the beginning, you will need to do new things consistently in order to remain relevant.

You can't make news in business if you don't know how to do new things. It is the new that makes news. In fact, new things are publicity strategy. When you start doing new things, unknown people will begin

to hear about you and people will begin to give you attention regularly.

Do you want people to talk about your business? Then, do new things regularly. In fact, if you want competitors to regularly carry out research on your company or business, then, do new things regularly. New things make you unpredictable to your competitors. You will create much stress for the observation team of your business competitors because when they think they have discovered something about you, they will just see that you have changed the stirring.

All your workers should be indoctrinated to think new things regularly. They should find out new ways of doing their jobs and executing their assignment. All your departments should be innovative departments. But if you don't insert the consciousness of think the new in your workers, their departments cannot be innovative. Your business and company must be driven with doing new things while you are consistent with your culture, service delivery, quality, etc.

I must sound the insight that there are things you should be consistent with. You should be consistent with your vision and culture. The delivery of your products or services should consistently project quality.

Someone may ask, but what are new things we

should do? Well, that can't be stated here. The best way to easily find out the new things to do is to find out what others are doing or have done. The earth rotates in cycles. You should be smart enough to recycle the best ideas you have seen in other places where you are. If you are smart at replicating the success of those older than you in your field, you will do new things. Capture the success of others who have thrived or thriving outside your field, sit on their ideas through constructive thinking and imagination and you will see how you will extract new things to do from what they have done. Solomon the greatest business man of his time said, "There is nothing new under the sun. What is new to you here is an achievement already in other field.

Reach Different Classes of People

I thought about Toyota car products. Do you know there is Toyota Camry, Toyota Corolla, Toyota Highlander, Toyota Hilux, etc.? All kinds of Toyota are made for all kinds of people. There is a Toyota product for the poor, another for the average people, another for the rich, another for work and security, etc. A company like Toyota will forever be relevant, except they fail to adapt to next changes and disruption.

Every time, you should think of reaching new

customers. You should reach people of different ages, academic level, nationality, etc. You should crisscross all cultures and boundaries. You should consider the people there and seek how to reach them. This is done by finding out what they need and the amount they could afford it. This is working from the end to the beginning.

Study and Copy Those Who Are Relevant in Your Business Line

In business, one of the best way to thrive and stay relevant is to copy those who are relevant already. If you want to be relevant in your field, ensure you study and copy those who are relevant there already. There is no point trying to generate new systems when some people have generated it and you can just study them and adapt whatever you discovered to your work.

You don't have to copy and adapt everything that others have done to your business. You should be able to sieve what fits your business. You should permit the success of other people's business to mentor your business. Whatever others have achieved can be the bedrock for the uplifting of your business.

How Do I Retain

This aspect is very brief and direct. Retention is an essential part of business. In fact, in some business master classes, retention is a special topic to be treated. I will just write the points straight.

1. To retain your vision, make it visible to all.
2. To retain your brand, be consistent.
3. To retain your workers or members of staff, be caring to them.
4. To retain your reputation, be honest.
5. To retain your customers or clients, deliver quality and be rewarding.

Brand Your Business

Your business need you to brand it before it becomes a brand.

A brand is the sum perception you create in the mind of people with whom you are trying to connect. Perception is how people see you but you have to create it.

The fact is that you have to be intentional with your brand. Branding starts with the vision to the name you give your company, to design and image brand. A great brand must be consistent. Consistency is what registers how people should perceive you in their mind. It is what you show consistently that registers in the mind of people. You need to be consistent before you become a brand. Consistency is the key to branding. Every giant company is consistent anywhere and anytime.

When you form your brand, you have to do these three things.

1. Produce a brand
2. Project a brand
3. Protect your brand

Consistently Show What You Sell or Do

How do you expect consistent patronage when you are not intentional to show what you sell or offer regularly? You must make people see your product regularly. The fact is that people are watching and noticing what you talk about, even though, they may not talk to you. Ensure something talks to people about your business every day. That is why you should be intentional to make your business accessible to people on social media. If your business isn't accessible to people, you cannot go far. When they access information consistently about your business, you are unconsciously pulling their feet towards you.

How Do I Build a Transgenerational Company

It is not enough to start a business; the business has to continue by the next generation. Actually, we need companies that will be in existence two hundred years after now. This aspect is also brief.

Whatever is transgenerational is beyond one generation. A transgenerational business is the business that transcend one generation. You cannot build a transgenerational business if you don't respect principles. Sometimes, we talk about the next generation, but we don't talk about what we want them to meet.

If you really want to build a transgenerational company, you should do these two things:

1. Build systems and structures for operations.
2. Create a succession plan for all generations.



About the Author

Niyi Makinde is a leadership expert, quotient coach, consultant, author and a Christian minister with an apostolic calling. His passion is to raise Christian ministers and leaders like himself, as well as to help organisations and businesses maximize their potentials.

Apostle Niyi Makinde has been in Christian ministry for over fifteen years. He is the President of Rebirth Global Church, a network of churches across the globe on a mission to empower believers to fulfill their God-given tasks on earth. He is an apostolic oversight and covering for many other ministries, networks and churches.

Niyi Makinde has written many books that are fast spreading across places. His books are always

flooded with rich content and great wisdom.

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Also by Niyi Makinde

Apostle Niyi Makinde has written many other insightful and powerful books, among which are:

1. Divine Instructions
2. 12 Laws of Divine Instructions
3. Breaking Life Code
4. The Revolutionary Apostle
5. The Power to Prosper
6. The Power to Become
7. 53 Laws of Excellence
8. Church Shift
9. Business Sense
10. Dealing with Human Enemies
11. Wisdom for All-Round
12. Wisdom Power
13. Prayer Force (1)
14. Multiply
15. Tithing
16. You Are Different
17. Phronesis for Dating
18. Dating, Marriage and Sex
19. Managing Divine People
20. The Power to Get Wealth
21. Spiritual Fatherhood
22. Managing Divine People
23. Understanding Honor

24. Flourish And Grow (1)
25. Faith Dimension (1)
26. Ministry Laws (1)
27. Secrets to Supernatural (Financial) Abundance
28. Running like the Deer
29. Prayer Force (2)
30. Making Things Happen
31. You Are a Seer
32. 79 Insights Into Favor
33. New Creation
34. Prayer Education
35. 20 Facts about the Human Spirit
36. Supernatural Visions
37. Understanding Church Systems
38. 11 Facts about the Human Mind
39. The Holy Spirit
40. Dominion in the Realm of Abundance
41. Soul Winning Manual
42. Maintaining Sound Health
43. Faith for Abundance
44. New Levels
45. Wisdom for Abundance
46. The Power of Meditation
47. Understanding Supernatural Dreams
48. Stop Multiplying in Affliction
49. Communication Ethics in Ministry
50. Ministry Ethics (1)
51. Warfare for Honor

52. Wave of Increase
53. Praise for Favor
54. Ministers Training Manual
55. Breaking Joy Code
56. The Power of His Name
57. You Are a wonder
58. Roar and Soar
59. The Minister and the Ministry
60. Grace Factor
61. Subdue and Dominate
62. Flourish and Grow (2)
63. Overtake
64. Victory over Afflictions
65. The Power of Patience
66. Stand out to Step out
67. Shining like the Sun
68. 30 Channels of Wealth
69. Breaking into Laughter
70. The Power to Dominate
71. Enjoying Health
72. Stronger than the stronger
73. Battle for Wealth
74. Wealth Transfer
75. Maximum Protection
76. The Power to Be on Time
77. Power Activators
78. The Essence of Obedience
79. The Power of words

80. Planting a Branch Church
81. Power Dimensions (1)
82. The Power to Live Long
83. The Power to Deliver
84. The Power to Bless
85. Raising the Dead
86. The Power to Heal
87. The Power to Separate
88. The Power of Diligence
89. Financial Prosperity
90. Business Success
91. On Top
92. How to Live Long
93. Warfare for Long Life
94. Your Reality Today (Yoreto)

