

Doug Smith ([00:08](#)):

Hey, leader, and welcome to another episode of the L3 Leadership Podcast, where we are obsessed with helping you grow to your maximum potential and to maximize the impact of your leadership. My name is Doug Smith and I am your host, and today's episode is brought to you by my friends at Beratung Advisors. We're also recording live from the new return.com studio. If you're new to the podcast, welcome. I'm so glad that you're here, and I hope that you enjoy our content and become a subscriber. Know that you can also watch all of our episodes over on our YouTube channel, so make sure you're subscribed there as well. And as always, if the podcast has made an impact on your life and you've been a regular listener, it would mean the world to me. If you'd leave us a rating and review on Apple Podcast or Spotify, or whatever app you listen to podcast through, that really does help us to grow our audience and reach more leaders.

Doug Smith ([00:49](#)):

So thank you in advance for that. Well Leader, I am super excited about today's episode because you are gonna hear my conversation with Matt Keller, who's been a long-term mentor in my life, and I'm so grateful for him. This is his second time on the podcast. He was a speaker at our L three one day conference, and he's very loved by the L three community, and so I can't wait to share his voice with you again. If you don't know Matt, let me just tell you a little bit about him. He is the founding pastor of Next Level Church in Fort Myers, Florida. He's known for his passionate and humorous communication style. He travels and speaks frequently inspiring and teaching leadership both inside and outside the church world. He writes frequent articles on his website, Matt Keller online.com, and could be found on Twitter at Matthew Keller.

Doug Smith ([01:29](#)):

Matt and his wife Sarah will have two boys, will and Drew. And his favorite candy continues to be Skittles <laugh>. And in our conversation, we talk all about his new book, donkey Mission and why Donkey Missions are so critical in your journey. And you may be saying, well, what's a donkey mission while you are about to find out. So get ready. Uh, Matt also talks about the importance of humility in leadership and shares some very vulnerable lessons that he learned in a dark season of his life. And of course, I take him through the lighting round as well. So get ready, buckle up. Before we dive into the conversation, just a few announcements. This episode of the L3 Leadership Podcast is sponsored by Beratung Advisors. The financial advisors at Beratung Advisors help educate and empower clients to make informed financial decisions. You can find out how Beratung Advisors can help you develop a customized financial plan for your financial future by visiting their website [Beratungadvisors.com](#).

Doug Smith ([02:17](#)):

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Doug Smith ([02:58](#)):

Ever, ever had an interest in investing in real estate? Well, now for as little as \$500, you can become a commercial real estate investor. Just visit return.com to learn more. That's return.com. Investing involves risk. Please consult a return officer if you're interested in investing. And with all that being said, let's dive right in. Here's my conversation with Matt Keller. Matt Keller, it is such an honor to just get to spend some time with you. Uh, we've had a, a long-term mentoring relationship over the past few years, and I was just telling you how significant of a voice, uh, that you've had in my life and my leadership journey and, uh, and I'm forever grateful for you. And it's been a long time, uh, since you were first on the podcast. I'm very excited to have you back in. I just wanted to start with just leaving this open-ended, but what are you learning right now in your leadership journey?

Matt Keller ([03:45](#)):

Well, uh, I mean, the first thing I'm learning is that Doug Smith continues to be awesome, man. I just want you to know how proud of you I am and how excited I am for you. And just yes, a long time ago in a galaxy far, far away. Uh, we were both a lot younger. Doug, uh, <laugh>, I was on the podcast. I was one of the OGs. And so, uh, it's just what am I learning? So thank you again for the opportunity to spend a few minutes with you. Anytime I can be with, with Doug Smith. I am, I am always better for it. And I mean that. So, uh, what am I learning right now? Um, <laugh>, good question. I think, um, I think I'm learning patience, um, in my life right now and not in, I mean, we, I guess we all kind of typically say that, right?

Matt Keller ([04:25](#)):

Like, don't pray for patience. Cause you know, God might answer your prayer kinda thing. Um, I mean, most people know, maybe you don't know. I, I live in southwest Florida, Fort Myers, Florida. And so last September, September 28th, uh, hurricane Ian hit, um, we took a direct hit on a major category for a hurricane. And, um, honestly, you know, nothing like a storm like that to just obliterate our coastline, first and foremost in our community. I mean, just everyone was affected in some way. 60,000 homes were either completely lost or majorly damaged. 8,000 businesses were lost in locally, um, 360,000 cars were lost, uh, in the state of Florida. So, you know, so what that does is it really disrupts your plans. Hmm. Um, in every way. I mean, it just, you know, really just sent us into a, a whole different mindset as it relates to leading next level church, our next level relational network of churches and just pastoring our city differently. And of course, a lot of personal things then start to just instantly become non, you know, urgent things. And, and so I would say, yeah, I think I'm learning patience, um, in a okay, God, I just trust your timing on all things sort of way.

Doug Smith ([05:35](#)):

That's so good. And, and that's, I wanted to dive in, you know, since the last time you were on the podcast. And as I've watched your journey from afar, you know, a few years ago you were really, really focused on getting into the leadership space. You had your own leadership podcast, you had a, a one day conference that was incredible, uh, and reaching thousands of leaders. And then, uh, at some point in your journey, you actually decided to, to lay all that down. Can you talk about just obedience and humility? Cuz cuz I, I, I'm, my assumption is that that was really, really challenging for you. And you're talking about patience and, and laying down your wants. Can you talk about that journey and, and what leaders can gather from it, at least what you did?

Matt Keller ([06:07](#)):

Yeah. Uh, um, you know, I think six or so years ago, Doug, uh, as you're talking about, I had a real encounter with the Holy Spirit. Um, and the Lord just really spoke to my heart and said, uh, in terms of my calling, um, my personal calling, um, cause I'm a pastor, but I'm also a leader of leaders, um, and, you know, thought leader in a lot of ways, or at least I used to be. Um, and, you know, my life was really kind of at a crossroads and I, I felt like the Holy Spirit spoke to my heart and said, Matt, um, I've called you to be a father, um, in the church. Uh, and so I want you to, to lay aside, um, what you're doing right now in terms of the leadership community, business leadership, you know, a lot of those spaces that I was really starting to be active in and right toward and, and speak in and, um, and really just do that.

Matt Keller ([06:55](#)):

So it was a sacrifice, but, um, in a lot of ways. But it wasn't, and I really just felt in my heart that the Holy Spirit said, Matt, um, I don't need one more, uh, you know, gifted corporate trainer. What I need is for you to be a father to my people and a father to pastors. And so, um, it was, it was a big sacrifice, but it wasn't, and it has been, I've, I've never been more fulfilled in my life than I am right now. Um, I've never been happier than I am in my life right now. Uh, and I just, I love what I get to do. I love pastoring next level church. I love pastoring the pastors in our network family of churches. We have about 142 churches right now, I think, uh, across North America. And, um, and so I'm thankful.

Matt Keller ([07:35](#)):

So I think the leadership lesson for leaders would be, um, especially leaders of Faith, um, or that, you know, faith is a, is a driving component of their life is, um, there are crossroad moments in our life and the decision we make in the crossroad will determine this trajectory of our life. And, and I think if I could challenge leaders with any thought today, Doug, it would be be obedient in that moment. Um, don't just necessarily do follow what is, what is, you know, the logical, you know, decision to make or the logical direction, but really, you know, seek the Lord again if you're a person of faith and follow what he says, because God has a way of meeting us right where we are and taking us exactly where he wants us to be.

Doug Smith ([08:18](#)):

It's interesting, you know, you say how you're more fulfilled than you've ever been, which is the fruit of your obedience, which is incredible. I'm curious, looking back, you know, where you were pre that journey, pursuing all those things. Cause you know, this is a leadership podcast. A lot of leaders always aspire for more influence, more platform, and ultimately I think the motives are right, right? It's like, man, I just wanna help more people. But I do think that there could be an unhealthy, selfish ambition in that. And I think if, correct me if I'm wrong, I think you were meeting with John Maxwell and, uh, didn't he say something to you along the lines of, you know, Matt, if God wants to make you a name, let him do that. H how did you have to die to selfish ambition to be obedient in that moment? Or were you just that open to what God wanted to do?

Matt Keller ([08:59](#)):

Um, yeah, absolutely. Uh, I, it was in that season, five or six years ago, Doug, that the Lord really just started to reveal my, my motives and my heart. Um, and, uh, really just revealed to me that yes, I wanted to help people. Yes, I wanted to do all of that, but there were also some real, you know, um, impure motives as well, uh, in me with pride and with wanting to make a name for myself and wanting to be famous. And, you know, I actually thought that the more famous I got, the more glory God would get. And the Lord just took me to, to town on that and said, Matt, that's just not true. Um, the end goal of all of this is not fame faithfulness. And honestly, Doug, five plus years later, you know, zooming,

zooming forward the story here, I I can just, I can tell you I'm so thankful, uh, there's probably not too many days that go by that I don't actually pray the prayer. God, thank you for not letting me become famous. Sure. Because I think I, I'm, I may have blown it all up. And, um, so I'm humbled, I'm humbled that I get to do this. I'm humbled that he let me live. Um, <laugh> he could have took it all away, that's for sure. But instead he's, he's, he's trusted me with the influence of being able to pastor pastors and pastor an incredible church in southwest Florida called Next Level. And, um, I'm humbled every day that I get to do this.

Doug Smith ([10:16](#)):

Yeah. Well, you, you mentioned you're leaders of leaders, which that's been clear, at least from my whole observation of your journey. And one thing you're doing as you lay down those things, uh, I, as you and your wife do a brotherhood and sisterhood, and you talked about coaching pastors. Can you talk about, you, you said you felt God was calling you to be a father, I think in leadership, and I know you're passionate about the subject, there's, I think you've actually described it as an orphan spirit in so many leaders where they're just insecure and, and they have these father wounds. And so can you talk a little bit about what you do in Brotherhood and, and how you father leaders? Cause I think that's so instrumental in the world. We

Matt Keller ([10:49](#)):

Absolutely, yes. So we have our next level relational network of churches. And so I mentioned it a moment ago, um, if they go to nln.org, nln.org is the easiest website to find that. And so really it is, it's a, we like to say we're a family on mission becoming a movement. And our purpose statement is that we exist to pastor ministry leaders so they can lead healthy and high impact churches. And so everything we do really has those two sides of the coin attached to it. Health and high impact. Health and high impact. And so whether you're a church leader or a business leader, whatever kinda leader you are right now, mid-level manager, a ceo, um, those two categories, uh, are, are really what's most important, which is the health of our organizations and the high impact that our organizations are making. So for us, we work, you know, exclusively with churches and pastors and couples.

Matt Keller ([11:39](#)):

And so, uh, we believe, we truly believe that if lead couples are healthy and high impact, then the churches they lead will be healthy and high impact as well. So we do that every single month. So we were using Zoom long before Zoom was Zoom, like the 2020 Zoom. We were using Zoom way back. And so every month for two hours a month, um, you know, we get on brotherhood groups and sisterhood groups. So the ladies get on, uh, with a dozen, 12 or 15 other ladies, the guys get on with a dozen or 15 other guys. And, uh, and we just, we, Sarah or I, or the two of us record about a 20, 22 minute message. And so then they have a group leader and the group leader, you know, they play the video together, they catch up on life. It really is, you know, what you would call a mastermind group.

Matt Keller ([12:20](#)):

We're doing that for pastors across the country in Canada. And, uh, it's effective. And so we, we like to say that leaders as leaders, we learn best, we lead best, and we live best in group form. And so we love to learn together, we love to live together, and we love to lead together in group form. And, and we just think that groups multiply the effectiveness of all three of those areas in our life. And so we like to tell pastors and, you know, lead couples, if, if you have a family, go do that. Like, don't, we don't market, we don't do any of that. If, if you have a family go be a part of that family mm-hmm. <affirmative>. But if

you need a family, if you are, as you just used the phrase a moment ago, Doug, an orphan, then come join us. Come do what we're doing and throw in with us because we're a family on mission. And our mission is to keep pastors in the game because it ministry is hard today. And pastors and lead couples need community around them. And that's what the relational network is.

Doug Smith ([13:15](#)):

Yeah. You were talking about the power of groups. You said mastermind groups for us is, is what you guys do. Uh, <laugh>, we were just saying before we jumped on, um, when you came and spoke to the L three one day conference, we were having dinner and you were just talking about the power of groups and the family, and you made the statement that, that I shared pretty much I think every day of my life when you talked about in groups, every leader needs a place where they're fully known, fully loved, and fully challenged. And, uh, man, that has just hit home with everyone I talked to and shared. It's the purpose of our mastermind groups. Can you, for me, you originated that statement. Can you just talk more about the importance of those three things in a leader's life?

Matt Keller ([13:50](#)):

Yeah, it was a good day several years ago when the Lord just illuminated that we would say, you know, in the church world, that how someone is, we would say how they're pastored well is when they are three things, when they're known, loved, and challenged. And so that's how you pastor someone well, is that they're known, loved and challenged. And so, um, yeah, I have old teaching on that. As a matter of fact, if you go to next level relational network.com, all that's a big one. Next level relational network.com/klc, which is known Love Challenge klc. Um, you can watch that. I think it's a 22 or 25 minute video on how, and I have a triangle that if someone is two out of the three, but they're lacking one, here's what's gonna happen to them. So that's a great leadership teacher. So there I, I'm just remembering that right now. Then I'm like, oh wait, that exists. You can watch that.

Doug Smith ([14:32](#)):

Yeah, we'll put that in the show notes for sure. That's awesome.

Matt Keller ([14:34](#)):

Perfect. There you go. Uh, so yeah, so those really are the three components of someone being pastored or shepherded well or led well, you know, in terms of a mastermind group. And so, you know, the idea of being known is that people really, um, feel seen that they, uh, don't feel invisible. That, you know, it's so easy in leadership for us to just have employees or team members and they just are doing a job and it's like, well, I kinda know their name, but I don't really know much about them. You know, and it's like, so as our job as leaders, if we can slow down and really just make people feel known, then that improves everything in terms of, of our interactions and their performance health and high impact in our, in our organization. The idea of love is that that person doesn't just feel known or seen, but they actually believe that we as their leader, care about them.

Matt Keller ([15:20](#)):

Do they, do they actually believe not? Do we believe because we Oh yeah, no, I care. No, no, no. Do they believe that we care about them? And that takes, you know, known to a whole different level is when they actually feel like, no, I'm not just employee 1 0 6, which is haha jokingly what I used to call myself. Um, when I was in a, an organization and the leader was not super attentive, my buddy and I would refer to ourselves as employee 1 0 6 and employee 1 0 7 to say we didn't feel very loved, uh, in that

organization that we were a part of. But that idea of loved is, does my leader do I believe my leader really cares about me? And then challenge is the third component of the, of the, that triangle, um, of how someone is pastored or shepherded well. And so that challenge side of things, you know, some, every one of us as leaders, we're good at two out of the three, but there's usually one that we don't like as much. So for me, it's a challenge one, right? That I'm not, ah, I don't really, I'm not engram too. I'm a helper, you know? So that challenge side of things though is absolutely indispensable. If we're really, truly going to pastor or lead someone, well, they have to be known, loved and challenged.

Doug Smith ([16:27](#)):

Love it. I wanna talk a little bit about confidence. Um, I was sharing with this again before we started the recording after L three one day, and again, you've been such a voice and, and just, I just wanna reemphasize the importance of mentorship and asking for feedback. Uh, I asked Matt for feedback after the L three one day conference, and he was very, very clear with me in direct and talk about like fully challenged. Uh, he said, Doug, uh, you didn't speak at the conference. What's wrong with you? Which I didn't speak at our first conference, but, uh, mattress went on and said, he said, Doug, man, you, you have it, but you don't know you have it. And he said, whatever God has to do in you to develop the confidence he needs to let him do that. And that was a game changing piece of feedback that you gave me, and I've been on that journey ever since. And I feel like I've grown immensely in there of confidence. So I'm just curious, it goes back to the orphan spirit as well. Can you just talk about confidence in leadership? It's something that I've always looked at in you. I know a lot of leaders struggle with, you know, imposter syndrome. What do you have to say in the area of just leadership and confidence?

Matt Keller ([17:21](#)):

Yeah, I mean, honestly, I think every leader deep down, um, maybe with the exception of a, of a tiny sliver, um, that would probably fall into a, a bit of a narcissistic maybe category. And I, I don't wanna open a can of worms there, but I think every leader deep down, uh, struggles with confidence. And so I think the question really around confidence is where does our confidence come from? Where does our confidence come from? And, you know, you know, for some of us, our confidence comes from our own skills, our own ability. Um, like you said, for some of us, our confidence comes from fake it till you make it kind of a never let 'em see a sweat. You know, kind of like, just push through it and, you know, just kind of pretend it, uh, you know, kind of just muscle it up.

Matt Keller ([18:04](#)):

Um, but I think the best place for us, and again, we're, we're leaders. Both of us, you and I are leaders of faith. And if you're listening right now or watching right now, and you're not a leader of faith, then, then, you know, that's, this probably doesn't apply to you. But for those of us, and I would say the vast majority in our community today are, uh, our people of faith, our, our true, our truest confidence should in leadership should come from who we are in Christ, that our identity as sons and daughters of God. And so, you know, for me, I spent a lot of, a lot of years, you know, wrestling that orphan spirit a lot of years trying to prove myself, trying to make my well, if I could just be in that room, well, if they could just, if people just knew who I was, if I could just write that book, if I just had that title, if I could just speak at that church or speak at that conference, then I'd be something.

Matt Keller ([18:48](#)):

And, you know, so I think I would challenge people to really wrestle hard with that question of, is there some sort of there or up there or, or notoriety or name in lights or that blog or that, how many followers or that whatever, how many downloads then, then I would, if we find any of those statements in our life, then we can be sure that our confidence is coming from something other than our identity in Christ. And so, Doug, for me, five or six years ago, you know, the Lord, really the same season of brokenness, the Lord really took me through a, a dark valley where I had to wrestle down my sonship in him, um, and who he says I am, and that I am not Matt Keller, the author, I'm not Matt Keller, the pastor. I'm not Matt Keller, the leadership coach or speaker or friend of so-and-so, or a, you know, pastor of whatever, or leader of whatever I am Matt Keller, the son, the son of the most I got.

Matt Keller ([19:44](#)):

And that's the, that's the promise for us. You know, I think about, um, after David slay Goliath, the question Saul, who was the king, asked all of the servants and subjects around him after David slay Goliath, was he didn't ask what's his name. He didn't ask whatever, you know, what he asked the question is he asked, whose son is he? Whose son is he? And when they answered concerning David the King David, right? Psalm 23, David, that's that guy. Here's what they answered in First Samuel, I believe it's 17 chapter 17 or seven or chapter 18, right in there. You'll, right toward the end of the chapter, if I was guessing, I think verse 59, but I'm doing this, remember <laugh>, but first Samuel 17, 18, right in there, the answer they gave King Saul about David, who had just laid Goliath, was he's the son of Jesse in Bethlehem.

Matt Keller ([20:36](#)):

And that verse honestly plagued me for a really long time concerning this orphan spirit, because I always felt like David. And when, when they answered that way, I went right. He's the son of Jesse. Jesse, he's the son of nobody in particular. And I'm just Matt Keller, the son of a salesman and a teacher from a small town in northeast Indiana. You know, who am I? I don't have a famous name. My last name is not, you know, Stanley, uh, or, or Warren or Graham. You know, I'm a Keller from Northeast Indiana. You know, I'm just Jesse, I'm the son of Jesse of Bethlehem. And five or six years ago, Doug, the Holy Spirit spoke to me and said, Matt, look at the verse again. And, and here's what I saw. The Lord said, you're focusing on the wrong part. You're focusing on Jesse, I'm focused on Bethlehem. Hmm. And where was Bethlehem? Bethlehem was the location of promise. Of course. That's where Jesus, the Messiah came and changed everything. And you and I know that David is the great, great, great, great great grandfather to Jesus, the Messiah who changed the world. And the Lord said, Matt, for your entire life, you've been focused on the wrong identity. You've been focused on Jesse, when I've been focused on Bethlehem, you are a son of promise. And Doug, that changed my life forever.

Doug Smith ([21:49](#)):

Wow. Can you tell, I think I mentioned you before, 20 fall of 2020 was the darkest season in my life. I had what I call mental breakdown, uh, and man learned so much. I had to go through therapy, you know, and I've talked to a lot about this on the podcast. Can you, you know, you kind of mentioned the revelation that you got in the midst of your dark season. Is there anything else, I guess do you have any advice for leaders who are going through that season? Because I, as I open up and share about my dark season, I, man I have leaders come up to me in tears saying either I'm in the middle of that, or, man, I feel like I'm on the verge of that. If I don't make some changes now, I'm gonna be there. Was it just identity issues for you? Was it other things? And, and how was it just spending time with God that brought you out of that? Can you walk us through that?

Matt Keller ([22:29](#)):

Yeah, I mean, a, again, I, and I, I can certainly, I've, I've watched you walk through yours and I'm so thankful for your vulnerability and how you, you authentically let us peer through the window of, of the metamorphosis that God took you through. Um, and yeah, I think, I think all of the great leaders walk with a limp, uh, whether we realize it or not, and whether they're willing to acknowledge it or not, but the truly great ones who endure till the end, walk with a limp. Um, and so for me, that was five or six years ago, it'll be six years in May that the Lord really took me through that valley of the shadow of death kinda season like you're describing for you. And, um, really just stripped away all that I had built my identity on and, um, really started to rebuild my identity in him.

Matt Keller ([23:16](#)):

Um, I've come to call it the threshold of scary, a threshold of scary, and actually, let me give you another link. So it's next level relational network com slash ts threshold of scary t os. So if you wanna watch, I have about a 40 minute leadership teaching there, um, on, on this concept of threshold of scare, which I think could become a great book because God takes us up to these thresholds in our life and what everything we know and is familiar to us is behind us. And it's in the bright light, but then there's sort of, we're standing on this threshold and it's scary because the what's in front of us is this dark deep valley that's unknown, that we can't see how far it lasts, how long, how deep it is, or how long it will last. But the only way to get to the next mountain in our life is to go down through this threshold of scary valley.

Matt Keller ([24:02](#)):

It's James chapter four, where he talks about really a season of, of grieve mourn whale. Like it's a season of a stripping away. So if, if your listeners want to go and and watch that message, they can. If you wanna show it to your team or your staff, whatever, obviously it's all for you're welcome to it. So, um, so for me, that was a season of a threshold of scary, but I'm so glad that I crossed it, uh, because we're never the same. If we turn back, we become, as first Timothy chapter three, I think says, um, we, we have all, all of the knowledge base, but we have but deny the power thereof, and there is a denial of power. And we end up in this doom loop as Jim Collins would call it, in our life. But instead, we have to cross that threshold of scary go through the valley of brokenness to come to the next mountaintop that God has for us. And that's what happened to me six years ago. And it sounds like that's what, that's the version of that happened to you a few years ago.

Doug Smith ([24:51](#)):

Yeah. Yeah. And I never want to go through that again, but the, what God did in my life and now is doing through my life as a result of that, I wouldn't trade for anything in the world either. So I, I, yeah, I haven't watched that talk about you, so yeah, I won't include a link to that and all the other resources Matt has mentioned in the show notes. And, uh, speaking of resources, you have a new book out. Love, love, love your books, and, uh, it's called Donkey Mission. So it was funny when I first saw this, it's like, you know, you've written multiple books, I know up the Middle Church, God of the Underdogs, and I'm like, donkey Mission <laugh>. What is that? I, I love the title and the tagline is Finding Purpose When Life Seems Pointless. Um, we'll dive into it, but just open-ended, you know, what, what is Donkey Mission? Why'd you write this and what do you want readers to get out of it?

Matt Keller ([25:30](#)):

Yeah, great question. Well, I, I'm super excited about this book, um, and, and I really am excited about the message of the book Donkey Mission, uh, because it comes from a story in First Samuel chapter

nine, first Samuel, chapter nine, where, um, a guy named Saul is Dad. Kish sends him out to find some lost donkeys. Now, of course, we all know, if you know anything about Old Testament scripture, the Bible, um, you know, that Saul became the first king over Israel, but before he was king, he had to go out on what looked like a seemingly pointless donkey mission to find these lost donkeys from his dad. And he and his buddy is serving, he took with him, go out. It takes several days, it's not going well, theologians tell us. They, they literally hiked over 30 miles looking for these stupid donkeys. It seemed pointless.

Matt Keller ([26:18](#)):

It's who cares? His pride and ego kicked in. He wanted to give up, but it was the donkey mission that God was using as a divine setup to lead him to the greater mission, because at the same time, Saul was on the donkey mission. God was speaking to Samuel, the prophet of the day, the spokesperson for God, for the entire nation of Israel, about a young man who would come and show up at his doorstep, literally 24 hours later. And he, he was going to become the first king over Israel. So donkey missions are something that are inevitable for all of our lives. And donkey missions that seem pointless and, and problematic are always leading to a greater mission in our life if we'll stay on 'em.

Doug Smith ([26:59](#)):

Yeah. I, I love, love, love this book. I, I actually thought it was interesting you talked about your first donkey mission in your life, and I actually thought it, like, if you would've told me the story of what your first donkey mission would've been, I wouldn't have guessed what you shared. Do you, do you recall what you shared in the book?

Matt Keller ([27:13](#)):

Yeah, yeah. So I got saved. Yeah. And then, um, and then yes, I, so I got called into ministry that following summer I come back and meet with my pastor and I'm like, you know what? I, I feel called the preach, like God's gonna use me in my generation. And he says to me, my pastor says to me, great, we have a middle school boys Sunday school class that needs lead, and it meets in the back trailer of our church. Everybody else had heat in Indiana. We didn't have heat in the little back trailer. And so for a, a, a long period of time, several months, maybe even a year, I was the, the school of the Bible 9:00 AM on Sunday morning, middle school boys, Sunday school teacher. And, um, and I had to wear my suit, you know, cuz I was 16 and a man of God. And so I would go back there and they'd sit on these cold metal chairs, and I just remember so many Sundays waking up and just feeling like, what am I doing? Like these kids were, were up all night playing Nintendo, their parents dragged them to church. They didn't wanna be there. I didn't wanna be there, but that was a donkey mission that God used to start to develop that preaching and teaching gift in me.

Doug Smith ([28:19](#)):

Yeah. And, and often it seems so mundane and, and you actually mentioned in the book that, you know, when you're doing donkey missions are faced with seemingly pointless tasks or missions from God. Uh, oftentimes we have a choice. And, and if we're not careful, I remember this happened to me, um, our mutual friend Larry Bettencourt, I started interning from him, uh, in 2000, I, I don't remember. That was 2003. And I remember my only job the whole first year of interning was washing pitchers, uh, and setting up and tearing down from youth group. All the other interns got really cool jobs they got to do offering, they got to, you know, speak. And man, I actually, I went to, I, I quit the intern. I'm like, this is stupid. And uh, and basically Larry yelled at me and he is like, man, have you actually prayed about this?

Doug Smith ([28:59](#)):

And I hadn't. And he encouraged me to pray about it. And basically, I don't, I won't tell the whole story, but God spoke to me very significantly through a passage in Isaiah 49. And I basically just said, God, whatever you want, like, whatever wish you have for me, I'm in. But I, looking back, it was like I had a choice in the middle of that moment where if I would've quit and just ignored Larry's advice and not spent time with God, like we would not be having this conversation today. And so can you talk about the choices we're faced when we can either run to God and embrace it or run from him? Any, any thoughts there when it comes to leaders feeling like what they're doing is insignificant?

Matt Keller ([29:33](#)):

Absolutely. I mean, I think all of us listening today could, are instantly already, aren't we Starting to think of those moments in our path where it just looked like if this was pointless, it was, this is stupid, I don't want to do this. These are dumb donkeys, right? Like, we all have those donkey mission moments in our leadership journey, and yet looking back, we can see with God's providence, oh, that was a divine set up. God was working something in my character. God was dealing with my pride. God was setting something up. I wouldn't have met my, my spouse if I hadn't been distracted and flunked out and had to go back and take summer classes. Like we all have those donkey mission moments where in the moment it looks like this is pointless. I don't understand what's happening here, but the reality is something greater is going on and God works it all together for good.

Matt Keller ([30:24](#)):

And so, you know, from a leadership level, I think it's so important for us to just recognize that, that, you know, when we're feeling impatient or we feel like, well, this is sideways energy, or I maybe even it's backward, like I feel like I'm taking three steps back because of this, for us in that moment to go, you know what? Hold on. Something greater is going on. And so, so in change, it almost changes our focus. Again, for those of us who are people of faith, it changes how we pray. Because most of us in a donkey mission, pray, God, get me out of this. God deliver God, I don't wanna do this. God help me get through this as fast as I can when what, uh, what we should be praying and saying is, God, what do you want me to be learning right now?

Matt Keller ([31:00](#)):

What are you trying to do in me right now? God, what are you trying to, to get outta me right now? And so the hope is that our donkey missions, when we recognize that they actually might be and are pointing to something greater, they actually have the power to change us. And the truth is, again, look at any leader, great leader that we admire, secular or Christian or otherwise. And what you'll always see in their story, if you look deep enough, is there's some significant donkey missions that had they not taken them, they would not have become the leader that you and I know love, respect, and, you know, honor today, it is the donkey missions of our life that shape us into who we are.

Doug Smith ([31:39](#)):

Yeah. And you mentioned donkey missions that have to do with character development, and oftentimes so often that is why we're we're doing them. And I I love this one chapter that you had just about sometimes donkey missions are dealing with the little foxes in our lives, and there are little struggles in our character issue that if we don't deal with them now, they're gonna wreak havoc in our future. And, and I loved if you're willing to open up on the podcast about, you know, your struggle in the little fox

that you shared in the book, I thought that was so powerful about how that could potentially impact your marriage and even how you got through that. Are you willing to, to share that?

Matt Keller ([32:06](#)):

Yeah, absolutely. So in chapter five of the book, uh, I get very vulnerable and I, I talk about, um, that pornography was a little fox, the quote, um, song of Solomon chapter two verse 14, uh, that verse that says, it's the little foxes that destroyed the vineyard. Um, you know, by and large for us, it, it won't be the big things, it's the little things. And so for me, I was exposed to pornography at a young age. And, and so, um, that was a vice all through my teenage years. And then Sarah and I got married and it continued to be a vice. And so she and I, uh, were sitting newly married in our early twenties, um, and it was sitting in a movie and the trailer came on and it talked about, you know, something in the trailer said, you know, uh, can a marriage survive 15 years?

Matt Keller ([32:47](#)):

You know, whatever. And as I'm sitting there holding my wife's hand, my, my young new, you know, low wife's hand, um, the Holy Spirit is just convicting me and saying, Matt, speaking to my heart, Matt, your marriage and your ministry will not survive 15 years if you don't deal with this. And so we went across the parking lot after the movie and sat in a, a booth at Cheddar's, uh, restaurant and ordered a cookie monster dessert. And over that cookie monster dessert I confessed to my wife. Um, and, you know, I don't remember exactly all of the things that were said that night. I know that I looked at her and I said, I'm not okay, and I, I have a problem and I need to tell you about it, and God bless her man. And she was so, so gracious and just so kind and so loving.

Matt Keller ([33:28](#)):

And so, uh, unconditionally just said, okay, well, we're gonna get through this. And, uh, you know, that led me on a journey that led to my freedom from all of that, you know, and I'm just so thankful for the grace of God and his freedom and thankful that Sarah and I a year ago celebrated 25 years of marriage. Let's go six years now. And, uh, so the answer to the question that was asked in that movie trailer is, can a marriage survive 15 years? The answer is yes, at least for Matt and Sarah Keller. And so, you know, it is the grace of God. Um, but what I challenge people in chapter five of the book with their little foxes is to really, um, not, not just look up those over and not just go, well, you know? Yeah. It says, you know, my mom was a worrier, so I'm a worrier.

Matt Keller ([34:09](#)):

Well, you know, my, my dad was a whatever. Well, my grandfather was a, you know, Hey, no, no, no, no. Come on. God uses donkey missions in our life to bring to our awareness, those things that have the power to destroy our future if we don't deal with them. Now, I've often said and heard it said as well, uh, by other prominent leaders that what we don't deal with in our twenties has the power to destroy us in our thirties, forties, and fifties. Wow. And so, I would just say to you, leaders, listen, whether you're twenties in your twenties or whether you're 30, 40, 50 or beyond, hey, listen, it's not too late. Now is the time for you to deal with those little foxes. And so what do you do? Well, hopefully you're in a group, hopefully you're in a mastermind. Hopefully you've got people around you who know, love you and, and challenge you.

Matt Keller ([34:49](#)):

And it's time to confess. It's time to open up, it's time to, to come clean on that and to bring what's in the dark in your life into the light. Because I've said for years that what's in the dark, darken our life grows in its control and power over us. But what we bring into the light has the power to shrink in its power and control over us. That's the power of confession. That's the power of community. That's the power of bringing those things into the light and letting the Lord deal with them and, and show it, cover us with his grace, and bring healing to our lives.

Doug Smith ([35:20](#)):

Yeah. Matt, this is huge. You know, one of our, our core values at L three is character development. I say all the time, character development is the most important development. And, uh, I'm greatly interested, and you were talking about it earlier, longevity, uh, and leaders making it to their finish line and actually finishing the ministry that God put in their, their hands. Uh, I had a, a mentor tell me once that he believes about 2% of Christian leaders actually make it to their finish line intact and fulfill what God actually called them to. And you've been in, in the ministry game, you're certainly not your finish line, but you've been in it long enough where you've seen people fall more often. I'm just curious. And when it comes to character development, is there anything else you would say? Is it just simply bringing things to light in if some of these leaders would've done that earlier, uh, they would've, you know, safeguarded themselves from falling? Or is there any other patterns or warnings that you would give us as leaders? Um, cause man, yeah, I, my heart breaks every single time I, you know, get a, a letter of saying, Hey, look, this guy fell, this guy fell. Just devastating.

Matt Keller ([36:14](#)):

Yeah, it is devastating. And to hear that percentage, you know, whether it's accurate or close to being accurate or whatever, it doesn't matter. One in 50, I mean, 2% is one in 50. Wow. I mean, Doug, that's heartbreaking. That's heartbreaking. And so, yeah, I mean, I think for us as leaders, we, we have to be accountable. Um, and, and we are only as accountable as we choose to be. Um, and so for us as leaders, it's, it's easy for us to just kind of do our thing and we're all high octane, you know, adrenaline, testosterone, like, go get 'em. Like, go charge them out. Like, that's what makes us great leaders, right? But, but you know, Jesus uses the word meek. Blessed are the meek, uh, he says in the Sermon on the Mount, and there's something to meekness and meekness. I've never forgotten this definition I heard a long time ago for the, for the idea of meekness is power under control.

Matt Keller ([37:06](#)):

And so, you know, it's, it's the horse and the rider kind of illustration that, you know, a horse is more powerful than the rider. Like, the truth of the matter is the horse is a giant animal that weighs over a thousand pounds. And yet the definition of me meekness, the idea of the picture of that is that a horse willingly submits with the bridle in its mouth to the will of the rider. And that's what we as high octane, high adrenaline, big vision leaders, you know, we're gonna change the world. Let's go get 'em light. Whatever we're leading, whatever it is that God set our hand to, we have to take that power. We have to take that leadership, we have to take all of that, and we have to willingly place it under submission, first and foremost to the Lord through the Holy Spirit.

Matt Keller ([37:49](#)):

We have to place it under the submission of to the Lord. And the Bible says that the fear of the Lord is the beginning of knowledge. The Bible says in, in Proverbs, uh, or Psalm chapter 19, verse nine, it says that the fear of the Lord brings cleanness enduring forever. And so watch this inside of that verse, Psalm

19, nine is the fear of the Lord brings cleanness. That's talking about holiness. That's the part that we play. God's sets us free. It's salvation, right? Jesus cleanses us. But then there's a, an ongoing work of that's justification. What we do is sanctification. That's our part that's holiness. So watch this, the fear of the Lord brings cleanliness, cleanness, and then that leads us, us to watch enduring forever. In other words, those are the ones who finish the race. But watch this, Doug. It's not the love of the Lord, it's the fear of the Lord.

Matt Keller ([38:45](#)):

And when you look at a leader who has lost not their love for God, but their fear of God, and I'm not talking about being afraid of God, I'm talking about fearing God, holy reverence and awe of God, it's the leaders who lose their fear of God that then lose their cleanness, that ultimately then don't endure forever. They don't finish the race. So if I could say anything to leaders right now, and again, I'm a person of faith, I would say, how's your fear of the Lord? Cuz that affects your cleanness and your cleanness is the indicator the Bible says to whether you'll endure it forever, whether you'll actually finish the race. So, so when I talk about submission, when I talk about humility, when I talk about meekness power under control, horse and the rider, that's what I'm talking about.

Doug Smith ([39:31](#)):

That, that's, that's brilliant. I, I actually just a few episodes ago, leaders, if you're listening, I interviewed John Veer, and he actually, I think he just came out yesterday. He just came out with a book, the Awe of God. I mean, essentially, I'm

Matt Keller ([39:41](#)):

Literally gonna recommend that book. That's exactly, I'm reading it. I'm halfway done right

Doug Smith ([39:45](#)):

Now, coming

Matt Keller ([39:47](#)):

Event next week.

Doug Smith ([39:48](#)):

Oh, that's awesome. He, well, he said this. Yeah, same thing. I just think that's so true, so powerful. So thank you for sharing that. Um, another thing you said in the book, actually, I thought this was a great revelation, but I thought it was so profound. You said your future provision is found in your current donkey mission. Like, and, and when you shared examples in your life, I'm like, oh my gosh, that's crazy. Like, can you talk about that? I just love that statement.

Matt Keller ([40:11](#)):

Yeah. I mean, as I surveyed my life, um, you know, I look on things that I thought were just small, you know, small little things, insignificant little opportunities, you know, oh, I went and, you know, spoke at a leadership lesson at a, you know, a, a dentist office or a to their team, or at a blah, blah, blah, you know, just a small little thing in a back room with poor lighting and no music stand for my notes, right? And yet it has been those sort of little donkey mission, you know, type of e experiences and opportunities that suddenly became for me, you know, messages, leadership messages that have

shaped my life. So, for example, um, I have a, a leadership teaching, probably the biggest, um, most popular leadership teaching. I've literally taught it to tens of thousands of leaders over the last, almost 15 years now.

Matt Keller ([41:00](#)):

Um, and it's called Six Invisible Keys to Making the Jump How Organizations Grow. And I tell the story in the book that, um, I got a call, uh, way back in 2008, um, from Billy Hornsby, who was the founder of the ark, the association related church, who's a spiritual father to me. And he called me and he said, Matt, I have a, a pastor's event in, in Amarillo, Texas that I need you to go preach for me. And I'm like, great. So I jumped on a plane, flew out there, and it was the very first time that I ever taught the UR or six Invisible Keys to making the jump. Like it was so new, the concepts were so brand new, Doug, that I didn't even have a graphic. Like the whole thing was based on this imagery of how, how we make the jump from one s curve of growth to the next blah, blah, blah. And literally, I didn't even have a graphic. I just stood up and talked the six Invisible Keys. Well, Doug, I have taught that leadership lesson literally to tens of thousands of leaders, and I still do today, which by the way, next level relational network com s a letter S,

Matt Keller ([41:56](#)):

You can watch it there if you want, take your team through it. There you go. Hey, I'm just giving you all this stuff today. So, uh, anyway, so that S-curve came from a donkey mission to a place called Amarillo, Texas. Like who in the world goes to Amarillo? I don't even know what's there. And God opened the door, and I've literally taught that one teaching to more leaders than probably all my other teachings in mind. Like, it's, it's that, but it was a donkey mission. So your future provision is found in your donkey

Doug Smith ([42:20](#)):

Missions. That's so good. Well, we've edited the appetite around the book a lot. Is there anything else you'd wanna share about Donkey Mission before I wanna dive into the lightning round with you?

Matt Keller ([42:27](#)):

Yeah, absolutely. Well, the only other thing I would say is when I wrote this book, donkey Mission, um, which you can go to document.com or just go to Amazon, it's on Amazon, um, you're, everyone can get it there. Uh, really, there were two things in my heart. One was the message of the book. The second was, I really believe there's a spirit of evangelism on this message. So the book is very small, thin, I've made it to fit in your back pocket kind of thing. Yeah. And the reason why it's very non-threatening. And of course the title is super fun. And so, uh, if churches want to do the series called What's the Point, um, and, and use leverage the book, they can go to donkey mission.com. All the information is there and we make the book available. It's a \$15 book retail. We make it available to churches in bulk for \$5.

Matt Keller ([43:08](#)):

Um, and we have a full money back guarantee. If they don't sell the books, you can bring 'em back. And the whole point of that is that pastors and churches can do this series. It's a six week church growth campaign where they do two weeks on evangelism, where you teach your people how to be witnesses, and we give you all the graphics, all my sermon notes, everything. And then four weeks of the Donkey mission, what's the point series. So for six weeks, your people are really, um, being encouraged then to not buy one, but take \$20 and by four keep one for yourself, and then use the other three as invitations to the series. Doug, we've seen, uh, just recently, some of our churches have, have seen a 30% jump in

attendance on the first week of the series. Wow. And so, um, we just really want to help churches grow. And we feel like this message is for everybody. It's a simple, digestible, fun, easy creative message for non-Christians and, uh, you know, unchurched people too. So if pastors want to do that, we really would love for them to go to Donkey Mission. It's all free. Everything you need is free, uh, including the availability of \$5 books. So just go to donkey mission.com.

Doug Smith ([44:08](#)):

That's beautiful. And again, we'll include links all that in the show notes. Thank you for all, you are a resource machine, my friend, and, uh, just thank you. I just wanna

Matt Keller ([44:15](#)):

Help people,

Doug Smith ([44:15](#)):

You know. Yeah. Thanks for putting everything out. Uh, I don't think we had a lightning round, uh, whenever I first interviewed you. And if we did, the questions have certainly changed. So just wanna take you through a bunch of fun questions, asking every interview. And the first is, what is the best advice you've received ever received, and who gave it to you?

Matt Keller ([44:31](#)):

You know, I, I, here's what I'll go with, I'll go with this, uh, this quote, uh, Ron Sylvia, who pastors the Springs in Ocala, Florida and was really kind of a first mentor, uh, and coach to me, pastoral coach. He said, Matt, let the ball come to you. Let the ball come to you. And, and of course, he could see sitting across that Starbucks table that morning that I was this young, energetic, you know, go chase the world. Go climb every mountain, go get the trophy kind of guy. And he looked at me and he said, Matt, let the ball come to you. If you chase the ball, you'll never get it. You'll never catch it. But if you wait and let God pass you the ball, then it'll be exactly the right ball at the right time for you to take the right shot. So that's, that's some really good advice and I honor on Sylvia, I'm so thankful his voice in my life in those years.

Doug Smith ([45:18](#)):

Wow. I dunno if the answer would be the same, but if you could put a quote on a billboard for everyone to read, what would it say?

Matt Keller ([45:24](#)):

Yeah, I think so. Here's a quote. I think I would, I, I think I would put the quote up there, one touch from God can change everything. And maybe if there's gonna be something on my tombstone, if I have a tombstone, they do cremation here in Florida. So, um, so the quote would be, um, one touch from God can change everything. And we say that across our church all the time. We just really, truly believe that one touch from God has the power to change everything.

Doug Smith ([45:49](#)):

Yeah. It's, it's been a while since we connected. Is there a book or two in the past few years that's impacted you in a profound way?

Matt Keller ([45:55](#)):

Yeah, well the answer to that question is awe of God. Uh, everyone needs to read the awe God by John Bevere. And so, um, right. If he's on the podcast a few episodes ago, scroll down, listen to that interview, and then go to Amazon and buy the God. I think that is a word a right now word for our generation, uh, certainly in the body of Christ. And so I would highly recommend, uh, the awe God, um, as, as a book. Yeah. So I'll go with that one then.

Doug Smith ([46:20](#)):

At this point in your journey, what would you say is your biggest leadership regret throughout your journey?

Matt Keller ([46:27](#)):

Pride.

Doug Smith ([46:29](#)):

Hmm,

Matt Keller ([46:30](#)):

Pride, selfish ambition. I heard Robert Morris say, um, a while back that you never see the word ambition in the Bible without the word selfish in front of it. And, uh, and, and so that was me for a lot of years. Um, and I would've told you that I was humble, Doug. I would've told you that I was doing it for all the right reasons and I actually thought I was. But, um, when I really, truly gave God permission to search my heart, I realized as Paul said, oh, wretched man that I am. And so I'm just really, really thankful that God let me live and let me do this.

Doug Smith ([47:04](#)):

Yeah. Well, I'm thankful we gave that to you too, and thank you for sharing with our audience today. Um, you guys spend time with a lot of high level leaders. I'm just curious, do you have a go-to question or two when you're having dinner with them that you always ask?

Matt Keller ([47:15](#)):

Yeah, absolutely. So I called the frame it up then shut up Principle <laugh>. And so here's what that, which leads to the greatest question Ready, which I believe Andy Stanley wrote the book a long, long time ago called, um, the Best Question Ever. Yeah. Which is, in light of my past experiences, my present circumstances, and my future hopes and dreams, what's the wise thing to do? Which I completely think is the best question ever. I have the greatest question ever for leaders. Okay, so here's the greatest question ever ready? So don't tell Andy, but here you go. Uh, so I think the greatest question ever that a leader can ask another leader is, if you or me, what would you do?

Matt Keller ([47:50](#)):

If you were me, what would you do? And so I like to describe it this way. Take no more than three minutes and frame up your situation, which by the way, this is in chapter 12, the key to everything book on teachability. So I write this out, so frame it, take no more three minutes, frame up your situation. So I'd call it, frame it Up, then shut up and ask this question. So in light of that frame, what I just told you, if you or me, what would you do? And here's why. The power of that question, Doug, for leaders, is it

takes all of their lifetime of wealth, of experience, knowledge, wisdom. And it literally in a moment, if you or me, what would you, what would you do? Switch a seat. So now it puts all of their life experience, all of their wisdom, and it puts it in your chair and you get a personalized answer through their leadership life and wisdom for your situation. So I think that's the best. Great. The greatest leadership question anyone can ask.

Doug Smith ([48:46](#)):

Wow. What's your biggest leadership at Peeve?

Matt Keller ([48:50](#)):

Pet peeve? Yeah. When people want more responsibilities, uh, and opportunities and they ain't even doing their their first job, well

Doug Smith ([49:01](#)):

<laugh>

Matt Keller ([49:02](#)):

Just go your desk and get what you're supposed to be done. We're paying you for it. Go do that. Stop asking for more and better and greater and different. Just go do what we, what we ask you to do in the first place. That's a heavy,

Doug Smith ([49:14](#)):

Yeah. I don't sense any energy coming out of you when you share that. <laugh>,

Matt Keller ([49:18](#)):

My whole demeanor,

Doug Smith ([49:21](#)):

Uh, I know if you have an actual bucket list or not, but if you do or what is something you've done in your life that you believe everyone should experience before they die?

Matt Keller ([49:33](#)):

Fly over the Grand Canyon. Hmm. Uh, I've had, I've had the opportunity to do that twice in the last few years. So the first one was in a helicopter with my mom and dad, uh, in September of 2019. And we rented, you gonna rent a little helicopter for an hour or two and they fly you out over the Grand Canyon and it's ridiculous. It's so gorgeous. And then last, uh, about a year ago, right now, last February, 2022, Sarah and I went out with our friends, uh, and we rented a plane and flew over the Grand Canyon. And it is, it is a spectacle. Like it's, it is so amazing to fly over the Grand Canyon. So that's, there you go. I'd say

Doug Smith ([50:08](#)):

Love it. Yeah. It's my bucket list. And then how can

Matt Keller ([50:11](#)):

I say one more? Can

Doug Smith ([50:12](#)):

I say one more? Yeah, please.

Matt Keller ([50:13](#)):

I love, cause I love getting baseballs in a baseball game. Like that is my favorite hobby. That truly is my favorite hobby. Last year I got 65 baseballs, uh, the year before they got five. Ok. And I'm already at 14 and it's only been three practices in spring training this year. It's my favorite hobby. So I would say bucket list. Everyone has to, to get a baseball at a baseball game. And if you don't think it can be done, I have a whole article that I wrote, but I don't have a quick link for that one, although I should <laugh>. So it is, it is very much possible. Doug, have you ever gotten a baseball at a

Doug Smith ([50:43](#)):

Baseball game? No. No. And I haven't reads, what do you do with all these balls? What do you do with a 20 baseballs

Matt Keller ([50:52](#)):

<laugh>? Give, give them the kids and stuff or get autographs on them. But I get mo I give most of them away.

Doug Smith ([50:56](#)):

What's your most, what's your most prized baseball? I see a few behind you.

Matt Keller ([51:00](#)):

Uh, a Derek Jeter autograph on a Boston Red Sox ball.

Doug Smith ([51:05](#)):

What? How'd you get that?

Matt Keller ([51:07](#)):

Uh, it was, they were in spring training. The Yankees were playing the Red Sox down here in Fort Myers, and I knew that he was gonna walk the sideline and sign autographs. So the only ball I had in my pocket was a Boston Red Sox ball. So I ran down to the side, there's all these eight and 10 year old kids who of course, I'm six one with huge wings span, and I reach out over these kids, stick the ball right in front of Derek Jeter's face. He said no. He grabs it, signs it, and hands it back to me.

Doug Smith ([51:30](#)):

Oh, that's beautiful.

Matt Keller ([51:31](#)):

It's right there. I can show it to you. You want me to get it?

Doug Smith ([51:33](#)):

It's, yeah, yeah, let's see it. Anyway. That's awesome. Uh, and honestly, open anything else you wanna leave leaders with, that was beautiful.

Matt Keller ([51:41](#)):

No, Doug, I'm just so thankful for you and proud of you. And I just, I, I really am, I'm thankful, um, that God lets us do this. And so leaders, I think I would just say stay humble and not stay on your face before the Lord cuz it is, um, it's the only way to live and we, I really believe

Doug Smith ([51:57](#)):

That. Hey, well, thanks Matt for the conversation and thanks for all the resources and everything you do every day for the Kingdom.

Matt Keller ([52:02](#)):

Welcome.

Doug Smith ([52:04](#)):

Well, hey, leader, thank you so much for listening to my conversation with Matt. I hope that you enjoyed it as much as I did. You can find ways to connect with him and links to everything that we discussed in the show notes l3leadership.org/365 and Leader, I say it every episode, but if you want to 10 x your growth this year, then you need to either launch or join in L3 Leadership Mastermind Group. Mastermind groups are simply groups of six to 12 leaders that meet together on a consistent basis for at least one year in order to help each other grow, hold each other accountable and to do life together. For me personally, mastermind groups have been the greatest source of growth in my life over the last eight years, and that is why I'm so passionate about them. So if you're interested in learning more about launching or joining a group, go to [L three leadership.org/masterminds](https://l3leadership.org/masterminds) or email me at dougsmith@l3leadership.org. And as always, I'd like to end every episode of the quote and I'll quote Tim Keller today who said this, he said, don't let success go to your head, nor let failure go to your heart. So good while Leader know that Laura and I love you, we believe in you and we say it every episode. But don't quit. Keep leading. The world desperately needs your leadership.