

The Keys To Wisdom

Love

Patience

Obedience

Mercy

Trust

Understanding

Truth

Discretion



Proverbs

WEEK 2

“Trust in the Lord”

Study: Proverbs 3:5-7

Reading: Psalms 115:9-15, Exodus 14:5-31

Memory: Isaiah 40:17

My wife and I hosted a video child rearing class called “Growing Kid’s Gods Way.” In the class the teacher was teaching about children obeying right away and gave an illustration about a mom noticing that it had been quiet in the house for sometime. She began to call for three year old Nathan. She couldn’t find him in the house, but she noticed that the outside door was open. She walked outside and looked for Nathan, but she couldn’t find him. Then, she noticed that the ladder that her husband had been using to climb up onto the roof to repair some shingles had not been taken down. As she glanced up on the roof she saw Nathan standing on the peak of her roof. Calmly and immediately she said, “Nathan, sit down.” Because he had been taught to obey the first time he was told, he sat down immediately. His mother was able to climb the ladder and bring him down safely.

Today, we are going to see how God knows the dangers in life that we don’t often see. Just as that little boy, we can get ourselves into trouble because we aren’t wise enough to live righteously on our own. When we trust in God, He will gently guide and lead us away from the dangers that are caused by sin. Our response should be to listen and obey.

What Does the Bible Say?

God wants us to trust in Him with all our hearts. When we trust in Him, we are placing our full confidence and hope in the fact that He will lead us into the exact path that we should follow. Many times, God’s leading goes against human logic or reasoning, but if we do what He desires, we will be rewarded. As humans, we often try to do things our own way and from our point of view. When we do, we will often face difficulties as a result of our decisions. We are finite and He is infinite. That means that we have limited knowledge and that He knows all things. We have to realize that He knows what is best for us in every circumstance in our lives (vs 5).

God wants us to trust Him in every area of our lives. Many times people

just seek God's will and direction for the bigger decisions in life and make the small ones on their own. We need to acknowledge that He has the ability to direct our paths in every situation, weather great or small. This doesn't mean that you have to call a prayer meeting for the purpose of deciding what shirt to wear to church on Sunday, but we should set up our lives to follow the teachings in the Bible. God has given us principles to follow in His Word so that we will have the wisdom to make daily decisions (vs 6).

It is easy to think that we think that we are wiser than we really are. Though we don't say it, our actions reveal who we choose to listen to, man or God. This pride is a constant struggle for all men because it is difficult to submit to God's plan. The first step in combating this starts with a proper fear of the Lord. When we begin to have a proper understanding of who He is and what He knows, we will stop trusting in our own wisdom and will rely on His wisdom to lead our lives (vs 7).

How Does this Apply to Me?

Are you trusting in the Lord with all your heart, or are you leaning on your own understanding? Are you obeying His leading in all the decisions you make? Are you constantly seeking to know Him in a greater way? Don't trust in your own thoughts and human wisdom. All they will do is lead you down the path of destruction. When you trust God to run your life, the end result will be a fulfilled and joyful life. If you want to live in His will everyday, you need to apply the principles that are found in these three verses that we have studied today. It is a wonderful thought to know that God has promised that He will lead you on the path that is best for you. All you have to do is trust Him.

Suggestions for Prayer

- * *Thank God for leading you into what is best for you.*
- * *Ask God to help you trust in Him.*
- * *Praise God because He is omniscient – He knows all things.*

Thought for the day

How are you to trust in the Lord (vs 5)?

What does it mean to trust in the Lord (vs 5)?

What should you not lean on (vs 5)?

Describe a time where you failed to trust in God and leaned on your own understanding.

What were the end results?

In what things should you acknowledge God (vs 6)?

What does it mean to acknowledge Him (vs 6)?

How can you put this into practice in your daily life (vs 6)?

What does God say He will do if you trust in Him and obey Him (vs 6)?

What do you think this means?

How have you seen this true in your life?

What are you told not to do (vs 7)?

What do think it means to be wise in your own eyes?

What does the fear of the Lord have to do with wisdom (vs 7)?

What should you turn away from?

Describe how you can practically apply these verses to your life?

“The Results of Wisdom”

Study: Proverbs 3:8-10

Reading: Philippians 4:10-20, Matthew 6:25-34

Memory: Isaiah 40:17

The direct cause of stomach ulcers is the destruction of the gastric or intestinal mucus lining by hydrochloric acid, an acid normally present in the digestive juices of the stomach. The level of hydrochloric acid can be greatly increased when a person is under stress. The cause of many ulcers can be directly related to the stress that a person puts on themselves on a daily basis. Much of this stress comes from worry. There are some people who literally “worry themselves to death.” Ulcers are only one problem that stress can cause. Stress can give other physical illnesses, can cause heart disease and lead to mental illness.

Today, we are going to be reminded that one of the best ways to battle stress is to trust in God and His plan for your life.

What Does the Bible Say?

If you seek God’s leading to direct every step of your life, and you have a fear of the Lord (vs 5-7), then it will bring health and strength to your body. This doesn’t mean that if you get a sickness that you are sinning, though sometimes sickness is a result of sin. There is a toll that sin and walking apart from God’s plan takes on your physical body. As Christians, we have the ability to live a life that avoids much of the physical consequences of sin. That’s because we can “cast all our cares” (I Peter 5:7) on Jesus. Though we have the ability to live a life without the mental stress that unbelievers live with, many Christians choose not to trust God with their lives. This takes a toll on their bodies. There are many problems that can develop in your life if you don’t “trust in the Lord with all your heart.” (vs 8)

Another principle of wisdom is in verses 9&10. Solomon knew the importance of men giving part of their wealth back to the Lord. Not only should we give to the Lord, but we should give our best to the Lord. The “first fruits” were either the first crops that a farmer would harvest or the

best of the crops that the farmer would pick. Many times, Christians plan their lives and use their money the way they want and then give God what is left over. A wise man does the opposite. He gives God his best and uses whatever is left over for himself. God doesn’t want you to give because His work needs your money to avoid failing and going bankrupt, but He wants you to give as a sign of how much you love Him. He also knows that your heart will follow after where you put your money.

Many people think that if they give to God they will not have enough money to have what they think they need. God promises that if we give to Him, He will provide all that we need. God will bless us when we give to Him. That doesn’t mean that He will make us rich financially, but we will be rich spiritually.

How Does this Apply to Me?

Do you tend to get worried when something doesn’t go your way? Do you allow things to eat at you and make you angry? You can avoid many physical, emotional, and spiritual problems if you give your worries and cares to God. When you trust Him to take care of your problems and to direct your paths, you are taking things out of your hand and putting them in His.

Do you give your best to the Lord? The implication here is financial, but it could also apply to your time and effort. Are you afraid that when you give money to the Lord that you will not have enough to buy what you want? God promises that He will give back to you abundantly when you give to Him. He wants your heart and knows that if you give your money to Him, your heart will be for Him also. If you don’t give money to the Lord, you need to start giving to Him in proportion to how He has blessed you.

Suggestions for Prayer

- * *Thank God for all the things He has given you.*
- * *Ask God to help you trust in Him every day.*
- * *Praise God because He owns all things.*

Thought for the day

Sum up what you were instructed to do in verse 5-7.

What will be the result of following the principles given in verse 5-7 (vs 8)?

How have you experienced healing in your life when you have followed God's Word (vs 8)?

Describe a time in your life where God's Word was like a refreshment to your bones.

What should you honor the Lord with (vs 9)?

What do you think it means to "honor the Lord with your wealth" (vs 9)?

What should you give to the Lord (vs 9)?

Since you don't necessarily have "first fruits" from your farm like they did in the Bible days, describe what you think "first fruits" would be in your life today?

What would be the result of honoring God with their "first fruits" (vs 10)?

What does it mean to have full barns in full wine vats (vs 10)?

What is verse 10 teaching you to do?

Why is it not always easy to give God your first and best?

Describe how you have seen this verse fulfilled in your life and the lives of others.

"Loving Discipline"

Study: Proverbs 3:11-12

Reading: Hebrews 12:1-13, II Corinthians 4:1-18

Memory: Isaiah 40:17

Several years ago I was watching a television show where some sisters returned back to the home where they grew up. As they looked at one of the walls, they reminisced about the belt that used to hang on the wall. They went on to talk about how that belt was used for discipline. Then they talked about how much they hated that belt and how terrible it was for their father to discipline them. They talked about how they would never do something like that to their children.

Discipline means different things to different people. For some, it was done poorly which leads to a negative view of discipline. For others, there is a positive view of discipline because of the correct loving discipline they experienced. Discipline is a vital part of a loving family, but discipline is often neglected leaving children who are often spoiled. These parents sometimes wonder where they went wrong, but fail to realize God's plan for discipline.

What Does the Bible Say?

As we continue to look at the marks of a wise man, we see that a wise man doesn't reject the instruction and discipline of the Lord. There are times in our lives where we stray away from the Lord. It is at these times that He brings discipline and correction into our lives. Just as a loving father, He punishes you for the purpose of bringing you back into a proper relationship with Him. God is not out to hurt you and degrade you when you mess up, but He wants to gently guide you and lead you into His will and direction for your life. God doesn't get angry at you when you sin, but He is grieved in His heart because of the broken relationship. He also knows the consequences that men must face when they choose to disobey. When God brings about this discipline in our lives, we shouldn't become angry at Him, but should accept it and make the changes in our lives that need to be made (vs 11).

The reason God disciplines and corrects us is because He loves us. Our society gives us the idea that if parents love their children they won't

discipline them, but the exact opposite is true. You can tell how much a parent loves their child by how they discipline their children. Notice I didn't say "how much" they discipline. Some parents can over discipline their children because of their own personal frustrations. Loving parents discipline their children for the purpose of correcting their actions to conform to what is right. They correct their children because they see the big picture of the child's life. They know that if they can teach their children to be obedient when they are young, they will have a much easier time submitting to God and earthly authorities when they are older. (vs 12).

How Does this Apply to Me?

Do you get angry at God when something bad happens to you? Do you get aggravated at your pastor or other speakers when it feels like they are speaking directly to you? You need to understand that God loves you in a personal way. He cares for you just like a loving father would care for His child. He brings things into your life to help you to be conformed to the image of His Son. It is easy to stray away from Him without even realizing it. That is when God will discipline you to bring you back into conformity with His will. Whenever something you consider "bad" happens in your life you shouldn't get angry, but you should look to see what lessons you can learn from it. Many times, people get their ideas about the character of God from the main male figure in their lives, usually their father. Because of this, it is easy to get the wrong idea of how God acts and reacts. The more you study God's Word, the more you will know the character of God and that God is not out to hurt you but wants to develop a more intimate relationship with you.

Suggestions for Prayer

- * *Thank God for the discipline that He brings into your life.*
- * *Praise God because He is a God of love.*
- * *Ask God to help you receive His loving discipline.*

Thought for the day

Why do you think verse 12 begins with the phrase "my son"?

What are we not to despise (vs 11)?

How would you define discipline?

What should you not be weary of (vs 11)?

How would you define reproof?

Why do you think reproof and discipline are often viewed in a negative way?

Describe a time in your life where God disciplined you.

Why did you deserve it?

What did you learn from it?

What does the reproof of God reveal (vs 12)?

How are discipline and reproof a vital part of love?

Why do you think the term "delight" (ESV) is used?

Why do you think that many people don't think that discipline and reproof are very loving?

Why do you think it is important to understand the truth found in these verses?

“The Key To Happiness”

Study: Proverbs 3:13-18

Reading: Job 28:13-28, Matthew 11:25-30

Memory: Isaiah 40:17

You have probably heard the phrase, “If it sounds too good to be true, it probably is.” In most cases, that phrase is very accurate, but there is one major situation in which that phrase doesn’t apply. I don’t believe that it is applicable when it comes to God’s promises. Today, we are going to see how God promises tremendous blessings to those who seek after wisdom. Though His promises sound too good to be true, we can rest assured that they are true. How do I know? Because I have experienced it for myself. I have experienced many of the blessings that God says He will give us when we seek after wisdom. That means that you can also experience these same blessings if you simply obey His commands.

What Does the Bible Say?

Solomon intermingles the blessings that we receive from wisdom with the principles of how to be a wise man. After describing how to be a wise man in verses 9-12, he uses verses 13-18 to describe some of the blessings that a wise man receives. A person who is wise is described as blessed. The word “blessed” normally conveys the idea of happiness. This doesn’t mean that a wise man will never be sad, but it means that a wise man will live a happy and fulfilled life (vs 13).

The profit that a person receives for being wise is far greater than the profit of riches. Gold, silver, and precious stones were signs of great wealth, but the value of these things don’t even compare to the value that wisdom brings to a person. Our society teaches us the opposite of what the Bible teaches. They try to tell us that wealth is far more important than wisdom and integrity (vs 14-15).

By using the right hand and the left hand in verse 16, Solomon was illustrating the fact that wisdom provides abundant things. One of the things that it produces is a long life. This principle has already been discussed when we studied Proverbs 3:2. The results of wisdom also include riches and honor. The word “riches” doesn’t just apply to earthly wealth, but it

also describes the type of life that a wise person lives. Riches can include a good family, a good reputation, a purpose for living and other things that make our lives rich (vs 16).

A wise person lives a pleasant and peaceful life. When we travel down the paths of wisdom that God leads us into, we will find great joy (vs 17). The “tree of life” is a metaphor referring to temporal and spiritual renewal and refreshment. A wise man doesn’t live burdened down with the pain and misery that sin brings, but he is renewed and refreshed by God on a regular basis (vs 18).

How Does this Apply to Me?

Don’t the benefits of wisdom sound wonderful? Doesn’t it almost seem too good to be true? The great news is that God’s Word is 100% true. If you follow the steps to wisdom that are given in the book of Proverbs and throughout the Bible, you can experience all the blessings that Solomon described. Why do so few people seek after wisdom if the benefits are so great? Because we are sinful, selfish and prideful creatures. To follow the steps to wisdom means that you have to say “No” to what your flesh wants and “Yes” to what God wants you to do. It sounds easy, but it takes work. The greatest thing about this is that it can be done. God has given you the Holy Spirit to help you obey Him and do what is right. As you read through the book of Proverbs, think about all the benefits you will receive if you simply obey what God says.

Suggestions for Prayer

- * *Thank God for giving you the ability to be a wise person.*
- * *Ask God to help you seek after wisdom.*
- * *Praise God because His Word is absolute truth.*

Thought for the day

What is wisdom (vs 13)?

What will happen to those who find wisdom (vs 13)?

What does the word “find” indicate about wisdom (vs 13)?

What is understanding (vs 13)?

How is understanding different than wisdom (vs 13)?

What does the reference to “gold” and “silver” in verse 14 indicate?

Why is this a vital truth to realize (vs 14)?

What is more precious than jewels (vs 15)?

What powerful statement is made at the end of verse 15?

What will wisdom lead to (vs 16)?

Does this mean that all old people are wise and that anyone who dies young is a fool? Explain.

What are the blessings of wisdom (vs 16)?

Does this mean that all wealthy men are wise (vs 16)? Explain.

How is the lifestyle of a wise person described (vs 17)?

How does wisdom produce peace (vs 17)?

What does the reference to the “tree of life” mean (vs 18)?

What will wise people be called (vs 18)?

Describe how you have experienced the results described in this passage as a result of your choice to seek after wisdom?

“The Wisdom of God”

Study: Proverbs 3:19-26

Reading: Proverbs 8:22-31, Psalm 19:1-6

Memory: Isaiah 40:17

Several years ago, I came across an infomercial attempting to sell the “Carleton Sheets Real Estate System.” Several people were on the show and told how they had made thousands of dollars using his system. I had seen parts of the infomercial and ones like it before and was always interested in seeing what their tricks were. I decided to order it to see what it was like and planned on sending it back using the 30 day money back guarantee. I just wanted to satisfy my curiosity. After I placed the order, I thought about the fact that if I sent it back, I would be refunded minus the shipping and handling. I called them back and found out the shipping and handling was over \$20. I tried to cancel my order but they said that I had to wait 24 hours until it was registered in their system. I called back 24 hours later and they said it was too late because it had already been shipped out. When UPS came, I rejected the package. I still ended up paying over \$20 for shipping and I didn’t even get to satisfy my curiosity.

Today, we are going to see that wisdom involves thinking through the whole matter. Just as I didn’t think about the \$20 that I would lose, we often don’t think about the consequences that our actions will bring.

What Does the Bible Say?

God used great wisdom when He created the world. Everything in our universe was created for a reason. He positioned the sun, moon and planets in the exact positions that they needed to be in. He created the clouds so that we can have rain and created dew to help water the earth. It was as if God had a huge puzzle and put every piece in the exact spot that it needed to be (vs 19-20).

Wisdom should continually be present in our lives. All of our actions and decisions should be based on sound wisdom and discretion. When we are using wisdom and discretion, our decisions will not be impulsive. A wise man compares the action he is about to do or the words he is about to say with the Word of God. If there are not direct principles that apply to the certain situation, the wise man will look at what the results of his actions or words

will be. Everything we say and do should bring honor to God (vs 21).

Following God's wisdom causes one to hold his head erect, and, consequently, gives him a noble and attractive appearance. Another view is that wisdom is like the adornment of the outer life which procures the praise of both man and God (vs 22). When a person uses wisdom, they will never fail. Wisdom helps Christians to avoid falling into sin (vs 23).

Wisdom helps us to have the continual peace of God in our hearts. We can rest soundly because we know that we are doing what is right and that God is in control. We don't have to worry about problems that have been caused by our sin (vs 24). Wise men have no reason to fear because they place their confidence and trust in God. Even when bad things come their way, they can have great trust in God because He is a wise God, and His will is best (vs 25-26).

How Does this Apply to Me?

Would you be considered a wise person by the people who you live and work with everyday? Do you tend to make decisions impulsively or do you make decisions based on the truth of the Word of God? Wisdom doesn't just happen, but it grows when your relationship with God increases. The more you know God and how He acts, the more you will know how you should act. Many times it takes a conscious effort to step back and look at the whole situation. It might take an extra second or an extra couple of days, depending on how important the decision is. When you are not sure how God would react, look at His Word a little closer. If you still are unsure, then look at the consequences that your actions will bring about. The more you exercise wisdom, the wiser you will be.

Suggestions for Prayer

- * *Praise God because He is a God of wisdom.*
- * *Thank God because of the wisdom that His Word gives you.*
- * *Ask God to help you be able to discern right from wrong.*

Thought for the day

What did God do by wisdom (vs 19)?

How did God establish the sun, moon and stars (vs 19)?

What did God's knowledge allow Him to do (vs 20)?

What do you think this means?

What did God's knowledge allow Him to create (vs 20)?

What was the main point in verses 19-20?

What should we not lose sight of (vs 21)?

What do you think it means to "keep" wisdom and discretion (vs 21)?

What will wisdom be (vs 22)?

What point was being made in verse 22?

What will be some of the results of wisdom and discretion (vs 23)?

What will not happen when you lie down to sleep if you walk in wisdom (vs 24)?

What does sweet sleep have to do with living with wisdom (vs 24)?

What will a wise person not fear (vs 25)?

What will God be (vs 26)?

What will God do for you (vs 26)?

Describe what it looks like to walk in wisdom on a daily basis.

“The ‘Do Not’s’ of Wisdom”

Study: Proverbs 3:27-35

Reading: Galatians 6:1-10, Luke 10:25-37

Memory: Isaiah 40:17

When Catherine Booth, wife of the founder of the Salvation Army, was a little girl, she was running along the road with hoop and stick when she saw a prisoner dragged away by a constable to the lockup. A mob was hooting at the unfortunate criminal, and his utter loneliness pricked at her heart. It seemed to her that he didn’t have a friend in the world. She quickly sprang to his side and marched down the street with him. She was determined that he should know that there was one soul that felt for him whether he suffered for his own fault or that of another.

Today, we are going to see how wise people put their own desires behind to help others. This is something that is missing in much of our culture today, and sadly, much of our Christianity as well.

What Does the Bible Say?

Wisdom has a great deal to do with how you treat others around you. Solomon listed a few actions that a wise man should and shouldn’t do. A wise man should do good to others when he has the ability to do so. Some commentators think that this refers to the idea that a person should pay his own debts when he has the money. This is because of the phrase “from those to whom it is due.” Other commentators feel that this is directed towards all men and use Galatians 6:10 as their basis. In that verse Paul commands the Galatians to “do good unto all men.” Both are true principles that are found elsewhere in the Bible, so this verse can help us learn both of those lessons (vs 27).

Solomon also dealt with the way we should treat our neighbors. If you want to know who your neighbor is, just look at the story of the “Good Samaritan” that Jesus told when a man asked, “Who is my neighbor?” Basically, your neighbor is anyone that you come in contact with during the course of your day. Verse 28 tells us that we need to be willing to help others immediately when they are in need. Often, it is much easier to put things off until they fit into our schedules, but if we are able to do it right away, then we need to do it (vs 28).

Verses 29-31 deal with different aspects of the same problem. We shouldn’t have any type of desire to be like men who bully others around to get their way. If someone has done something wrong to you, you should confront that person about the issue in a biblical manner. The verses warn against fighting with someone for no reason. Many times we do things to others just because we are selfish. We are also warned about becoming envious of those who are violent men. Sometimes this may appear to be manly or macho, but we are told not to follow any of that person’s way. The emphasis of these verses is that we should seek peace rather than violence.

God will bless and reward those who live wisely. God has a desire to know and build relationships with those who are living righteously. Those who live in foolishness will face ruin and destruction. When a person is scornful towards others, God will return that to them. When he is humble, God will give him favor (vs 32-35).

How Does this Apply to Me?

How do you treat the people that you come in contact with every day? Do you show them kindness or are you mean to them? When someone has a problem and you have the ability to help, do you drop what you are doing so that you can help them, or do you put yourself first? How about the way you deal with finances? Do you put others **needs** before your own **desires**? Jesus summed up this matter when he said, “You shall love the Lord thy God with all you heart, with all your soul, and with all you mind . . . and you shall love your neighbor as thyself.” In today’s verses in Proverbs, Solomon has given a couple of practical ways that you can carry out the great commandment that God has given you.

Suggestions for Prayer

- * *Thank God for wanting to have an intimate relationship with you*
- * *Ask God to show you any areas of your life where you are not loving others like you ought to love them.*

Thought for the day

What should you not withhold (vs 27)?

What do you think verse 27 means?

What should you not say when you have a neighbor in need (vs 28)?

What is verse 28 teaching?

What are practical ways that verses 27-28 can apply to your life?

What should you not do (vs 29)?

Why do you think a person would want to do this?

What should you not do (vs 30)?

What else are you told not to do (vs 31)?

Who is an abomination to the Lord (vs 32)?

What do you think that means?

What do you think the end of verse 32 means?

What is on the “house of the wicked” (vs 33)?

What does God do for the families that practice righteousness (vs 33)?

What is a scorner (vs 34)?

What does God do for those who are humble (vs 34)?

What does God give to those who are wise (vs 35)?

What will a fool reap (vs 36)?

Sum up what today’s reading is attempting to teach.

Memory Verses

Isaiah 40:1 Comfort, comfort my people, says your God. 2 Speak tenderly to Jerusalem, and cry to her that her warfare is ended, that her iniquity is pardoned, that she has received from the LORD’s hand double for all her sins. 3 A voice cries: “In the wilderness prepare the way of the LORD; make straight in the desert a highway for our God? 4 Every valley shall be lifted up, and every mountain and hill be made low; the uneven ground shall become level, and the rough places a plain. 5 Then the glory of the LORD will be revealed, and all people will see it together. The LORD has spoken!” 6 A voice says, “Cry!” And I said, “What shall I cry?” All flesh is grass, and all its beauty is like the flower of the field. 7 The grass withers, the flower fades when the breath of the LORD blows on it; surely the people are grass. 8 The grass withers, the flower fades, but the word of our God will stand forever. 9 Go on up to a high mountain, O Zion, herald of good news; lift up your voice with strength, O Jerusalem, herald of good news; lift it up, fear not; say to the cities of Judah, “Behold your God!” 10 Behold, the Lord GOD comes with might, and his arm rules for him; behold, his reward is with him, and his recompense before him. 11 He will feed his flock like a shepherd. He will carry the lambs in his arms, holding them close to his heart. He will gently lead the mother sheep with their young. 12 Who has measured the waters in the hollow of his hand and marked off the heavens with a span, enclosed the dust of the earth in a measure and weighed the mountains in scales and the hills in a balance? 13 Who has measured the Spirit of the LORD, or what man shows him his counsel? 14 Whom did he consult, and who made him understand? Who taught him the path of justice, and taught him knowledge, and showed him the way of understanding? 15 Behold, the nations are like a drop from a bucket, and are accounted as the dust on the scales; behold, he takes up the coastlands like fine dust. 16 Lebanon would not suffice for fuel, nor are its beasts enough for a burnt offering. 17 All the nations are as nothing before him, they are accounted by him as less than nothing and emptiness.