

*IF FOUND, PLEASE RETURN TO:*

*PHONE:* \_\_\_\_\_



***STRATEGIC IMPACT  
SCHOOL OF  
MULTIPLYING LEADERS.®***

***Q2***

***Lessons 11-20  
v1.2.0 (2012)***

***STRATEGIC IMPACT  
P.O. Box 830337  
RICHARDSON, TX 75083  
[WWW.TOUCHINGEVERYNATION.COM](http://WWW.TOUCHINGEVERYNATION.COM)***

© Copyright, Strategic Impact. No changes may be made to this manual, but you may freely copy and distribute without making changes to content.



# STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS - LESSONS 11-20

## TABLE OF CONTENTS

Introduction	5
Strategic Impact Overview	6
10 Steps to Start a Movement of Multiplying Disciples to Reach Your Nation	8
<i>Life Transformation Group</i> Information	11
Scripture Reading Log	12
<i>Life Transformation Group</i> Meeting Attendance Record	14
<i>Life Transformation Group</i> Accountability Questions	15
Record of Sharing the Gospel	16
Lesson 11 - Leadership Development: “ <i>What do Leaders Actually Do?</i> ”	20
Lesson 12 - Church Planting: “ <i>Step 4: Equip Your Team - A Full Developed Disciple</i> ”	26
Lesson 13 - Personal Development: “ <i>Confession and Fellowship</i> ”	30
Lesson 14 - Leadership Development: “ <i>Whoever Defines Reality IS the Leader</i> ”	34
Lesson 15 - Church Planting: “ <i>Step 5: Select Your Site</i> ”	38
Lesson 16 - Personal Development: “ <i>Relating to Others in Love</i> ”	42
Lesson 17 - Leadership Development: “ <i>Develop a Leadership Culture</i> ”	46
Lesson 18 - Church Planting: “ <i>Step 6: Evangelize</i> ”	50
Lesson 19 - Personal Development: “ <i>Identity in Christ</i> ”	54
Lesson 20 - Leadership Development: “ <i>Resolve Conflict</i> ”	58
Q2 Review of Key Concepts	62
Q2 Completion Checklist	63
Multiplying Leaders “Ministry Map”	64
TOOL: <i>SI Evangelism Tract</i>	68
TOOL: <i>Start and Lead Your New Cell Church</i>	72
Notes	76
Strategic Impact Statement of Faith	80
Version Release Notes	82



## ***INTRODUCTION***

In your hands are lessons 11-20 of the *School of Multiplying Leaders (SML)*. By this point you should have completed lessons 1-10 of the first quarter of the School. We hope and pray that God has used this experience to help you grow in your personal walk with Christ, your leadership skills and your work in multiplying others in church planting.

As you have experienced so far, the most important element of the *SML* is the small accountability groups of 2 to 4 persons. These groups help to encourage each other in our growth in Christ and in applying the lessons of the *SML*. You will continue to meet in these groups for the next quarter.

By this time you should also be leading your own Cell Church with 2 to 12 others. As you faithfully evangelize and disciple new believers every week, God will raise up people to form your new Cell Church. If you do not yet have your Cell Church, keep praying for God to lead you to those who are open to the Gospel. Faithfully disciple new believers and then gather them into your Cell.

It is important to realize that if you have not started your Cell Church that you **DO NOT BEGIN THE SECOND QUARTER!** This is **NOT** a School of intellectual understanding and study only. It is meant to be **applied** and **multiplied**. Only when you have started and are leading a new Cell Church should you begin this Q2 manual for the Second Quarter.

God bless you as you continue to learn, grow, evangelize, disciple and multiply new disciples and churches to help fulfill the Great Commission.

*The Strategic Impact Leadership Team*

**MISSION:**

**To train leaders who make multiplying disciples who will launch a church planting movement among every people group in order to fulfill the Great Commission.**

*“All authority in heaven and on earth has been given to me. Therefore, go and make disciples of all the nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, and teaching them to obey everything I have commanded you. And surely, I am with you always, to the very end of the age.”* Matthew 28:18-20

---

**STRATEGY:**

**To multiply church planting disciples in every major city of the 12 major regions of the world.**

*“(Paul) took the disciples with him and had discussions daily in the lecture hall of Tyrannus. This went on for two years, so that all the Jews and Greeks who lived in the province of Asia heard the word of the Lord.”* Acts 19:9-10

---

**PROCESS:**

. **VISION SEMINAR (VS)** - A one day seminar offered to any pastor or Christian leader in an area. This seminar introduces Strategic Impact and provides sample training in our three areas emphasis:

1. Personal Growth and Development
  2. Leadership Skills
  3. Church Planting
-

---

I. **LEADERSHIP THRUST (LT)** - A week-long intensive training for ~50 invited pastors and leaders committed to fulfilling the Great Commission. The training provides in-depth teaching in the three areas of emphasis along with instruction and experience in the church planting process.

II. **SCHOOL OF MULTIPLYING LEADERS (SML)** - A two-year, Biblically-based, application-driven, and relationally-oriented curriculum for ongoing training in our three areas of emphasis as well as personal accountability, and the multiplication of leaders.

- **Relational** - *Each participant meets weekly with a Life Transformation Group of 3 or 4 for accountability and encouragement.*
- **Self Taught** - *“If you can read it, you can lead it.” Though each site has a coordinator to make sure things progress, the SML is designed to be learned without an instructor.*
- **Evangelistic** - *Each participant seeks to share the Gospel at least once per week.*
- **Application** - *Participants are not allowed to progress to the next quarter until the lessons have been implemented through the daily Action Steps.*
- **Ongoing** - *The training is set up to take place in weekly meetings over 9 Quarters (2 years, 3 months), with 10 lessons each quarter for a total of 90 lessons.*
- **Multiplication** - *Before progressing into the second quarter of training, each leader is to plant a new Cell Church. Before progressing into the third quarter, each must recruit at least 2 other leaders to begin training in the first quarter training material. Each subsequent leader trained has the same requirements in order to progress to the second quarter material.*
- **Expansion** - *Throughout the process, those leaders who catch the vision move to new cities and repeat the strategy there.*

V. **FAN-THE-FLAME CONFERENCE (FTFC)** - An annual Conference for staff, leaders, and multipliers for feedback, discussion, encouragement, equipping, and strategy held in each major region of the world.

---

# 10 STEPS TO START A MOVEMENT OF MULTIPLYING DISCIPLES TO REACH YOUR NATION (v2.1)



## **STEP 1: CHANGE YOUR THINKING**

*CHANGE your THINKING from the goal of “building my church” to “reaching my lost community → country → world.” (Matthew 28:18-20; Acts 1:8; Acts 20:24)*



## **STEP 2: PRAYER**

*PRAY for laborers for the Harvest! (Luke 10:2; Acts 13:1-3)*



## **STEP 3: CAST A VISION**

*Cast a VISION to God’s people for reaching your area with the Gospel. (Acts 1:8; 13:1-3)*



## **STEP 4: GATHER AND EQUIP A TEAM**

*Identify, select, GATHER AND EQUIP a team of at least two multipliers each year. (Acts 14:21-28; 19:9-10; Colossians 1:7; 2 Timothy 2:2)*



## **STEP 5: SELECT A SITE**

*PRAYERFULLY SELECT A SITE or a group of people God is leading you to reach with the Gospel. (Acts 16:6-40)*

- A. *DISCERN* where the Holy Spirit is leading you to start a new church.
- B. *INVESTIGATE* needs, strongholds, and activities in the area that would affect the new church.



## **STEP 6: EVANGELIZE**

*EVANGELIZE* the people in the area. (Acts 5:42; 14:21,25; 20:20)



## **STEP 7: DISCIPLE THE NEW BELIEVERS**

*DISCIPLE* the new believers in groups of two or three. (Acts 14:22; 20:20)



## **STEP 8: GATHER THE NEW BELIEVERS**

*GATHER* the new believers together for:

- A. Welcome & Fellowship,
- B. Worship & Prayer,
- C. Study of the Word,
- D. Work & Witness.

(Acts 2:42,46; 12:12; 16:40; Romans 16:15; 1 Corinthians 16:19, Colossians 4:15)



## **STEP 9: MULTIPLY THE DISCIPLES**

*MULTIPLY* the disciples in the new church by repeating the first 8 steps. (1 Thessalonians 1:7-8)



## **STEP 10: LOCK ARMS TO LAUNCH A MOVEMENT**

*LOCK ARMS* with other Pastors/Leaders to launch a movement of multiplying disciples to fulfill the Great Commission.



***MY SML COORDINATOR IS:***

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

***MY LIFE TRANSFORMATION GROUP MEMBERS ARE:***

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

***OUR MEETINGS ARE HELD:***

Location: \_\_\_\_\_

Day: \_\_\_\_\_ Time: \_\_\_\_\_

***WE HAVE AGREED TO READ:***

Chapters of Scripture each day: \_\_\_\_\_

Starting in (book of Scripture): \_\_\_\_\_







---

**STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS**  
**LIFE TRANSFORMATION GROUP ACCOUNTABILITY QUESTIONS\***

---

THESE QUESTIONS ARE MEANT TO HELP IN GROWTH IN CHARACTER AND CONFESSION OF SIN. THEY ARE TO BE ASKED AND ANSWERED WITH HONESTY, GRACE AND CONFIDENTIALITY. NOTHING SPOKEN IN THIS GROUP SHOULD BE SHARED OUTSIDE THIS GROUP.

- 1. Have you grown in your love and devotion to Christ this week? How?**
- 2. Did you finish your Scripture reading this week? What did God say to you? *(Agree about what Scripture to read for next week; do not choose a new passage until everyone completes the previous reading.)***
- 3. Did you listen to, obey and depend on the Holy Spirit this week to be and do what God wants? In what ways?**
- 4. Have you read, viewed or been involved in inappropriate sexual material, thoughts or actions; or given into any other addictive behavior this week?**
- 5. Have you lacked integrity in your financial dealings this week or coveted something that does not belong to you?**
- 6. Have you walked in love in your important relationships in your family, friends, neighbors and church this week?**
- 7. Have you continued to remain angry and unforgiving with someone or damaged another with your words, either to their face or by gossip and complaining to others this week?**
- 8. Have you been a good witness this week to the greatness of Jesus Christ both in your words and your actions? Who is someone who did not know Christ that you talked to about Him?**
- 9. Did you finish your Action Steps for the week? What was the best thing you learned? What was your greatest challenge you faced in doing them? Why? *(Do not proceed to the next lesson unless everyone did the actions steps)***
- 10. Have you been completely honest with me?**

\*ADAPTED FROM "LIFE TRANSFORMATION GROUPS", PUBLISHED BY CHURCH MULTIPLICATION ASSOCIATES

# ***RECORD OF SHARING THE GOSPEL***

	<b>Date</b>	<b>Name</b>	<b>Result</b>	<b>Next Step</b>
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
14				
15				

	Date	Name	Result	Next Step
16				
17				
18				
19				
20				
21				
22				
23				
24				
25				
26				
27				
28				
28				
29				
30				



# ***LESSONS***



STRATEGY is “a process to accomplish a specific goal.” It is taking the COMPONENTS of the VISION, and arranging them in sequential order: “*Step 1, Step 2, Step 3, etc...*”

The Leader **MUST** create a “road map” to guide his people from “here” [*where you are*] to “there” [*where you want to go*].

One definition of Leadership is: “Knowing what do to next, [STRATEGY] why it is important, and how to use the right people and resources to accomplish the task.”

A Leader is thinking “**2 steps ahead**” at all times, just like a chess player; and asks himself: “Where will this decision take us 20 years from now?”

**DISCUSSION QUESTION:** *What do you think is the danger to cast vision but not have a strategy to carry out that vision?*

**APPLICATION:** As a leader, you will never be GOOD at “everything,” so you will need to surround yourself with people who are smarter, more talented, and more competent than yourself. You will need to LEAD in areas of your strength and find other people (either staff or volunteers) who can make up for your weakness. And, once you have delegated a task to another person, STAY OUT OF THEIR WAY!

### 3. Create a CULTURE: “**WHO will we be?**”

Every organization has its own sense of CULTURE. CULTURE is: “the qualities valued by a people group.” It is “the way we do things around here.”

One great definition of Leadership is this: “Leaders create an environment [CULTURE] in which others can blossom.”

Your primary focus as a leader is to create, cultivate, and then expand a **CULTURE of LOVE**.

Following are some of the Scriptures that address the need to walk in love. These are not meant to be verses on a piece of paper. These are Divine Truths that must shape our lives.

1 Timothy 1:5 - *“The goal of our instruction is love.”*

1 Corinthians 16:14 - *“Let all that you do be done in love.”*

Romans 14:15 - *“Walk according to love.”*

1 John 4:7 - *“Beloved, let us love one another, for love is from God.”*

Jude 1:21 - *“Keep yourselves IN the love of God.”*

2 Corinthians 5:14 - *“The love of Christ COMPELS us.”*

Romans 12:10 - *“Be devoted to one another in brotherly love.”*

If we train hundreds of leaders, but FAIL to “walk in love” - WE HAVE FAILED.

If we plant thousands of new churches, but FAIL to “walk in love” - WE HAVE FAILED.

If we win millions of people to Christ, but FAIL to “walk in love” - WE HAVE FAILED.

Please consider this carefully: Loving one another is not “a good thing” it is “the main thing” we are CALLED TO DO. We must work at making Christian love the DOMINANT ATMOSPHERE of life and ministry. It is the core trait of our culture.

If you live long enough to be an old man or woman, ALL THERE IS, at the end of the road, IS LOVE.

**DISCUSSION QUESTION:** *Why is creating an atmosphere of love so critical to your role as a leader? What are the dangers if you do not?*

## **1. Leaders CULTIVATE TRUST: “Earning the RIGHT to lead”**

The more other people trust you, the better you are able to lead.

Trust is based on 3 qualities:

- 1) COMPETENCY: “I believe my leader can get the job done.”
- 2) CONNECTION: Leaders know how to emotionally “bond” with others.
- 3) CHARACTER: People WILL trust you, if they sense that you have HIGH INTEGRITY. People will NOT trust you, if they sense that you have LOW INTEGRITY.

Reputation is “who you are in public.” Integrity is “who you are in private.”  
Integrity is **consistently choosing to do the right thing,** when nobody is looking.

The STARTING POINT for integrity is “the fear of the Lord.” Proverbs 15:3 tells us: “*The eyes of the LORD are in every place, Watching the evil and the good.*” One definition the FEAR of the Lord is: “a conscious awareness that God is ALWAYS WATCHING”

TRUST is “the confidence a person feels when they know that the leader will always act in the best interest of the organization, and its individual members.”

***DISCUSSION QUESTION:*** *Can you describe someone you have work with or for who was a godly person, one who you never doubted their motives? How did this develop your confidence in his/her leadership?*

Herodotus, the first Greek historian, said: “Character IS destiny.” In fact, character DETERMINES destiny. WHO you are determines WHAT you do in life. Trust is the one quality that cannot be DEMANDED. It can only be EARNED.

You EARN trust by:

- 1) “consistency” of BEHAVIOR
- 2) “perceived” MOTIVES.

The development of godly character is a LIFETIME ASSIGNMENT. You will never “graduate” from the school of character development.

**KEY CONCEPT:** *TRUE LEADERS CAST VISION, DEPLOY STRATEGY, CREATE A LOVING CULTURE, AND CULTIVATE TRUST.*

**ACTION STEPS this week:**

- Day 1:** ASK GOD to give you a crystal-clear VISION of His Calling upon your life.

Write it down:

- Day 2:** Call a meeting with the people you lead and communicate that VISION to every person. CAST the VISION as clearly as possible - Then, with your people, IDENTIFY all of the COMPONENTS of your VISION. Arrange them in sequential order, and then assign: WHO is responsible for WHAT by WHEN?

- Day 3:** Ask your spouse, & a small number of trusted friends: *“What areas of my life do not fully honor Christ, and what can I do to cultivate godly CHARACTER in these areas?”*

What areas were identified?:

- Day 4:** How will you change the FOCUS of your life, and the DEFINITION of “ministry success” in order to make “Creating a Culture of LOVE” the #1 PRIORITY in all that you do?

- Evangelism:** Share the Gospel this week with at least one person who does not know Christ. Record this (these) on pages 16-17.





***As you begin to meet, break into your Life Transformation Group of 4 or less for 30 minutes. Pray for one another and ask each other the accountability questions on page 15, or from your accountability cards. Then gather as a group and read through the following lesson, discussing the questions together.***

Christ's Great Commission for us until He returns is very clear: *“Go and make disciples of all the nations.”* Matthew 28:19. Disciple making is the essential command we must obey if we are to fulfill Christ's commission. It is not enough to just evangelize. Christ's fundamental command is to make disciples who will multiply and make other disciples. As we make disciples, churches will result. We may think that we can plant new churches and that obedient disciples of Christ will result. This is not always the reality. Many churches have inactive and sometimes disobedient Christians who do nothing but attend church meetings. Rather we must concentrate on making multiplying disciples, and then churches will happen.

This raises a very significant question that we need to answer if we are to obey Christ's command. *“What does a fully developed disciple look like?”* The New Testament reveals four general levels of growth in a person's discipleship development.

The **first stage** is simply bringing someone to faith in Jesus. A disciple is first a **believer** in Christ (Read 1 John 5:11; 1 Thessalonians 1:7-8). We begin by telling others the Gospel and helping them place their faith in Christ. Sadly, however, this is often where we stop. We often invite people to faith in Christ and then invite them to church but do little else with them. We ask them to become members of the church, but we do not help them grow in their new faith. As a result, many who profess faith in Jesus do not continue to grow. New believers need individual attention and help to grow! They are like new infants in Christ! (1 Corinthians 3:1-2; 1 Peter 2:2). They need spiritual milk and special attention. The key role for the discipler at this stage is **ASSOCIATING** with them. This is what Jesus did with those who first placed their faith in Him. He simply spent time with them. (See John 1:35-42). We, too, need to go where new believers are and simply spend time with them.

***DISCUSSION QUESTION:*** *What is the danger of simply leading someone to faith in Christ without helping them to learn to grow in their faith? Share with the group how you were encouraged by someone when you were a new believer.*

In the **second stage** of discipleship we help a believer to become a **follower** of Christ (Read Mark 1:17; John 1:43; Colossians 2:6-7). A follower of Christ knows and understands basic truths of their new faith in Christ, things like assurance of their salvation, how to read and understand the Bible, how to relate to the Holy Spirit, the importance of baptism and the church, how to confess sin, how to pray. It is important to provide them with a *basic Bible study*, such as *New Life in Christ* ([www.obreroziel.org](http://www.obreroziel.org)). It is equally important to spend time with them showing them how to do the things we are teaching them. This should be done on formal occasions when you meet together for Bible study but it should also be when you just spend informal time together. They need to see you living out the Christian life. The key role for the discipler at this stage is **DEMONSTRATING** to them how to follow Christ, (Read 1 Corinthians 11:1-2; 2 Timothy 3:10-11). Jesus' first disciples learned from Him by watching Him. They learned to pray, to witness to others, to care for the sick and the poor, to handle the Word of God. We, too, must instruct and demonstrate to followers how to live the Christian life and serve Christ.

**DISCUSSION QUESTION:** *Why is it important to show others how to live the Christian life and not just tell them? What are some practical ways you can demonstrate the Christian life to your disciples?*

As believers learn to follow Jesus, they then move to the **third stage** of discipleship. A follower of Christ should learn to be a **worker** for Christ, (Read Ephesians 4:12). God meant for His followers to serve in His kingdom. Jesus said to His disciples, *Follow me and I will make you to become fishers of men,* Mark 1:17. A follower of Jesus is by definition a fisher for men. Ephesians 4:12 says every saint is to be equipped to do the work of ministry. Every believer must learn to love and serve other believers in the church. All followers of Christ should be equipped to share the Gospel and help new Christians to begin their new life in Christ. We must teach them and show them how. Invite them to go with you as you do the work of ministry. The key role you play with workers at this stage is **DELEGATION**. Jesus gave ministry tasks and opportunities to His disciples while He observed them and trained them, (See Matthew 10; Luke 10).

**DISCUSSION QUESTION:** *Why is it important to have every follower involved in serving others and sharing their faith? What is the danger if they do not?*

The **fourth stage** of discipleship is to help a worker become a **reproducer** for Christ, (Matthew 9:36-37; 28:18-20; John 15:5, 16). The ministry of multiplication is our ultimate goal. Not until those you disciple are discipling others has New Testament discipleship taken place (Read 2 Timothy 2:2). This is what Jesus did for His disciples. Before He returned to heaven He charged His disciples to go and make other disciples (Matthew 28:18-20). Our goal is to produce mature and responsible reproducers. You will need to continue to encourage and help them, but now they are fully responsible for the reproduction of other disciples. We must not be satisfied until the people we win to faith in Christ are now winning and discipling others in their own neighborhood, discipling others and helping to start new churches. Only then can we say we are successful (see Acts 6:1, 7). Your key role you play with reproducers is **MULTIPLICATION**. That is why it is so important for you not to just participate in the *School of Multiplying Leadership*, but also to train others using this material.

**DISCUSSION QUESTION:** *Who are the ones that you are now leading through the first quarter of the School of Multiplying Leadership? Can you name those you have disciplined who are now discipling others?*

In the process of discipleship we pray and work to see **believers** become **followers** who become **workers** who become **multipliers** (Colossians 1:28-29). Please consider, however, that all these stages take place *simultaneously*. We should not think that they take place in order one after the other. A believer needs to follow and serve and multiply all at the same time. As new believers grow in their faith, don't hesitate to get them started serving and multiplying! Many times new believers are the most effective in bringing others to faith in Christ! As this process is repeated, a rapid movement will take place that will permeate a whole city, nation and region. Churches will result and the Great Commission will be fulfilled.

**KEY CONCEPT:** *THE PROCESS OF MAKING DISCIPLES DOES NOT END AT EVANGELISM. IT CONTINUES THROUGH THE STAGES OF BELIEVER, FOLLOWER, WORKER, AND REPRODUCER.*

**ACTION STEPS this week:**

**Day 1:** Review the 4 stage process of developing reproducing disciples. Which stage have you been neglecting in your ministry?

**Day 2:** Write out your strategy and plan of how you will implement this process in your disciple making ministry.

What tools will you use to help you in each stage (Bible study tools, evangelism tools, discipleship tools, etc.)?

**Day 3:** Write the names of those you are discipling at this present time. At which stage is each person? What do you need to do to help them move to the next stage?

<u>NAME</u>	<u>STAGE</u>	<u>ACTIONS TO BE TAKEN</u>
-------------	--------------	----------------------------

**Day 4:** Read and study 2 Timothy 2:2. How many generations of disciples are mentioned in this verse? Can you name people in your discipling ministry that are in the 3rd generation? Don't be satisfied until you can!

**Evangelism:** Share the Gospel this week with at least one person who does not know Christ. Record this (these) on pages 16-17.

---

STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS  
LESSON 13 - PERSONAL DEVELOPMENT  
“CONFESSIOIN AND FELLOWSHIP”

---

***As you begin to meet, break into your Life Transformation Group of 4 or less for 30 minutes. Pray for one another and ask each other the accountability questions on page 15, or from your accountability cards. Then gather as a group and read through the following lesson, discussing the questions together.***

**READ:** 1 John 1:5-10

Fellowship with God and other believers is of great importance in the life of a Christian. Peter 3:18 tells us that Christ died for us in order to “bring us to God,” bringing us into fellowship with Him. John 13:35 tells us that “all men will know that you are my disciples, if you have love for one another.” Basically, Jesus gives the world permission to judge whether we are His followers by looking at our fellowship with one another.

***DISCUSSION QUESTION:*** *How is this fellowship obtained? How is this fellowship maintained? What are the results of having and remaining in right relationship with God and with our fellow believers?*

Read 1 John 1:5-10 again. Here we see two contrasts given: 1) Walking in the light is contrasted to walking in the darkness, and 2) Confessing we have sinned is contrasted to denying that we have sinned. There are consequences for each.

### **WALKING IN THE LIGHT**

God is holy. God is light. He is not like us. Since He is light, he never has been in the darkness (representing sin), since darkness is the absence of light. So, how can we tell if we are in fellowship with God? By looking how we walk. What are we characterized by? What are our normal practices? Verse 6 reveals the truth that our fellowship with God is not revealed by our words, but by what we do. If we walk in darkness, we are not in fellowship with God. But, if we walk in the light, as God is in the light, we not only have fellowship with God, but we have fellowship with each other and our sins are forgiven!

You may ask, “If we are walking in the light, then what sins would need forgiveness?” That is an excellent question! Walking in the light does not mean perfection. It means being characterized by righteousness. If we walk in the light, our habit is to be

righteous. We will, on occasion, step into the darkness and sin, but we do not REMAIN here. We confess our sin and return to walking in the light, which leads us to the second contrast.

**DISCUSSION QUESTION:** *How does being characterized by righteousness differ from being perfect and without sin? What does 'walking in the light' look like in your own life? How can you tell when you have crossed over to 'walking in darkness' in your own life?*

### **CONFESSING WE HAVE SINNED**

Scripture is clear that "all have sinned and fall short of the glory of God." (Rom. 3:23) "All" really does mean "ALL". It means me and it means you. Through the blood of Christ, we confess our sins and are restored to fellowship with God and with one another. The blood of Christ is so powerful that He can forgive ANY sin that is confessed. God, the Light, is so powerful that He can overcome ANY darkness.

But, after walking in the light for some time, we can forget our continual need for the blood of Christ. We can become self-righteous and proud, relying on our goodness more than the blood of Christ. We may get to a point where we not only deny that we presently sin, but even deny that we have ever sinned. This is particularly dangerous among pastors and Christian leaders, when we are considered the "man of God" and feel it necessary to defend our reputation. The fact is, pastors and church members are equally dependent upon the blood of Christ for forgiveness. We must all be sensitive to areas of sin in our lives. We also must walk in humility and remember how God redeemed us, and rejoice in His salvation! He HAS forgiven us and will forgive us of any present sin, if we confess it. If we deny sinning, then we are calling God a liar, and His word is not in us. We must regularly and consistently confess (agree with God about) our sin.

**DISCUSSION QUESTION:** *How can a pastor or Christian leader best demonstrate humility among his people? Are there any areas of hidden sin you need to confess to God right now?*

### **CONSEQUENCES**

Fellowship with God and one another is a sweet delight. It should be the heart of our lives and our ministry. To damage that fellowship is to harm our own selves. So, we must be careful to maintain fellowship by walking in the light and by confessing any sin

When we step into the darkness. If we do not, then we cannot be trusted, for we lie and do not practice the truth! Beyond that, we have no hope to share Christ with those who are lost.

The testimony of a transformed life demonstrates the Gospel has power! This is best shown by someone who was walking in the darkness, but now is characterized by walking in the light! Never are we to portray to others that we are perfect and without sin. Rather we are to proclaim that we have been freely forgiven by God's grace and that we are continually growing in our Christian life and faith by His mercy. But, if we deny that we have sinned, or if we attempt to hide our sins without confessing them, we break fellowship with God and one another. We walk in self-righteousness and give glory to ourselves and not to Christ our Redeemer.

God is faithful. He is just. He will forgive, if we will confess. We rest in His work, not ours. It is by remembering the grace of God toward ourselves that we are able to forgive others when they sin against us. Only by receiving forgiveness from God can we forgive and demonstrate love for one another. The world watches to see if we are honest about our own sins and failures. The world watches to see if the blood of Christ is powerful enough to enable a sinner to walk in the light. The world watches to see if we will forgive as we have been forgiven. The world watches to see if we have love for one another under the blood of Christ. The world watches to see if we truly delight in fellowship with God and with one another.

## **The world is watching... What are you showing?**

***KEY CONCEPT: CONFESSION OF SIN DEMONSTRATES HUMILITY AND LOVE, AND IS KEY IN MAINTAINING FELLOWSHIP WITH OTHER BELIEVERS.***

## **ACTION STEPS this week:**

- Day 1:** Memorize 1 John 1:9. Review this verse every day this week to help you keep it memorized.
  
- Day 2:** Practice 1 John 1:9. Prayerfully ask God to revealed any unconfessed sin that might be in your life at this time. Write down each sin and agree with God that it is sin. Claim His forgiveness and then destroy the list, rejoicing that He is 'faithful and just to forgive us our sin and cleanse us from all unrighteousness.'
  
- Day 3:** Practice 1 John 1:9. At the end of each day this week, check your heart and life and confess sin that might have occurred that day. Learn to practice confession of sin daily.
  
- Day 4:** Make things right with someone you have sinned against. Sin often means that we harm another by our actions or words. Jesus tells us that before we seek to worship and serve God, we must make things right with "your brother who has something against you." (Matthew 5:23-24). James tells us that we should confess our sins to one another (James 5:16). If you have sinned against another, go to them and seek to make restitution. Ask not only God for forgiveness, but also the one you have wronged. Do what is necessary to restore the relationship, if possible. Romans 12:18 tells us, "If it is possible, as far as it depends on you, live at peace with everyone."
  
- Evangelism:** Share the Gospel this week with at least one person who does not know Christ. Record this (these) on pages 16-17.

---

STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS  
**LESSON 14 - LEADERSHIP DEVELOPMENT**  
**“WHOEVER DEFINES REALITY IS THE LEADER”**

---

***As you begin to meet, break into your Life Transformation Group of 4 or less for 30 minutes. Pray for one another and ask each other the accountability questions on page 15, or from your accountability cards. Then gather as a group and read through the following lesson, discussing the questions together.***

An expert on leadership, Max Dupree, defines leadership this way. He says that leaders really only do 2 things:

#1 - They “DEFINE REALITY.”

#2 - They say “THANK YOU.”

As over-simplified as that sounds, it is correct. In fact, let us re-state it in **reverse order**:

**#2 - Leaders create an ATTITUDE of GRATITUDE.**

To say this in another way, leaders develop an ATMOSPHERE of THANKSGIVING, both toward God and toward one another. Leaders freely express their thanks to those they lead for the contribution that everyone makes to the cause. They notice the good things that others do and they tell them “Thank You,” both in private and publicly. Leaders also express regularly their thanks to God for how He works in their lives and the ministry.

**#1 - The primary task of any leader is to “DEFINE REALITY.”**

To define reality is to answer the question, “What business are we in?” This means to define what is the PRIMARY FOCUS of this organization? And, it also means to answer, “How will we DEFINE ‘success’ for our organization”?

***DISCUSSION QUESTION: Why is it so important for leaders to develop an atmosphere of gratitude to others and God?***

## So, how does the leader “DEFINE REALITY?”

THE leader of any organization is the individual who can answer 3 questions:

### 1) “What is going on?”

In other words, he or she has an accurate interpretation of CURRENT REALITY in the organization or in the culture. While this is easy to say, it is really very difficult to do. This leader knows problems and difficulties, strengths and weaknesses, opportunities and challenges. As is often said...

*A problem WELL-DEFINED is a problem HALF-SOLVED.*

**DISCUSSION QUESTION:** *How can you determine “reality” FOR YOURSELF (before attempting to DEFINE REALITY for somebody else?)*

*How can we see beyond our circumstance to understand what is really going on in our churches and ministries?*

*How can you be sure that you are interpreting your life situation RIGHTLY?*

Once a leader knows what is going on, he or she must ask and answer the next question:

### 2) “Where do we go from here?”

The answer to this question is knowing WHAT TO DO next. After accurately understanding the current situation, the leader determines...

Where do we NEED to go?  
and Where do we WANT to go?

This is the ability to set direction to move ahead.

**DISCUSSION QUESTION:** *What would you say is the major next step you need to take in your current ministry?*

Once current reality is defined and the next step is determined, the third question is...

### 3) “How do we get there?”

This question enables us to find out HOW to use the appropriate resources to reach our goal. In other words, we decide: “What will it take to \_\_\_\_\_?”

For example, Proverbs 14:8 states: “*The wisdom of the wise is to UNDERSTAND HIS WAY.*”

It takes super-natural WISDOM to rightly see and interpret your circumstances. And it takes godly WISDOM to accurately DEFINE REALITY for the people you lead.

1 Chronicles 12:32, “*Of the sons of Issachar, men who understood the times, with knowledge of what Israel should do, their chiefs were two hundred; and all their kinsmen were at their command.*”

This is exactly what the Body of Christ NEEDS TODAY!! We need men and women who UNDERSTAND the time we are living in, and who KNOW: “what to do next”

If there was ever a time we needed to pray for DISCERNMENT, it is now!! ASK GOD to give you INSIGHT to accurately understand your situation, and then, KNOW how to lead your people with WISDOM.

**KEY CONCEPT: LEADERS CREATE AN ATMOSPHERE OF GRATITUDE AND DEFINE REALITY BY ANSWERING THE QUESTIONS: WHAT IS GOING ON?, WHERE DO WE GO FROM HERE?, AND HOW TO WE GET THERE?**

## **ACTION STEPS this week:**

**Day 1:** What can you do now to better “define reality” for those you lead?

THE LEADER of any ministry is the individual who can answer three questions:  
The one who can answer these three questions will “emerge” as THE LEADER.

- 1) - “What is going on?”
- 2) - “Where do we go from here?”
- 3) - “How can we get there?”

**Day 2:** Think very carefully about your ministry and write a one sentence response to the question, “**What is going on?**”

**Day 3:** Think very carefully about your ministry in light of your answer on Day 1. Now, write a one sentence response to the question, “**Where do we go from here?**”

**Day 4:** Finally, please write a one-sentence answer to the question, “**How can we get there?**”

**Evangelism:** Share the Gospel this week with at least one person who does not know Christ. Record this (these) on pages 16-17.



**LESSON 15 - CHURCH PLANTING**  
**“STEP 5: SELECT YOUR SITE”**

***As you begin to meet, break into your Life Transformation Group of 4 or less for 30 minutes. Pray for one another and ask each other the accountability questions on page 15, or from your accountability cards. Then gather as a group and read through the following lesson, discussing the questions together.***

The vision of Jesus for His people is 1) to mature the believers that have been won to Christ and 2) to have an ever expanding outreach into new fields that have yet to hear the Gospel (Acts 1:8; 8:1; 11:19-21; Romans 15:20). As God leads you to fulfill the Great Commission, He will give you a team of disciples to help you to take the Gospel into a new area and plant a new church. It is important to follow this principle in your ministry. God does not intend for the people to come to the church, as much as He intends for the church to go to the people. He wants His church to be on mission and that means both being faithful where you are as well as being on the move to reach new areas and new people groups with the Gospel.

In prayer you must determine **where** the Lord is leading you to reach out next. It could be a geographic location. There might be a neighborhood near your present location that He is leading you to reach. It could be a nearby village or town - even another state or country to which He desires you to take the Gospel.

Your expansion might not be geographic, but cultural. It might be a people group that the Lord wants you to reach - a different tribe or race of people. Your outreach efforts might focus on a class of people or a certain kind of group within your city or area such as university students, an ethnic group or foreign nationals who live in your area. Whether your new site is geographical or cultural, you need to be sensitive to **how** and **where** the Lord is leading you.

***DISCUSSION QUESTION:*** *What neighborhoods or villages near you have yet to hear the Gospel? What cultural groups in your region have little or no access to the Gospel? Make a list of each of these categories.*

The first step in determining where God wants you to go next is to pray and ask the Holy Spirit to guide you. This was Paul's experience as he was involved in taking the Gospel to a new site (read Acts 16:6-11). Paul and his team were committed to take the Gospel to a new region. They tried to enter the Roman provinces of Asia and Bithynia but in His sovereign plan the Holy Spirit kept them from going to those places. Finally, through a vision Paul saw a man from Macedonia pleading for help and they discerned that this was the place where the Lord wanted them to go next. He and his team sought the Lord's will and He led them to Philippi where they evangelized and started the Philippian church, which became one of the most powerful and supportive churches in Paul's future ministry.

We learn some important principles from this incident to guide us in prayerfully determining where the Lord wants us to expand.

**First**, resolve to expand and reach out to a new area. Paul and his team were serious about taking the Gospel to new areas and to new groups of people. They were active in their efforts. They initiated going and the Lord directed them to the exact place He wanted them to go next. Too many churches are passive - not taking an active role in reaching out and expanding to new areas. You can expect the Lord to lead you to the next place as you take the initiative to reach out.

**DISCUSSION QUESTION:** *How can we increase our church's intentionality in bringing the Gospel to new areas and new groups of people?*

**Second**, be sensitive to the Holy Spirit's leading. Though we do not know exactly how the Holy Spirit kept Paul and his team from going into Asia and Bythina, we can be sure that these men were sensitive to His leadership and direction. This means that we must be praying and listening to the Lord as we investigate where He wants us to go. You and your team need to spend seasons of prayer asking for His guidance. Have special seasons of prayer to do this.

**Third**, go where there is a need. Where are people calling for your help? Perhaps there is a group of people traveling from a distance to your church and you should start a church in their location. Is there a group of people or area that you have a special burden for?

**DISCUSSION QUESTION:** *What are the greatest practical and spiritual needs in your region? Where are those needs the greatest?*

**Fourth**, investigate the unique circumstances and needs of the people in the area (read Acts 16:13-22). Are people already gathering there for spiritual purposes? Is there a "man or woman of peace," like Lydia, who could be a key person for the new work? Is there a home or place of worship where you could begin a meeting? Are there spiritual strongholds or challenges that you will face and need to address? Do a prayer walk in the area. Begin to build relationships and ask the people what the needs and spiritual openness is among them.

**Finally**, set a date and launch the work! Go and expect God to use you as you evangelize and reach out to the new area or group of people! Do not just pray and investigate, but go and see God work!

**KEY CONCEPT:** *PRAYERFULLY SELECT A SITE FOR YOUR CHURCH PLANT BY ACTIVELY INVESTIGATING A NEW AREA, ASKING AND LISTENING TO THE HOLY SPIRIT, AND GOING WHERE THERE ARE NEEDS. THEN GO AND SEE GOD WORK!*

**ACTION STEPS this week:**

**Day 1:** Pray with your team for God to reveal where and to what people you and your team are to go to bring the Gospel to the lost and plant a new church.

**Day 2:** List the practical and spiritual needs of that area/people and pray for God to guide you in helping with those needs and open hearts to the Gospel.

**Day 3:** Go to the area or among the people. Pray for insight as you walk. Pray for the lost. Meet some of the people living there and get to know them.  
What were the results?

**Day 4:** Set a date within the next 30 days to begin an evangelistic work in the new area or group of people.

Date: \_\_\_\_\_ Time: \_\_\_\_\_

Actions to be taken:

**Evangelism:** Share the Gospel this week with at least one person who does not know Christ. Record this (these) on pages 16-17.

---

STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS  
LESSON 16 - PERSONAL DEVELOPMENT  
"RELATING TO OTHERS IN LOVE"

---

***As you begin to meet, break into your Life Transformation Group of 4 or less for 30 minutes. Pray for one another and ask each other the accountability questions on page 15, or from your accountability cards. Then gather as a group and read through the following lesson, discussing the questions together.***

**READ:** 1 Thessalonians 2:1-13

By its very nature, discipleship is relational. The Great Commission tells us to "Go make disciples of all nations" - bringing the lost into right relationship with Christ. Then "baptizing them in the name of the Father, the Son, and the Holy Spirit" - bringing them into relationship with fellow believers who make up the church. Finally, "teaching them to observe all that I have commanded you" - instructing the new believers how to walk in a manner worthy of the gospel, both in words and in example.

***DISCUSSION QUESTION:*** *On the basis of relationship with Christ and with others in the church, what should this look like?*

## **LOVE**

The primary characteristic of our relationship to other Christians is to be one of love. In John 13:34-35, Jesus tells His disciples, "A new commandment I give to you, that you love one another, even as I have loved you, that you love also one another. By this all men will know that you are My disciples, if you have love for one another." This clearly tells us that everyone we interact with should be able to identify us as a disciple of Christ's in the way they see us relate to our fellow disciples. This love can be expressed in a variety of ways. What does this love look like in the setting of instructing new believers in the ways of Christ? In 1 Thessalonians 2 Paul gives an example how he taught the commandments of Christ through loving instruction and example.

## **A SELFLESS LOVE**

He first reminds them of his motivation - pleasing God, not pleasing man. As you relate to other Christians, and with those you hope to disciple, you can be tempted to withhold correction or to overemphasize specific areas of obedience in order to receive personal gain - money or authority. This is not loving instruction, but instead greed and selfish ambition for glory. This is not teaching the way of Christ. Instead you should teach each the commandments of Christ without prejudice or fear.

**DISCUSSION QUESTION:** *Do you have any relationships right now that are more motivated by pleasing man more than pleasing God? Why is that? How can you change this?*

## **A GENTLE LOVE**

We then see that the commandments of Christ are to be taught with gentleness - sacrificially giving of your self and the gospel. When a mother nurses her child, it is more than giving food to the child. The mother is giving of herself. There is a deep connection between mother and child. In a similar way, you are to give of yourself to the people you disciple, imparting to them not only the good news of the gospel, but your own life. Teach with a genuine, gentle and tender love.

**DISCUSSION QUESTION:** *Have you been overly harsh in any of your relationships? How can you develop a more gentle spirit toward others?*

## **A FIRM LOVE**

Gentleness, however, does not mean you should overlook areas of disobedience. On the foundation of gentle love is built a firm love - the love of a father, which exhorts and challenges to a life of obedience to Christ. We instruct and correct, with gentle firmness, how to walk in the ways of Christ, AND we set a proper example by walking uprightly and blamelessly before the new believer. This does not mean we will walk in perfection, but it does mean that when we do fail to honor Christ in our actions and words, we are quick to confess and repent. We are quick to return to Christ and walk in the light. This requires a selfless bravery - to be transparent and confess areas of weakness to those you are discipling. The greatest tool of instruction you have is the way you live your life. If you walk in a manner worthy of the God who calls you into His own kingdom and glory, then the people you disciple will do the same.

**DISCUSSION QUESTION:** *Have you been avoided being firm toward correcting or instructing a fellow believer? How can you be both firm and gentle toward those you lead?*

## **BASED ON GOD'S WORD**

Finally, in verse 13, Paul thanks God that these new believers have received the Word of God. He recognizes that it is the Word of God that is performing its work in these believers. The same is true for the people you disciple. We are instruments in God's hands. We are stewards and shepherds for His people. We instruct them in His Word. It is His Word that we walk in obedience to. It is His Word that will do the work in the hearts of the new believers - just as it works in our hearts to grow us up *"to a mature man, to the measure of the stature, which belongs to the fullness of Christ."* (Ephesians 4:13)

This discipleship occurs, based on the love of Christ, in relationship with Christ, and in relationship with each other.

***DISCUSSION QUESTION:*** *How can you best help your people grow in their understanding and obedience to the Word of God?*

***KEY CONCEPT:*** *RELATIONSHIPS WITHIN THE CHURCH ARE TO BE GENTLE, BUT NOT WEAK, FIRM, BUT NOT HARSH, AND ALWAYS BASED ON THE WORD OF GOD.*



---

**STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS**  
**LESSON 17 - LEADERSHIP DEVELOPMENT**  
**“DEVELOP LEADERSHIP CULTURE”**

---

***As you begin to meet, break into your Life Transformation Group of 4 or less for 30 minutes. Pray for one another and ask each other the accountability questions on page 15, or from your accountability cards. Then gather as a group and read through the following lesson, discussing the questions together.***

The CULTURE of any organization DETERMINES its FOCUS, ENVIRONMENT, & RESULTS. If you can describe the CULTURE of your church, family, or business, you will be able to determine, in large measure, the kind of ATMOSPHERE and FRUIT of your organization.

This lesson will concentrate on INTENTIONALLY DEVELOPING a “Leadership Culture.” This involves taking specific actions to create a climate for your ministry that will encourage the identification, development, and emergence of future leaders.

What do we mean by “culture?” A definition of CULTURE is “the qualities valued by a people group.” CULTURE is “the way we do things around here.” The ORIGIN of the term CULTURE, actually means to “till” the land [ or CULTIVATE] and therefore, to “cultivate the mind” through education.”

***DISCUSSION QUESTION:*** *How would you describe the current CULTURE of your church?*

How do we define “Leadership Culture?” Leadership Culture is an environment in an organization that creates an intentional focus on the exponential multiplication of leaders. The purpose is not just “training leaders,” but “training leaders to train leaders.”

**ILLUSTRATION:**

The difference in those 2 concepts: “training leaders” vs. “training leaders to train leaders” is like the difference between a FLASHLIGHT and a LASER. Both a flashlight and a laser emit particles of light, but one is far more FOCUSED than the other, and for that reason, can ACCOMPLISH so much more.

Creating a “Culture of MULTIPLICATION” will not GUARANTEE the success of your team, but creating a “Culture of MULTIPLICATION” will GUARANTEE the possibility of future growth, and effectiveness.

## **ILLUSTRATION:**

Someone asked Albert Einstein: “What is the MOST POWERFUL CONCEPT in the world?” He said: “The most **POWERFUL** concept in the world is COMPOUND INTEREST.”

Creating a “Culture of Leadership” is the same thing:  
It creates an ambience of “train the trainer,” and as such,  
does the same thing for your organization,  
that **COMPOUND INTEREST** does for a bank.

One of the primary ways we create a good Leadership Culture is by developing an **ENVIRONMENT** in which others can grow and develop. If you are the leader for your group, your job is to help your people **THRIVE** and **FLOURISH**.

**DISCUSSION QUESTION:** *What are you currently doing to help your people **THRIVE** and **FLOURISH**? What could you do to help your people **THRIVE** and **FLOURISH** even more?*

A good way to understand a concept is to illustrate its **OPPOSITE**. The **OPPOSITE** of a Leadership Culture is described as a “genius surrounded by 1,000 idiots.” This means that the leader is only one who is gifted and able, while the rest of the followers only do what he or she instructs them to do.

Primarily for **EGO** reasons, some gifted leaders make the mistake of creating a culture in which everything revolves around them, instead of revolving around the Lord Jesus Christ. The result is that unconsciously, these leaders attract inferior people, because it makes them feel better. While this makes no sense, it is actually quite common, even among Christian leaders and pastors, and only limits the effectiveness of the team.

**DISCUSSION QUESTION: BE HONEST:** *How much of your current leadership style could be described as a “genius surrounded by 1,000 idiots”? What changes do you need to make, in order to more fully **EMPOWER** your team?*

**Conclusion:** Can you imagine a manufacturing plant for making shoes that never made any shoes? No, that is ridiculous! The owners of the factory would either shut down the factory or get rid of the managers!

That is really no different from a church that does not reproduce “multiplying disciples,” or a ministry that does not “manufacture” leaders who train leaders. Make an

HONEST EVALUATION of your life and ministry, and to ASK YOURSELF:

“Am I MULTIPLYING leaders who MULTIPLY?”

“Am I creating a culture that intentionally emphasizes the multiplication of emerging leaders?”

If so, what can I do to INCREASE our capacity to “manufacture” leaders?

If not, what do I need to do to RE-ENGINEER our culture to create a PRIMARY FOCUS on the development of multiplying leaders?

**Summary:** If there is just one word to capture the essence of a “Leadership Culture” it would be the term **EMPOWERMENT**. Wise leaders **EMPOWER** their people to accomplish a mutual task. They not only give them the RESPONSIBILITY to fulfill a goal, but most important of all, they give them the AUTHORITY to accomplish their task, and then, they stay out of their way.

Don’t give anyone an assignment, without the AUTHORITY to COMPLETE that assignment. It will only create CONFUSION and FRUSTRATION. Once everybody has agreed on the VISION, and the STRATEGY to accomplish that vision, GET OUT OF THE WAY!! Give your team “freedom to act.” Allow them to function in a semi-autonomous manner.

There is a book entitled: “Leadership Secrets of Attila the Hun.” It is an interesting book, because it explained how the Hunnish Nation was, in fact, a collection of Hunnish Tribes. Each tribe was ruled semi-autonomously by a Tribal Chief, and each of these Tribal Chiefs was under the authority of Attila. Attila had the wisdom to give each Tribal Chief FREEDOM to lead his tribe, with little or no interference from “the top down.”

That’s exactly HOW we create a “Culture of Leadership”

1. IDENTIFY competent men and women of high character.
2. ENLIST them to “join the team”
3. AGREE UPON a common VISION
4. AGREE UPON the STRATEGY to accomplish that vision.
5. ASSIGN clear ROLES with a time-specific DEADLINES:  
“WHO is responsible for WHAT by WHEN?”
6. OFFER lots and lots of ENCOURAGEMENT, TRAINING, and AVAILABILITY
7. STAY OUT OF THEIR WAY!!

People WANT to SUCCEED!! People WANT to ACCOMPLISH their dreams!! Serve your people to accomplish their dreams, by carefully developing a Leadership Culture.

**KEY CONCEPT:** *A CULTURE OF LEADERSHIP EMPOWERS LEADERS TO TRAIN THE NEXT GENERATION OF LEADERS*

**ACTION STEPS this week:**

- Day 1:** WHO are your TOP PROSPECTS for the next generation of future leaders in your church?
  
- Day 2:** Write out specific ACTIONS STEPS you will take this week to contact each of those prospective leaders, and propose launching a “leadership development” process with them.
  
- Day 3:** How much of your current leadership style is like the “genius surrounded by 1,000 idiots”? What are you going to do change that?
  
- Day 4:** Your people already want to be successful.  
Name 3 things you can do this week to truly EMPOWER your leaders.
  - 1.
  
  - 2.
  
  - 3.
  
- Evangelism:** Share the Gospel this week with at least one person who does not know Christ. Record this (these) on pages 16-17.



**As you begin to meet, break into your Life Transformation Group of 4 or less for 30 minutes. Pray for one another and ask each other the accountability questions on page 15, or from your accountability cards. Then gather as a group and read through the following lesson, discussing the questions together.**

One essential factor in fulfilling the Great Commission is evangelism. We must pray, we must have a vision for reaching the world, we must choose a site to start a new church, we must gather and equip a team to start new churches. But, if we do not evangelize and win new people to faith in Christ, we are not doing the work God has called us to. The local church is the Body of Christ in a particular location. God places what in that particular location to show the love of Christ to those around them, and to share the love of Christ in the Gospel. Sadly, many churches, Christians and pastors do not reach out to the community with the Gospel. But God has called every Christian to make evangelism a lifestyle - to seek to share the Gospel with friends, neighbors and people in their community on an ongoing basis.

In order to effectively share the Gospel we must be clear and simple with those we talk to about Christ. Many times Christians do not have a clear understanding of the message of the Gospel or how to present it simply so that others understand it and know what they must do to become a Christian. Read the basic definition of the Gospel as given by Paul:

*“For I delivered to you as of first importance what I also received, that Christ died for our sins according to the Scriptures, and that He was buried, and that He was raised on the third day according to the Scriptures.”* [1 Corinthians 15:3-4, emphasis added]

**DISCUSSION QUESTION:** *What is the ESSENCE of the gospel?*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

*In other words, how much does a person have to understand, in order to be saved? What are things that you or other Christians mistakenly add to this basic message of the Gospel?*

Paul defines the basic message of the Gospel as:

1. Christ died for our sins.
2. Christ was buried - He really did die!
3. God raised Him from the dead.

Yet, this basic message calls for a response from the sinner. It is not just enough to hear and intellectually know these facts. A person must make the correct response. Read the following verses which clearly explain the response God is looking for:

*“For God so loved the world that he gave his one and only Son, that whoever believes in him shall not perish, but have eternal life.”* John 3:16

*“That if you confess with your mouth, “Jesus is Lord,” and believe in your heart that God raised him from the dead, you will be saved. For it is with your heart that you believe and are justified and it is with your mouth that you confess and are saved.”* Romans 10:9-10.

**DISCUSSION QUESTION:** *What is the response that God requires for a person to be saved? How would you define faith?*

The simple requirement for anyone to be saved - to have their sins forgiven and to gain eternal life - is to believe in Christ! It is not based on any human merit or past, present or future good works (read Ephesians 2:8-9). This is the **Good News!**

So, what does it mean for a person to have faith in Christ for salvation? It means to **put their trust** in Him alone. It is to place **complete confidence** in Him to take all of our sins upon Himself and to forgive us of our sins.

The result of faith in Christ is the gift of eternal life!

***“And the witness is this: That God has given us ETERNAL LIFE, and this life is in His Son. He who has the Son has the life. He who does NOT have the Son of God does NOT have the life. These things I have written to you who believe in the Name of the Son of God, so that you may KNOW that you have ETERNAL LIFE.”***  
[1 John 5:11-13, emphasis added]

**DISCUSSION QUESTION:** *At what point does a person receive eternal life? What is the basis of having eternal life?*

So, in light of the above, the essence of the message of the Gospel is:

1. God loves people in the world and desires that everyone be saved (John 3:16; 1 Timothy 4:5).
2. Each of us has sinned against God and the result of that sin is spiritual, physical and eternal death - separation from God (Romans 3:23; 6:23; 2 Thessalonians 1:8-10).
3. God sent His only begotten and sinless Son, Jesus Christ, to die as a substitute for our sins, He was buried and God raised Him from the dead, and He is the only way we might have forgiveness of sins and eternal life (John 14:6; Romans 5:8; 1 Corinthians 15:3-4).
4. We must place our faith - trust - in Jesus alone for the forgiveness of sin and eternal life and not rely on any other person, thing or personal good works. (John 3:16; Romans 6:23; 10:9-10; Ephesians 2:8-9).

**KEY CONCEPT: THE RESPONSE OF FAITH IN JESUS CHRIST IS THE ONLY WAY TO FORGIVENESS OF SIN AND ETERNAL LIFE. WE MUST SHARE THIS MESSAGE WITH THE WORLD.**

**ACTION STEPS this week:**

**Day 1:** Review the Strategic Impact Evangelism Tract (see pages 65-68 of this manual) to see how it aligns with the truths of this lesson.

**Day 2:** Ask God to give you opportunities to share the Gospel with someone every day. Write down the names of those you will seek to share this message with in the next six months:

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

**Day 3:** Before the next session of the *School of Multiplying Leadership*, share the basic message of the Gospel with at least one person. You could introduce your conversation with them by saying something like this: “I am taking a class and one of my assignments is to ask someone if I could share with them how they might have eternal life with God. Would you help me with this assignment? Can I tell you what the Bible says about having eternal life?”

Share what happened with the group:

**Day 4:** Set aside a time this week (and every week) to do evangelism in the area where you are seeking to start a new church.

Day: \_\_\_\_\_ Time: \_\_\_\_\_

Location: \_\_\_\_\_

**Evangelism:** Share the Gospel this week with at least one person who does not know Christ. Record this (these) on pages 16-17.

---

STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS  
**LESSON 19 - PERSONAL DEVELOPMENT**  
**“IDENTITY IN CHRIST”**

---

***As you begin to meet, break into your Life Transformation Group of 4 or less for 30 minutes. Pray for one another and ask each other the accountability questions on page 15, or from your accountability cards. Then gather as a group and read through the following lesson, discussing the questions together.***

Our own sense of personal identity is extremely important. We often describe ourselves by our citizenship (“I am from Peru”), our vocation (“I am a business man”), our race (“I am an Indian”), our tribe (“I am Zulu”), our geography (“I am an European”), our involvements (“I am a football player”), our economic condition (“I am a rich person,” or “I am a poor person”), our family status (“I am a husband/wife/father/mother/son/daughter”), our ministry role (“I am a pastor, elder, bishop, deacon, or church planter”). We often take pride in describing ourselves in these ways, but sometimes we might be ashamed of how we think of ourselves, or how others might define us. No matter what you think about yourself, or what others think about you, the most important opinion is what God says about you! One of the most crucial things for a Christian is to have a correct view of our true identity in Christ.

***DISCUSSION QUESTIONS:*** *Why do you think it is most important to view ourselves according to what God says about us and not what we, or even others, think? What difference does this make?*

In this lesson we will consider four important marks of your identity in Christ. As you embrace your identity according to what God says about you, you will grow in your confidence and ability to fulfill everything God intends for you.

**Read 2 Corinthians 5:16-17.** **First**, you are a **New Person** in Christ. The moment that you placed your faith in Jesus Christ as your personal Savior, something wonderful and real happened. You were born again spiritually (see John 3:3-8). The Bible describes this new birth as the “washing of regeneration and renewal of the Holy Spirit,” (Titus 3:5). It is not only that your status with God changed, you actually became a new creation! Romans 6:2 says that we actually died with Christ to sin. This means that your old Self, related to Adam, died, and that your new Self, related to Christ, was born. You are no longer a “sinner,” but the Bible describes you as a “saint.” It is true that, as new persons in Christ, we all sometimes sin, but being a sinner is no longer our fundamental identity. The Bible says that your status is now as

an adopted son or daughter of God, with all the privileges and honors of belonging to His family (Read John 1:12; Romans 8:15-17).

**DISCUSSION QUESTION:** *What is the danger of only thinking of yourself as “just a sinner, saved by grace.” What difference would it make to consistently view yourself as a totally new creature in Christ who has died to sin?*

**Read** 2 Corinthians 5:18-19, 21. **Second**, you are a reconciled and righteous **friend** of God. Verse 18 says that God reconciled us to Himself through Christ. When two people are unreconciled, it means that they are enemies. Before we knew Christ, we were His enemies because of our sin. God was not our enemy, but we were His enemy! But, because of Christ we are now reconciled, or made a friend to God. This took place because Jesus became our substitute. God made Him to be our sin, and He made us to be Christ’s righteousness! (v. 21). God no longer counts our sins against us, (v. 19). When God looks on you, He looks on you as His friend because you are in Christ!

**DISCUSSION QUESTION:** *What does it mean to you to be called the friend of God?*

**Read** 2 Corinthians 5:18-20. **Third**, you are an **ambassador for Christ** who has been given the ministry of reconciliation. Every person who has been reconciled to Christ automatically becomes a minister of reconciliation, v. 18. We are ambassadors for Christ (v. 20), telling others how they may also be reconciled to God through Christ. An ambassador is someone who represents a person or tribe or country or kingdom to another. You are citizen of Christ’s Kingdom who represents Him and His message to people in this world. You bring His Good News to them that God has provided reconciliation to them through the forgiveness of sin by the death and resurrection of Christ on their behalf. Ambassadors are specially chosen. They are important and highly valued and play a crucial role for the one they represent. This is a high calling. You are highly valued in God’s kingdom purposes!

**DISCUSSION QUESTION:** *How should your role as an ambassador for Christ affect your priorities and activities?*

**Read** Romans 8:9-11 and Acts 1:8. **Fourth** you are **the dwelling of God** because His Holy Spirit lives in you! Along with other Christians, you are a 'living stone' in God's spiritual house, (1 Peter 2:4-5). Because Christ is in you by His indwelling Spirit, you have everything that you need to live in a way pleasing to God and to accomplish His purposes through you. If you were the only Christian left on earth, you could launch a movement to reach the world with the Good News about Christ - not because of your own skills and abilities, but because of His supernatural power in your life through the indwelling Holy Spirit.

**DISCUSSION QUESTION:** *How would you complete this statement: Because the Holy Spirit dwells in me I can \_\_\_\_\_.*

Your identity in Christ is no illusion - it is reality. What God says about you is true. No matter your background or social status, no matter your education, financial status or role in this world, this is who you are because Christ is in your life. It is so important to view yourself according to your new identity in Christ. As you learn to affirm what God says about you, you will have the confidence to be and do everything He has made you to be.

**KEY CONCEPT:** *YOUR TRUE IDENTITY AS A NEW PERSON IN CHRIST IS GOD'S FRIEND AND CHRIST'S AMBASSADOR IN WHOM HIS HOLY SPIRIT DWELLS.*

## **ACTION STEPS this week:**

- Day 1:** Every day this week, look yourself in a mirror and say out loud to yourself:  
*“I am a new person in Christ.”*  
*“I am God’s reconciled and righteous friend.”*  
*“I am an ambassador for Christ.”*  
*“I am God’s dwelling place. His Holy Spirit lives in me.”*

- Day 2:** Which of these four identities means most to you at this point in your life?

Why? Write out how this specific identity will make a difference to you this week.

- Day 3:** Who is someone you need to be an ambassador for Christ to at this time?

How will you do this?

When will you do it?

*Don’t hesitate. Go and represent Christ to them this week!*

- Day 4:** Satan is called the “Accuser of the Brothers” (Revelation 12:10). He will cause you to doubt your worth and value to God. Because of your background, social status, or past failures, others might say that you are unimportant and insignificant. In light of this lesson, how will you face these doubts and accusations?

- Evangelism:** Share the Gospel this week with at least one person who does not know Christ. Record this (these) on pages 16-17.

---

STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS  
LESSON 20 - LEADERSHIP DEVELOPMENT  
"RESOLVE CONFLICT"

---

***As you begin to meet, break into your Life Transformation Group of 4 or less for 30 minutes. Pray for one another and ask each other the accountability questions on page 15, or from your accountability cards. Then gather as a group and read through the following lesson, discussing the questions together.***

**READ:** Acts 13:5, 13-14, Acts 15:36-41

As you lead others in the great mission God has given us, conflict will naturally arise with others in the Body of Christ. It is a natural occurrence, especially when leaders work together. Therefore, it should not be a surprise to us. Also, since we know it is destined to occur, we should prepare ourselves to proceed through the conflict in a way that demonstrates love for God and love for our neighbor.

### **Disagreements Will Arise**

In the passages you just read (Acts 13:5, 13-14, Acts 15:36-41) we see a disagreement between two godly servants of the Lord, Paul and Barnabas. We know they were leaders called by the Spirit for His purposes (Acts 13:2), godly in character (Acts 4:36-37; Phil. 3: 4-6), and dedicated to the work to which they were called (Phil. 3:12-14). Even with all these exemplary traits, a disagreement arose between them.

In Acts 13:5, we see that John (Mark) had joined Paul and Barnabas on a missionary journey. In Acts 13:13-14, we read that during the journey, John left them and returned to Jerusalem. We do not know the reason why, but he departed before the work was complete. This evidently displeased Paul, because in Acts 15:36-41, we see Paul and Barnabas divided over whether to take John along again.

***DISCUSSION QUESTION:*** *What reasons would Paul have for not taking John (Mark) along with them on this journey? What reasons would Barnabas have for taking John with them on the next journey? What would you have done with Mark? How does your opinion differ from those in your group?*

### **Division in Practice, Unity in Purpose**

Paul and Barnabas share the same calling of the Great Commission and mission work. They share the same Vision of reaching the Gentiles with the Gospel of Christ. But they now have a differing opinion as to the best way to accomplish this goal. Scripture does not say for sure, but we can assume that Paul and Barnabas had strong discussions over this issue, seeking to reach an agreement, but one could not be reached. In this case, a compromise is not available, the team cannot **both** take John and leave John at the same time.

Obedience to the calling of God for all believers toward the Great Commandment (Matthew 22:37-39) and the Great Commission (Matthew 28:18-20) is something ALL believers should agree upon. We can find unity of purpose under these clear commands of Christ. However, each leader and each church will have some variation of their own convictions as to how to fulfill these two "Greats". They will also have different convictions as to the normal practices they follow. Some of these areas of personal/denominational conviction allow for people to carry out their practices together. Some will require a division of practice. But, that does NOT require a division in our purpose!

Barnabas took John (Mark) with him and sailed for Cyprus - continuing the work. Paul chose Silas and went through Syria and Cilicia - continuing the work. They continued to share in the same calling and the same purpose - though they divided in their practices.

### **Handling the Conflict**

So, what now? We have seen conflict displayed within Scripture between good and godly men. What actions do we take to develop unity? What do we actually do?

- 1) Prepare your heart - Make sure you have forgiven any past hurts.
- 2) Discuss the issue in Love - Seek unity. Hold your convictions with grace and understanding for your brother. You may discuss the conflict together, but make sure you are a LISTENER as well as a TALKER. Seek to understand. Seek the best for your brother in Christ. Remember, this is one for whom Christ died!
- 3) Walk in Grace - If an agreement cannot be reached, walk in grace with each other. You do not have to be in absolute agreement in every area of life in order to be unified. Not everything is of the greatest importance - treat small things as small things.
- 4) Take the Faithful and Loving action - Sometimes the action you should take is to humble yourself and continue on together, agreeing to disagree. Sometimes it will require a separation in practice, as Paul and Barnabas did. But make sure the action you take is one of true faith, and of true love. The action that honors Christ and demonstrates brotherly love to your neighbor.
- 5) Trust God - God is sovereign now, just as He was in Paul and Barnabas' day. Trust that He will bring about what is best.

**READ:** 2 Timothy 4:9-11

In Acts, we read how this conflict between Paul and Barnabas came about, and the result of separating and working toward the same purpose with different people. But the end of the story is an interesting one. 2 Timothy was written near the end of Paul's life. It is the last letter he wrote. In 2 Timothy 4:9-11, we see that Paul requests that

Mark (the same John Mark) be brought to him, *“for he is very useful to me for ministry. Not just useful - VERY useful.*

So, who was right in the conflict, Barnabas or Paul? The answer is: God. God was right. He obviously used John Mark's time with Barnabas to mature him to the point of usefulness. He also used the separation in order to multiply the work of His Kingdom. Paul was able to get over his disagreement about John Mark to such a degree that he requests that he come to be with him at the end of his ministry... and near the end of his life.

Separation in practice does NOT mean separation in purpose. It does not even mean a separation of heart. You can walk in kindness and unity, even when you may hold different convictions in some areas of life. Walk in grace. Walk in unity. Walk in love. Do not tear one another down - even when there is conflict. Instead, pursue what makes for peace and mutual upbuilding.

**KEY CONCEPT: A GOOD LEADER DOES WHATEVER HE CAN TO RESOLVE CONFLICTS WITH OTHER CHRISTIANS AND LEADERS, AND WALKS IN GRACE AND LOVE, REGARDLESS OF THE OUTCOME.**

**ACTION STEPS this week:**

**Day 1:** Memorize Romans 12:17-18.

**Day 2:** Prepare your heart with humility, a desire to listen, a desire for unity, and purity through confession. Prayerfully seek the Lord to see if there is a conflict you have allowed to bring unhealthy division between you and a brother. If so, how will you seek to honor Christ and show love to your brother? Write your plan here:

**Day 3:** Prepare your heart with humility, a desire to listen, a desire for unity, and purity through confession. Prayerfully seek the Lord to see if you are holding a hardness in your heart toward these differing convictions from Day 2. Schedule when you will enact your plan toward restoring unity.

When?: \_\_\_\_\_

**Day 4:** Carry out your plan and write the results here:

**Evangelism:** Share the Gospel this week with at least one person who does not know Christ. Record this (these) on pages 16-17.

## **Q2 REVIEW OF KEY CONCEPTS**

**Lesson 11** - Leadership Development: “What do Leaders Actually Do”

**KEY CONCEPT:** *True leaders cast vision, deploy strategy, create a loving culture, and cultivate trust.*

**Lesson 12** - Church Planting: “Step 4: Equip Your Team - A Full Developed Disciple”

**KEY CONCEPT:** *The process of making disciples does not end at evangelism. It continues through the stages of Believer, Follower, Worker, and Reproducer.*

**Lesson 13** - Personal Development: “Confession and Fellowship”

**KEY CONCEPT:** *Confession of sin demonstrates humility and love, and is key in maintaining fellowship with other believers.*

**Lesson 14** - Leadership Development: “Whoever Defines Reality IS the Leader”

**KEY CONCEPT:** *Leaders create an atmosphere of gratitude, and define reality by answering the questions: What is going on?, Where do we go from here?, and How do we get there?*

**Lesson 15** - Church Planting: “Step 5: Select Your Site”

**KEY CONCEPT:** *Prayerfully select a site for your church plant by actively investigating a new area, asking and listening to the Holy Spirit, and going where there are needs. Then, go and see God work.*

**Lesson 16** - Personal Development: “Relating to Others in Love”

**KEY CONCEPT:** *Relationships within the church are to be gentle, but not weak, firm, but not harsh, and always based on the Word of God.*

**Lesson 17** - Leadership Development: “Develop a Leadership Culture”

**KEY CONCEPT:** *A culture of leadership empowers leaders to train the next generation of leaders.*

**Lesson 18** - Church Planting: “Step 6: Evangelize”

**KEY CONCEPT:** *The response of faith in Jesus Christ is the only way to forgiveness of sin and eternal life. We must share this message with the world.*

**Lesson 19** - Personal Development: “Identity in Christ”

**KEY CONCEPT:** *Your true identity as a new person in Christ is God’s friend and Christ’s ambassador in whom His Holy Spirit Dwells.*

**Lesson 20** - Leadership Development: “Resolve Conflict”

**KEY CONCEPT:** *A good leader does whatever he can to resolve conflicts with other Christians and leaders, and walks in grace and love regardless of the outcome.*

## **Q2 COMPLETION CHECKLIST**

In order to advance to the next training manual (Q3), you must have completed the following requirements:

1. Have met weekly in your Life Transformation Group for accountability questions and to discuss the SML Lesson and have completed all Action Steps for each Lesson. *(Please review your manual and check the appropriate boxes for what you have completed)*

	Attendance & Accountability	Lesson Completed	Action Steps Completed
Lesson 11	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lesson 12	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lesson 13	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lesson 14	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lesson 15	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lesson 16	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lesson 17	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lesson 18	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lesson 19	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lesson 20	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

2. Have shared the Gospel with 10-30 people (minimum of 10) during your Q2 training (see pages 16-17):
 

<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5
<input type="checkbox"/> 6	<input type="checkbox"/> 7	<input type="checkbox"/> 8	<input type="checkbox"/> 9	<input type="checkbox"/> 10

3. Have **continued** leading a Cell Church.

4. Have recruited a minimum of 2 leaders or potential leaders to begin the *School of Multiplying Leaders*. You will lead these students through their *SML* experience.

Student #1: \_\_\_\_\_  
 Phone: \_\_\_\_\_

Student #2: \_\_\_\_\_  
 Phone: \_\_\_\_\_

5. Complete your Ministry Map (next page) down through Quarter 2.

If you have completed the above requirements, please go to:  
**[WWW.TOUCHINGEVERYNATION.COM/MATERIALS.HTML](http://WWW.TOUCHINGEVERYNATION.COM/MATERIALS.HTML)**  
 download and print the next SML Manual for your continued training.

**STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS**  
**MINISTRY MAP**

<b>Quarter 1</b>	<p><b>Start a <u>Cell Church</u> with 2 to 10 people through <u>Evangelism</u> and <u>Discipling</u>:</b></p> <p>1. _____ 2. _____</p> <p>3. _____ 4. _____</p> <p>5. _____ 6. _____</p> <p>7. _____ 8. _____</p> <p>9. _____ 10. _____</p>
<b>Quarter 2</b>	<p><b>Enroll <u>two New Leaders</u> (G<sup>2</sup>) (“disciples”) to start Q1 of the <i>SML</i>:</b></p> <p style="text-align: center;">1. _____ (G<sup>1</sup>)</p> <p><b>Me</b></p> <p style="text-align: center;">2. _____ (G<sup>1</sup>)</p>
<b>Quarter 3</b>	<p><b>Help your <u>two “disciples”</u> start <u>Cell Churches</u> through <u>Evangelism</u> and <u>Discipling</u>:</b></p> <p>1. _____ (G<sup>1</sup>)</p> <p style="padding-left: 40px;">1. _____ 2. _____</p> <p style="padding-left: 40px;">3. _____ 4. _____</p> <p style="padding-left: 40px;">5. _____ 6. _____</p> <p style="padding-left: 40px;">7. _____ 8. _____</p> <p style="padding-left: 40px;">9. _____ 10. _____</p> <p>2. _____ (G<sup>1</sup>)</p> <p style="padding-left: 40px;">1. _____ 2. _____</p> <p style="padding-left: 40px;">3. _____ 4. _____</p> <p style="padding-left: 40px;">5. _____ 6. _____</p> <p style="padding-left: 40px;">7. _____ 8. _____</p> <p style="padding-left: 40px;">9. _____ 10. _____</p>
<b>Quarter 4</b>	<p><b>Help your two “disciples” (G<sup>1</sup>) enroll <u>two New Leaders</u> (G<sup>2</sup>) each to start Q1 of the <i>SML</i>:</b></p> <p style="text-align: right;">3. _____ (G<sup>2</sup>)</p> <p>1. _____ (G<sup>1</sup>)</p> <p style="text-align: right;">4. _____ (G<sup>2</sup>)</p> <p><b>Me</b></p> <p style="text-align: right;">5. _____ (G<sup>2</sup>)</p> <p>2. _____ (G<sup>1</sup>)</p> <p style="text-align: right;">6. _____ (G<sup>2</sup>)</p>

<b>Quarter 5</b>	<b>Multiply your <u>Cell Church</u>:</b> A. Your two disciples (G <sup>1</sup> ) continue to lead their <u>Cell Churches</u> . B. Help your <u>2nd Generation Leaders</u> (G <sup>2</sup> ) start their <u>Cell Churches</u> .
<b>Quarter 6</b>	<b>Make sure your 2nd Generation (G<sup>2</sup>) enrolls two New Leaders each to begin Q1 of the SML with them. (Complete your 3rd Generation (G<sup>3</sup>) Ministry Map, 2 Timothy 2:2)</b>  <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> 1. _____ (G<sup>1</sup>)  2. _____ (G<sup>1</sup>)  3. _____ (G<sup>2</sup>)  4. _____ (G<sup>2</sup>)  5. _____ (G<sup>2</sup>)  6. _____ (G<sup>2</sup>) </div> <div style="width: 45%;"> 7. _____ (G<sup>3</sup>)  8. _____ (G<sup>3</sup>)  9. _____ (G<sup>3</sup>)  10. _____ (G<sup>3</sup>)  11. _____ (G<sup>3</sup>)  12. _____ (G<sup>3</sup>)  13. _____ (G<sup>3</sup>)  14. _____ (G<sup>3</sup>) </div> </div> <b>Me</b>
<b>Quarter 7</b>	<b>Make sure your <u>3rd Generation</u> (G<sup>3</sup>) have started their <u>Cell Churches</u>.</b>
<b>Quarter 8</b>	<b>Make sure your <u>3rd Generation</u> (G<sup>3</sup>) enroll <u>two New Leaders</u> (G<sup>4</sup>) to start Q1 of the <b>SML</b>. By the time you finish the <i>SML</i>, you should have your Ministry Map complete (see next page).</b>
<b>Quarter 9</b>	<b>Continue to strategize with your Ministry Map Leaders [to the 4th Generation (G<sup>4</sup>)] to develop a plan to reach your city, region, nation, and world with the Gospel.</b>

## **MINISTRY MAP to the 4th Generation - 2 Timothy 2:2**

Generation 1	Generation 2	Generation 3	Generation 4
			15. _____ (G <sup>4</sup> )
		7. _____ (G <sup>3</sup> )	
			16. _____ (G <sup>4</sup> )
	3. _____ (G <sup>2</sup> )		17. _____ (G <sup>4</sup> )
		8. _____ (G <sup>3</sup> )	
			18. _____ (G <sup>4</sup> )
1. _____ (G <sup>1</sup> )			19. _____ (G <sup>4</sup> )
		9. _____ (G <sup>3</sup> )	
			20. _____ (G <sup>4</sup> )
	4. _____ (G <sup>2</sup> )		21. _____ (G <sup>4</sup> )
		10. _____ (G <sup>3</sup> )	
			22. _____ (G <sup>4</sup> )
Me			23. _____ (G <sup>4</sup> )
		11. _____ (G <sup>3</sup> )	
	5. _____ (G <sup>2</sup> )		24. _____ (G <sup>4</sup> )
		12. _____ (G <sup>3</sup> )	
			25. _____ (G <sup>4</sup> )
2. _____ (G <sup>1</sup> )		13. _____ (G <sup>3</sup> )	
			26. _____ (G <sup>4</sup> )
	6. _____ (G <sup>2</sup> )		27. _____ (G <sup>4</sup> )
		14. _____ (G <sup>3</sup> )	
			28. _____ (G <sup>4</sup> )
			29. _____ (G <sup>4</sup> )
			30. _____ (G <sup>4</sup> )

**All we have to do to fulfill the Great Commission is to make sure each disciple continues to multiply to the 4th generation!**



## **TOOL: SI EVANGELISM TRACT** v4.0

---

- ▷ As we go into neighborhoods or villages to share the Gospel, we will go in teams of 2 or 3 to visit door-to-door, on the streets, in the markets or to pre-arranged appointments. As we visit with each person we want to accomplish 5 things with each one.

### **5 IMPORTANT THINGS TO ACCOMPLISH ON EACH EVANGELISTIC VISIT**

**1. Share your personal testimony.**

- ▷ Introduce yourself and explain that we are in their neighborhood to tell people about the difference that Jesus Christ has made in our lives.
- ▷ Ask each person if you may briefly share with them how God has worked in your life.
- ▷ Take no more than 1 or 2 minutes to tell what your life was like before Christ, how you trusted in Christ as your personal Savior and the difference your life is now because you know Christ.
- ▷ At the end of your testimony ask, “Would you like to know how you can have a relationship with God and be sure you have eternal life?”

**2. Share the Gospel Using the Strategic Impact Tract (see next page).**

**3. Invite the person(s) to the evening meeting in the neighborhood.**

- ▷ Write down the time and place on the tract and leave it with them.
- ▷ Encourage them to bring friends and family with them.

**4. Make an appointment to visit them again for a follow up Bible study the next day.**

- ▷ Record the decision they made on the tear off portion of the SI tract.
- ▷ Record their name and address and phone number.
- ▷ Record the time of the follow up appointment.
- ▷ Tear off this portion to keep and then give them the tract.

**5. Pray for God’s blessing on the person and their family.**

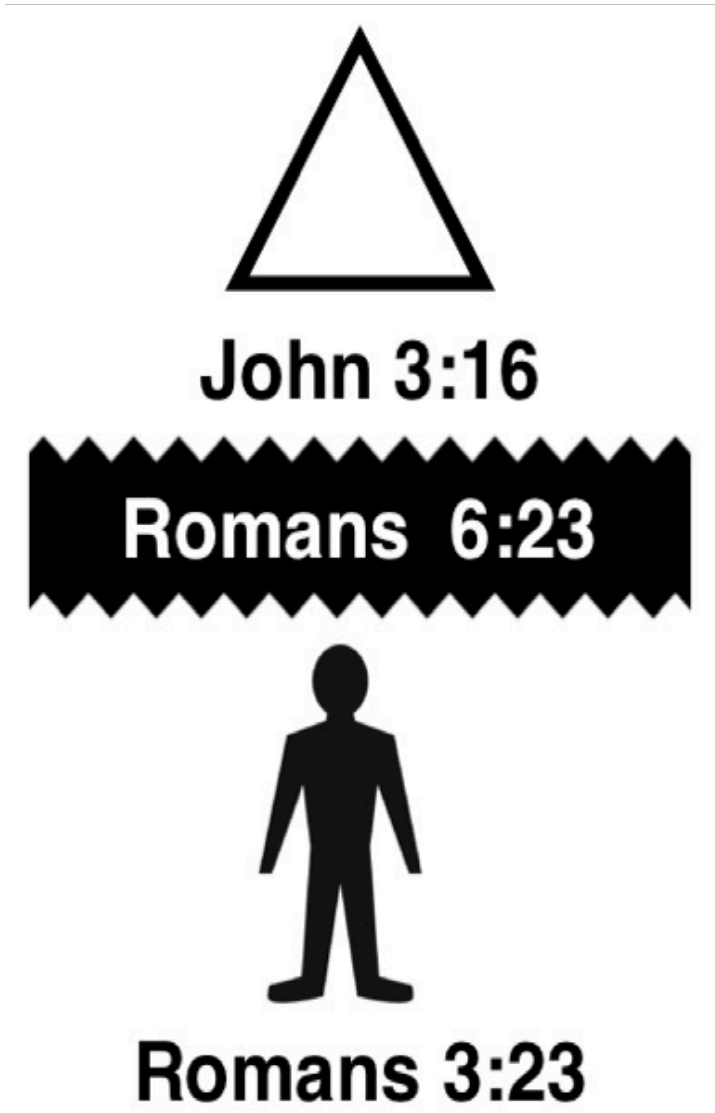
- ▷ Ask them if they are sure they now have eternal life with God.
- ▷ Ask for anything that you can pray for them.
- ▷ Pray for them to grow in their faith and for the requests that they have given you.

# HOW TO USE THE STRATEGIC IMPACT EVANGELISTIC TRACT

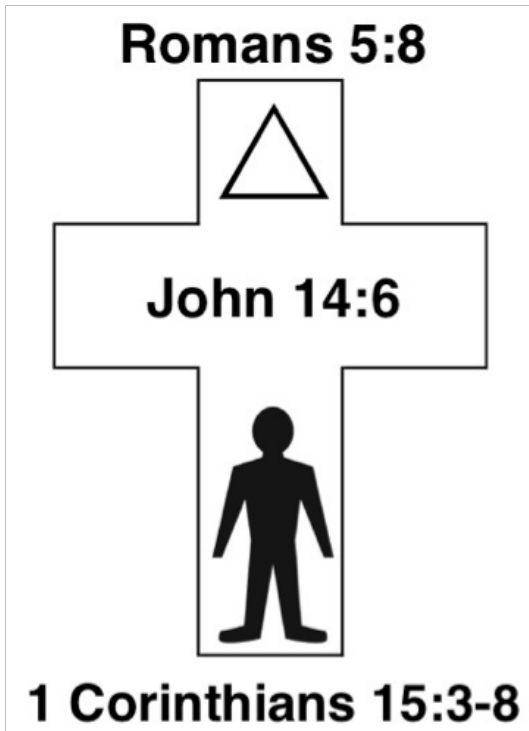
- › After you have shared your testimony show the person the front of the Strategic Impact tract and ask them if they are sure they have eternal life with God.

## Show them the front panel of the tract.

**Say:** “May I ask you a few question about what you believe and show you from the Bible how you can be sure that you have eternal life?”



1. Show them the triangle and tell them this figure represents God. Ask, “**Do you believe in God? Do you believe that He loves you?**” Wait for the person’s answer. These questions will enable you to have a **conversation** with the person instead of just talking **at** them.
2. It is important to read the verse from the **Bible** along with each figure. Begin with **John 3:16**.
  - Ask if the person has a Bible. If they do, have them get it and help them look up the verses in the Bible.
  - It would be best if the person reads the verses. However, be sensitive if they cannot read. If they hesitate or say something like “I do not have my glasses,” then you read it for them.
3. Show them the figure of the person at the bottom of the first panel. Ask, “**Who do you think this represents?**” They might say, “People,” or “the devil” or some other person. Tell them that this figure represents everyone in the world - you, me and everyone else. Point out the black gulf, which indicates that people are separated from God. Read *Romans 3:23* and ask, “**The Bible says that we are separated from God because each of us has sinned. Do you believe that you have sinned against God?**”
4. Read *Romans 6:23* in the dark area showing people separated from God. Ask, “**Do you believe that your sins cause death – eternal separation from God?**”

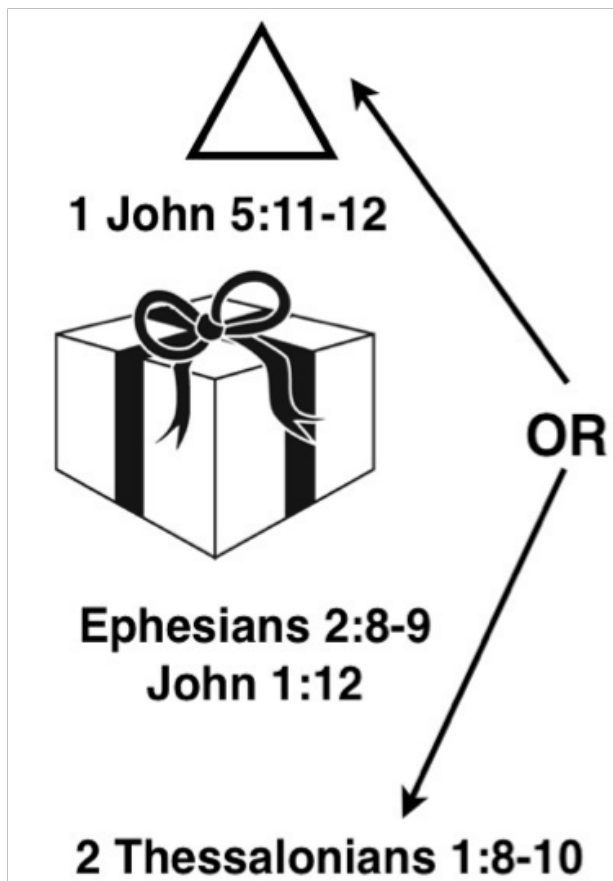


5. Turn to the next panel showing the cross. Read *Romans 5:8* and say, “**God loves us and has provided a way for us to know Him by sending His Son, Jesus Christ, to die on the cross to pay for our sins. Do you believe Jesus died on the cross for you?**”

6. Read *John 14:6* and ask, “**Do you believe that Jesus Christ is the only way to have eternal life with God?**”

7. Read *1 Corinthians 15:3-8* and ask, “**Do you believe that God raised Jesus from the dead?**”

8. Turn to the third panel and show them the picture of the gift and say, “**God wants you to have eternal life with Him and He offers this as a free gift.**” Then read *Ephesians 2:8-9* and ask, “**If you accept this gift by faith, God promises you will have eternal life with Him (1 John 5:11-12). If you refuse this gift, God says you will spend eternity apart from Him in a real place called Hell (1 Thessalonians 1:8-10) Would you like to receive the gift of eternal life by faith in Jesus Christ today?**”



9. If they answer “**Yes,**” then read *John 1:12*. “**If you receive Christ (believe or trust in Him today), you will become his son/daughter.**” You can receive Christ by faith today through prayer. Prayer does not save you. It is your faith in Christ that saves you. The words of a prayer can help you express your faith. Here is a sample prayer: “*Lord Jesus, I need You. I admit that I have sinned against you. Please forgive my sins. I accept Your free gift of forgiveness of sins and eternal life today by faith. In Jesus’ name, Amen.*”

10. After someone accepts God’s free gift of eternal life by faith, ask, “**Did you trust in Christ to forgive your sins and give you eternal life?**” Then read *1 John 5:11-12* and ask, “**According to these verses what does God promise you now?**”

---

**NOTE:**

- **Do not argue** with someone over their beliefs.
- If someone wants to argue or is angry and resistant, thank them for their time and **move on to the next house** or person. There are many more who would like to listen!

Make sure that **Ephesians 2:8-9 is clear!**

- Most people in the world think they must somehow **earn** eternal life with God.
- You will want them to be sure that it is by grace and a free gift from God based on Ephesians 2:8-9.

**NOTE:** If you find the person very open and eager to talk about spiritual things, before you lead them in a salvation prayer ask if they know of others in their family or among their friends who would like to discuss these questions.

If they say Yes, then ask them to get their family and friends together right then! Then, you can discuss these questions as a group and share the Gospel with all of them. Often this will be the beginning of the brand new church. This person may be the “Person of Peace” Jesus talked about. (See John 4:1-42 and Luke 10:1-6).

A Person of Peace is someone who...

- 1) is friendly toward you, the evangelist,
- 2) is open to spiritual matters,
- 3) is a person of influence in the community
- 4) can gather others to hear about the Gospel.

---

Name \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Phone \_\_\_\_\_

Date \_\_\_\_\_ Age \_\_\_\_\_

I accept Christ as my Savior today.

I would like to know about how I can grow in my new faith in Christ.

Date \_\_\_\_\_ Time \_\_\_\_\_

I am interested in Bible Study Group in my neighborhood.

Person sharing this message:

\_\_\_\_\_

\_\_\_\_\_

11. GATHER THEIR CONTACT INFORMATION for a follow up Discipleship Meeting. Check the appropriate boxes.

12. Tear off and keep this portion.

13. Leave the Tract with the person you led to Christ.

14. Turn in the contact information to the Pastor or Team Leader for your area.

## **TOOL: START AND LEAD YOUR NEW CELL CHURCH** v1.2

---

As we change our thinking about ministry our goal becomes making multiplying disciples which results in multiplying churches.

One requirement during the first quarter of the *School of Multiplying Leaders* is for you to start a new Cell Church with at least 2 (but no more than 10) people. This simple cell will include the essential elements for a church:

Believers who regularly meet together to:

- A. Nurture and serve each other in their faith (WELCOME)
- B. Grow in the knowledge of God and His Word (WORSHIP/WORD)
- C. Serve and share their faith with others in a lost world (WORK/WITNESS).

As you evangelize others during this first quarter, you will find those who respond to the Gospel of Christ. Some might be curious about Jesus and need to discover more before they put their saving faith in Him. Others will say “yes” to Him and trust Him as their Savior for eternal life. You might even find some who are already Christians but are not connected to a church or involved in a growing relationship to the Lord. No matter where a person is in their relationship to Christ, ask them to meet with you to form a new Cell Church.

The following Cell Church Tool will help you lead your new group as you begin to meet and help them grow in their faith in Christ.

Set a time and place for your Cell to meet. It could be in a home, office, park, school – or any other place convenient for everyone. Decide and communicate the day and time when everyone will gather.

- A. When the people first gather, **WELCOME** each one and have each share how they are doing.
  1. If you have new people in the cell, have them introduce themselves. Ask questions for everyone to answer that helps get to know each other better.
  2. After the first meeting, make sure that you always ask “How did you see God work in your life and use you in others’ lives last week?” Specifically ask how each one did in applying Questions 5 and 6 below, that they stated during the previous meeting.
  3. Make sure and pray for each other as people share.

***NOTE: It is important that you do not move on to a new passage of Scripture until everyone has obeyed what they stated they would do from the previous week! Do not train for information but for obedience!***

3. Spend time in **WORSHIP** to God as the result of sharing.

Pray and thank the Lord for who He is and what He has done. If possible sing simple worship and praise songs. Have someone who can play an instrument to help lead in this worship. Make sure you keep it simple so that everyone can learn and participate.

3. Discuss a story or passage from the Bible (passages listed below in step D), the **WORD** of God, using the six “I Am Second” questions:

Have someone **read the passage aloud** while others listen or read along in their Bibles. Ask the first two questions and allow people to discuss and interact:

1. *What did you like about this story (passage)?*
2. *What did you not like, or find confusing, about this story (passage)?*

After a time of discussion, have someone **read the passage aloud again** and then discuss the next two questions:

3. *What do you learn about people from this story (passage)?*
4. *What do you learn about God?*

After a time of discussion, have someone **read the passage aloud for the third time** and then discuss the final two questions:

5. *In light of this story (passage) how will your life be different this week? Be specific.* (Note: Record answers of people and ask them at the beginning of next week’s discussion how they did during the Welcome time).
6. *Who do you know that needs to know what you learned from this story or passage? Name someone and tell why and when you will tell him or her. Again, record who each says they want to talk to and ask them about it the next time you gather during the Welcome time.*

3. Questions 5 and 6 emphasize **WORK** and **WITNESS**.

As you start your new Cell, it will be best to concentrate on **Foundations of the Faith**. The following stories and passages from the Bible are suggested for the first 10 weeks that you meet together. The first four weeks are designed for those who may not be Christians but are open to investigating the claims of Christ. However, you can begin with anyone at Week 1.

## **RECOMMENDED SCRIPTURE PASSAGES:**

### **Who is Jesus?**

Week 1 - John 4:1-26

Week 2 - John 11:17-46

Week 3 - John 14:1-11

Week 4 - John 3:1-18 - Trusting in Christ for eternal salvation

Week 5 - Ephesians 2:1-10 - New Life in Christ

Week 6 - John 10:1-30 - Secure in Christ

Week 7 - 1 John 1:5-2:2 - Dealing with sin and accountability

Week 8 - Psalm 1 - Word of God

Week 9 - Galatians 5:16-26 - Walking in the Spirit

Week 10 - Acts 1:1-11 - Witness to others

Finally, as a result of your new Cell meeting together and engaging in WORK and WITNESS to others, new people will likely join your cell. However, it is important that your Cell Church does not grow too large. 6 to 10 people is the ideal size for a Cell Church. Instead of adding more people to your own Cell, encourage people in your Cell to **start their own**. Use this tool to help them begin.

***Encourage multiplication instead of addition so that you can start a new Cell Church within walking distance of everyone in your village, city, nation and region!***











# STATEMENT OF FAITH

## **GOD**

*Genesis 1:1; Deuteronomy 6:4; Matthew 28:19; John 4:24, 10:30; 2 Corinthians 13:14*

We believe that there is one true, holy God, eternally existing in three persons - Father, Son and Holy Spirit - each of whom possesses equally all the attributes of deity and the characteristics of personality. In the beginning God created out of nothing the world and all the things therein, thus manifesting the glory of His power, wisdom and goodness. By His sovereign power He continues to sustain His creation. By His providence He is operating throughout history to fulfill His redemptive purposes.

## **JESUS CHRIST**

*Matthew 20:28; Acts 4:12; Romans 5:10; 2 Corinthians 5:18-19; 1 John 2:2*

Jesus Christ is the eternal second Person of the Trinity who was united forever with a true human nature by a miraculous conception and virgin birth. He lived a life of perfect obedience to the Father and voluntarily atoned for (made a payment for) the sins of all by dying on the cross as their substitute, thus satisfying divine justice and accomplishing salvation and eternal life for all who trust in Him alone. He rose from the dead in the same body, though glorified, in which He lived and died. He ascended to heaven, and sat down at the right hand of the Father, where He, the only Mediator between God and man, continually makes intercession for His own. He shall come again to earth, personally and visibly, to consummate history and the eternal plan of God.

## **THE HOLY SPIRIT and THE CHRISTIAN LIFE**

*John 15:26, 16:8-11*

The natural accompaniment of a genuine saving relationship with Jesus Christ is a life of holiness and obedience, attained by believers as they submit to the Holy Spirit, the third Person of the Trinity. He was sent into the world by the Father and the Son to apply to mankind the saving work of Christ. He enlightens the minds of sinners, awakens in them a recognition of their need of a Savior and regenerates them (gives them new life). At the point of salvation He permanently indwells every believer to become the source of assurance, strength and wisdom, and He uniquely endows each believer with gifts for the building up of the body. The Holy Spirit guides believers in understanding and applying the Scripture. His power and control are applied by faith, making it possible for the believer to lead a life of Christlike character and to bear fruit to the glory of the Father.

## **THE BIBLE**

*2 Timothy 3:16; 2 Peter 1:21*

The sole basis of our belief is the Bible, composed of the sixty-six books of the Old and New Testament. We believe that the Scripture in its entirety originated with God, and that it was given through the instrumentality of chosen men. Scripture thus one and at the same time speaks with the authority of God and reflects the backgrounds, styles and vocabularies of the human authors. We hold that the Scriptures are infallible and without error in the original manuscripts. They are the unique, full and final authority on all matters of faith and practice, and there are no other writings similarly inspired by God.

## **SALVATION**

*Romans 3:23; 5:8; Ephesians 2:1, 8-9*

The central purpose of God's revelation in Scripture is to call all people into fellowship with Himself. Originally created to have fellowship with God, man defied God, choosing to go his independent way, and was thus alienated from God and suffered the corruption of his nature, rendering him unable to please God. The fall of man took place at the beginning of human history, and all individuals since have suffered these consequences and are thus in need of the saving grace of God. The salvation of mankind is, then, wholly a work of God's free grace, not the result, in whole or in part of human works or goodness, and must be received by faith on an individual basis. When God has begun a saving work in the heart of any person, He gives assurance in His Word that He will continue performing it until the day of its full consummation.

## **HUMAN DESTINY**

*1 Thessalonians 4:16-17; Hebrews 9:27*

Death seals the eternal destiny of each person. For all mankind, there will be a resurrection of the body into the spiritual world, and a judgment that will determine the fate of each individual. There is an eternal state of punishment for the unsaved and an eternal state of blessing for the saved. Those who have trusted Christ will be received into eternal communion with God and will be rewarded for works done in life.

## **THE CHURCH**

*Acts 2:42; Romans 12:1-6*

The result of union with Jesus Christ is that all believers become members of His body, the church. There is one true church universal, comprised of all those who have trusted Jesus Christ as Savior and Lord. The Scripture commands believers to gather together to devote themselves to worship, prayer, teaching of the Word, observance of baptism and communion as the ordinances established by Jesus Christ, fellowship, service to the body through development and use of talents and gifts, and outreach to the world. Wherever God's people meet regularly in obedience to this command, here is the local expression of the church. Under the watch-care of elders and other supportive leadership, its members are to work together in love and unity, intent upon the ultimate purpose of exalting Christ for the glory of God and the fulfillment of Christ's Great Commission

## **FAITH and PRACTICE**

*1 Corinthians 10:24, 31; 2 Timothy 3:16-17*

Scripture is the final authority in all matters of faith and practice. We recognize that it cannot bind the conscience of individuals in areas where Scripture is silent. Rather, each believer is to be led in those areas by the Lord, to whom he or she alone is ultimately responsible.

**VERSION UPDATE NOTES:**

**v1.0 (2009)**

- First Release of 24 combined lessons

**v1.1 (2010)**

- Broke lessons down into 10 lesson segments. One for each quarter of the year.
- First Release of Lessons 1-10 in English & Spanish
- Spelling corrections.
- Added Group Discussion Questions interspersed within each lesson.
- Changed name to "*School of Multiplying Leaders*"
- Added Accountability Questions

**v1.1.1 (February 2011)**

- Made formatting more consistent
- Revised Hand Illustration on Lesson 4
- First Release of Lessons 11-20 in English & Spanish
- Updated Accountability Questions
- Added SI Overview
- Added *SML* Multiplication Chart
- Added 10 Steps with illustrations

**v1.2.0 (2012)**

- Enlarged 10-Steps Illustrations
- Added large "Q2" on cover
- Added Coordinator contact info, Group member names & contact information, Location to meet with time and day, Scripture quantity and location to read
- Added Attendance Record & Bible Reading Log
- Revised Scope and Sequence for *SML*
- Added Completion Checklist
- Updated Accountability Questions
- Added Family Leadership Tree with Cell Church Plants
- Added SI Tract Tool

**STRATEGIC IMPACT**  
*P.O. Box 830337*  
*RICHARDSON, TX 75083*  
[WWW.TOUCHINGEVERYNATION.COM](http://WWW.TOUCHINGEVERYNATION.COM)

© Copyright, Strategic Impact. No changes may be made to this manual, but you may freely copy and distribute without making changes to content.