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***SCHOOL OF  
MULTIPLYING LEADERS.®  
“LEAD & LAUNCH THE GREAT COMMISSION”***

***STAGE 2***

***v2.0*** (2015)

***STRATEGIC IMPACT***  
P.O. BOX 1901, DENTON, TX 76202  
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## **INTRODUCTION & WELCOME**

God's blessings upon you as you continue through the School of Multiplying Leaders! As you continue to grow and put into practice the practical and spiritual truths you are receiving through this training, you will truly be LEADING and LAUNCHING the Great Commission! We encourage you to persevere and encourage your fellow workers in the gospel to continue on toward the embodiment of the Great Commandment - to love God and love your neighbor - as we work together to fulfill the Great Commission to make disciples of all nations!

In Stage 1 of the School of Multiplying Leaders, we evaluated the previous work done in the Leadership Thrust and with the School of Multiplying Church Planters. We also discussed various specifics in the following categories: Global Vision, The Playbook, Church Planting Movements, Leadership, Business as Mission, and the Ministry Map... along with the foundational pursuit of Christ through a deep devotional life.

In Stage 2 (as well as the remaining Stages), we will follow the same pattern. We will evaluate what has been done, and then grow in understanding and application of some new truths as we pursue the Biblical model of Leadership Development, Disciplemaking, and Church Planting.

Our heart's desire is *"to offer every person the only hope of eternal life in Jesus Christ."* The only way this can happen worldwide is for multiplication to take place at every level: Leaders, Disciples, Churches, and Movements. *Every Generation to the Fourth Generation!*

So join us as we *"press on toward the goal for the prize of the upward call of God in Christ Jesus!"* (Philippians 3:14)

And remember: *"Him we proclaim, warning everyone and teaching everyone with all wisdom, that we may present everyone mature in Christ. For this I toil, struggling with all his energy that he powerfully works within me."* (Colossians 1:28-29)

May God continue to bless you, and others through you!

*The Strategic Impact Leadership Team*

SML COMPONENTS	School of Multiplying Leaders STAGE 1	School of Multiplying Leaders STAGE 2	School of Multiplying Leaders STAGE 3
<b>EVALUATION</b>	<ol style="list-style-type: none"> <li>1. What did we want to accomplish?</li> <li>2. What did we do well?</li> <li>3. How can we improve?</li> <li>4. What is next?</li> </ol>	<ol style="list-style-type: none"> <li>1. What did we want to accomplish?</li> <li>2. What did we do well?</li> <li>3. How can we improve?</li> <li>4. What is next?</li> </ol>	<ol style="list-style-type: none"> <li>1. What did we want to accomplish?</li> <li>2. What did we do well?</li> <li>3. How can we improve?</li> <li>4. What is next?</li> </ol>
<b>COACHING</b>	<p><b>DEVOTIONAL: Personal Development GLOBAL VISION</b></p> <ul style="list-style-type: none"> <li>• God and His glory</li> <li>• God and You</li> <li>• God and His world</li> </ul> <p><b>PLAYBOOK</b></p> <ul style="list-style-type: none"> <li>• Who are we?</li> <li>• Why do we exist?</li> </ul> <p><b>CHURCH PLANTING MOVEMENTS (CPM)</b></p> <ul style="list-style-type: none"> <li>• Permeated with prayer</li> <li>• Decentralized training</li> </ul> <p><b>LEADERSHIP</b></p> <ul style="list-style-type: none"> <li>• What is Leadership?</li> <li>• What is a leader?</li> </ul> <p><b>BUSINESS AS MISSION (BAM)</b></p> <ul style="list-style-type: none"> <li>• Overview of concept</li> <li>• Every Generation to the 4th Generation</li> </ul> <p><b>MINISTRY MAP</b></p> <p><b>OTHER (as needed)</b></p>	<p><b>DEVOTIONAL: Personal Development GLOBAL VISION</b></p> <ul style="list-style-type: none"> <li>• A vision of reproducing multiplying disciples</li> <li>• SI process for producing multiplying disciples (the Discipleship Tool)</li> <li>• Your church as a Great Commission Training Center</li> </ul> <p><b>PLAYBOOK</b></p> <ul style="list-style-type: none"> <li>• How do we behave? 3 Core Values</li> </ul> <p><b>CPM</b></p> <ul style="list-style-type: none"> <li>• Train for faithfulness - "Doers of the Thing"</li> </ul> <p><b>LEADERSHIP</b></p> <ul style="list-style-type: none"> <li>• What does a leader do?</li> </ul> <p><b>BUSINESS AS MISSION (BAM)</b></p> <ul style="list-style-type: none"> <li>• Explain Joint Venture Partnership</li> <li>• Where are you?</li> <li>• Develop 2 (disciples/church planters/pastors)</li> </ul> <p><b>MINISTRY MAP</b></p> <ul style="list-style-type: none"> <li>• Help your 2 (G<sup>2</sup>) find their 2 (G<sup>3</sup>)</li> </ul> <p><b>OTHER (as needed)</b></p>	<p><b>DEVOTIONAL: Personal Development GLOBAL VISION</b></p> <ul style="list-style-type: none"> <li>• A vision for new churches (Leadership and health)</li> <li>• Vision for growing, healthy families</li> <li>• Vision for community transformation</li> </ul> <p><b>PLAYBOOK</b></p> <ul style="list-style-type: none"> <li>• What do we do?</li> </ul> <p><b>CPM</b></p> <ul style="list-style-type: none"> <li>• Expect/look for new leaders to come from "the Harvest"</li> </ul> <p><b>LEADERSHIP</b></p> <ul style="list-style-type: none"> <li>• Emotional Health of a Leader</li> </ul> <p><b>BUSINESS AS MISSION (BAM)</b></p> <ul style="list-style-type: none"> <li>• Who are potential Joint Venture partners?</li> <li>• Recruit and develop business plan</li> </ul> <p><b>MINISTRY MAP</b></p> <ul style="list-style-type: none"> <li>• Where are you?</li> <li>• Help your G<sup>2</sup> leaders develop their 2 (G<sup>3</sup>) leaders</li> <li>• Insure discipling and starting new cells</li> </ul> <p><b>OTHER (as needed)</b></p>
<b>ACTIONS</b>	<ol style="list-style-type: none"> <li>1. Set alarm to pray daily at 10:02 AM (Luke 10:2) for laborers for the harvest.</li> <li>2. Lead your church team in the SMCP</li> <li>3. Enlist new churches for a new Basic Leadership Thrust in 3 to 4 months.</li> <li>4. Assign topics to teach for the next BLT.</li> <li>5. Make plans for next BLT and the Advanced Leadership Thrust - Servant Leadership: Date? Site? Invitations? Manuals? Budget? Snacks?</li> <li>6. Prayerfully look for potential Business as Mission joint venture partners. - Discuss with Regional BAM Coordinator. Write Business Proposal?</li> </ol>	<ol style="list-style-type: none"> <li>1. Recruit prayer intercessors for the team</li> <li>2. Continue leading your church team in the SMCP</li> <li>3. Enlist new churches for a new BLT in 3 to 4 months</li> <li>4. Assign topics to new leaders to teach BLT</li> <li>5. Make plans for next BLT and ALT (Marriage)</li> </ol>	<ol style="list-style-type: none"> <li>1. Expand intercessors. Assign Prayer coordinator</li> <li>2. Continue leading your church team in the SMCP</li> <li>3. Enlist new churches for a new BLT in 3 to 4 months</li> <li>4. Assign topics to new leaders to teach BLT</li> <li>5. Make plans for next BLT and ALT (Business as Mission)</li> <li>6. Make plans to expand to 1) new area of city, or 2) new city, or 3) village, or 4) province: VS and first LT</li> </ol>

SML COMPONENTS	School of Multiplying Leaders STAGE 4	School of Multiplying Leaders STAGE 5	School of Multiplying Leaders STAGE 6
<b>EVALUATION</b>	<p>1. What did we want to accomplish? 2. What did we do well? 3. How can we improve? 4. What is next?</p>	<p>1. What did we want to accomplish? 2. What did we do well? 3. How can we improve? 4. What is next?</p>	<p>1. What did we want to accomplish? 2. What did we do well? 3. How can we improve? 4. What is next?</p>
<b>COACHING</b>	<p>DEVOTIONAL: Personal Development GLOBAL VISION</p> <ul style="list-style-type: none"> <li>• City transformation</li> <li>• Reaching your country/region</li> </ul> <p>PLAYBOOK</p> <ul style="list-style-type: none"> <li>• How do we succeed? (CPM)</li> <li>• Keep everything clear, simple and transferable</li> <li>• Everyone must be involved in evangelism all the time</li> </ul> <p>LEADERSHIP</p> <ul style="list-style-type: none"> <li>• Build leader coalitions</li> <li>• "Moving the Boulder" (BAM)</li> <li>• Launch Joint Venture Partnership</li> </ul> <p>MINISTRY MAP</p> <ul style="list-style-type: none"> <li>• Where are you?</li> <li>• Help G<sup>2</sup> leaders to help G<sup>3</sup> leaders to identify and start training G<sup>4</sup> leaders.</li> </ul> <p>OTHER (as needed)</p>	<p>DEVOTIONAL: Personal Development GLOBAL VISION</p> <ul style="list-style-type: none"> <li>• A vision and strategy to reach the world (350 strategic cities)</li> </ul> <p>PLAYBOOK</p> <ul style="list-style-type: none"> <li>• What is most important right now?</li> </ul> <p>CPM</p> <ul style="list-style-type: none"> <li>• Empower and release leaders</li> <li>• Do not create dependency</li> <li>• Unreached People Groups</li> </ul> <p>LEADERSHIP</p> <ul style="list-style-type: none"> <li>• Vision, Strategy, Motivation, Tools</li> </ul> <p>BUSINESS AS MISSION (BAM)</p> <ul style="list-style-type: none"> <li>• Micro finance partnerships</li> </ul> <p>MINISTRY MAP</p> <ul style="list-style-type: none"> <li>• Where are you?</li> <li>• Help G<sup>2</sup> leaders to help G<sup>3</sup> leaders to help G<sup>4</sup> leaders start new churches.</li> <li>• Make sure all leaders are evangelizing and discipling</li> </ul> <p>OTHER (as needed)</p>	<p>DEVOTIONAL: Personal Development GLOBAL VISION</p> <ul style="list-style-type: none"> <li>• Sending teams to the world</li> </ul> <p>PLAYBOOK</p> <ul style="list-style-type: none"> <li>• Who is responsible for what on the team?</li> </ul> <p>CPM</p> <ul style="list-style-type: none"> <li>• Threats to a CPM</li> </ul> <p>LEADERSHIP</p> <ul style="list-style-type: none"> <li>• Endurance of a Leader</li> </ul> <p>BUSINESS AS MISSION (BAM)</p> <ul style="list-style-type: none"> <li>• Training BAM teams to multiply</li> </ul> <p>MINISTRY MAP</p> <ul style="list-style-type: none"> <li>• Where are you?</li> <li>• Different Ministry Maps for different levels</li> </ul> <p>OTHER (as needed)</p>
<b>ACTIONS</b>	<p>1. Develop "Concert of Prayer" for your city 2. Continue leading your church team in the SMCP 3. Enlist new churches for a new BLT in 3 to 4 months. 4. Assign topics to new leaders to teach BLT 5. Make plans for next BLT and ALT 6. Appoint and assign to SI Team to continue work in original location 7. Develop and expand ministry in new area.</p>	<p>1. Set up prayer communication network 2. Continue leading your church team in the SMCP 3. Enlist new churches for a new BLT in 3 to 4 months in the new area 4. Assign topics to new leaders to teach BLT 5. Make plans for next BLT and ALT 6. Start SML with Local SI Team</p>	<p>1. Expand intercessors. 2. Continue leading your church team in the SMCP 3. Help teams in the new area to continue the SI Process 4. Plan a Fan the Flame 5. Develop a 5 year plan</p>

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*STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS*  
**EVALUATION: "AFTER ACTION REVIEW"**

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. What was our Goal? What did we want to accomplish?

. What did we do well? What worked?

. How can we improve? What did not work?

. What are our next steps? Who is responsible for each one?



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**STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS**  
**COACHING: “PERSONAL DEVELOPMENT”**

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Ask the team and discern what is most needed in their personal development. Refer to lessons in the *SML TOOLBOX* on our website as needed. If you develop a new tool, please submit it so we can add it to the *SML TOOLBOX*.

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*STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS*  
**COACHING: “A VISION FOR REPRODUCING MULTIPLYING DISCIPLES”**

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The vision of Strategic Impact is *To offer everyone on earth* (all 7 plus billion people) *the only hope of eternal life in Jesus Christ*. This is what God wants! (1 Timothy 2:4-5) This is what the Lord told us to do: “Go into all the world and proclaim the gospel to the whole creation.” (Mark 16:15). It is why He sent His Son, the Lord Jesus Christ to die for sins, and raised Him to life again, so that everyone has the opportunity to receive eternal life by faith in Him.

This Vision is a huge task! No one person will ever be able to do this alone. No one church can do it? No group of churches can do it. If you or your church did nothing but evangelize people all day long, 24 hours a day, 7 days a week, you would never be able to complete the task of giving everyone the Gospel. It is impossible.

Yet that is exactly what God has called us to do. Would Jesus give us a task to accomplish that is impossible? No. All things are possible with God and this task of evangelizing every person in the world is possible. But, we must accomplish it in the way that He intends - through making multiplying disciples!

Through your training at Strategic Impact you are already very familiar with the power of exponential multiplication. We must never lose sight of this most important aspect of our ministry.

Our slogan is “SI Multiplies!” If we focus on multiplying at every level to the 4th generation, we can literally fulfill the Great Commission.

**DISCUSSION QUESTIONS:** *Do you sincerely believe that we can literally fulfill Christ’s Great Commission in our lifetime? Why or why not?*

These are the ways that we must give ourselves to multiply:

**First**, we must multiply **at every level**. What are the levels we must multiply?

• We multiply **leaders**. We train pastors and leaders of churches in strategic cities across the world.

- We multiply **disciples**. These trained leaders evangelize and disciple people for the purpose of making them into multiplying disciples. Every Christian will not necessarily be a leader, but every Christian must be a multiplying disciple!

**DISCUSSION QUESTIONS:** *Do you believe that every believer must be a multiplying disciple? How can we work to make this happen in our churches?*

- We multiply **churches**. As multiplying leaders make multiplying disciples, then churches will happen. We do not concentrate on starting churches; we concentrate on making multiplying disciples. As we make multiplying disciples, then churches result. This is the pattern of the New Testament. This is how they fulfilled the Great Commission. Our focus is not on planting churches, but on planting *missional and multiplying churches!*
- We multiply **movements**. As leaders, disciples and churches multiply then movements begin - the Gospel spreads to the whole community, then to the whole region and eventually to the whole world. Only in this way will we ever give everyone the opportunity of hearing about the only hope of eternal life in Jesus Christ.

**Second, we multiply to the 4th generation.** Remember Paul's prescription in 2 Timothy 2:2: "and what **you**<sup>2</sup> (Timothy) have heard from **me**<sup>1</sup> (Paul) in the presence of many witnesses entrust to **faithful men**<sup>3</sup> who will be able to teach **others**<sup>4</sup> also."

Every leader, disciple and church would commit to multiplying to the 4th generation, then disciple making/church planting movements would explode to saturate the whole world with the Good News of Jesus Christ!

The heart of our movement is to concentrate on multiplying to the 4th generation at every level! Only when you have 4th generation leaders, disciples and churches who are multiplying will you be successful.

**DISCUSSION QUESTIONS:** *Why is it so important that we keep our eye on the 4th generation - the "others also" of 2 Timothy 2:2? How do we insure that the 4th generation multiplies in our ministry?*

As your church develops the priority and works the process of multiplying disciples and new churches to the 4th generation, then it will become a **Great Commission Training Center**. Too often this is not the case. Many churches set their goal to become large with many people, great preaching, wonderful worship experiences and many good programs. These things can be very good and minister to people in beneficial ways. But they do not necessarily result in making multiplying disciples who reach lost people with the Gospel and start new multiplying churches!

**DISCUSSION QUESTIONS:** *Give an honest evaluation of your church. Is it a Great Commission Training Center? What practical steps will you take to turn your church into a Great Commission Training Center?*

Values are the truths that you believe are most important in life.  
Our values guide our behavior.

When we live in a manner that is consistent with our values, we experience INNER PEACE and a CLEAR CONSCIENCE. When we violate our values, we experience INNER CONFLICT and GUILT.

*DISCUSSION QUESTIONS: What are some of the VALUES that you treasure in your own life?*

STRATEGIC IMPACT embraces 3 core values that create the very foundation for the way we behave:

- LOVE
- PASSION
- STRATEGIC INTENTIONALITY

**LOVE: a mutual commitment to the highest welfare of each other**

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

That means: If you cannot do something from a motive of love, then don't do it at all.

**“arm-locker”**

We conclude every Strategic Conference by “locking arms” and making a VOW to God to either reach our nation with the gospel of Christ, or die trying.

By “locking arms” together, we are making a commitment both to God, and to each other, that we will function as a TEAM.

We are committed to living our lives according to love, and “locking arms” to reach our world.

*DISCUSSION QUESTIONS: Why is love at the very TOP of God's priorities?  
How can you subordinate everything you do to “the law of love”?*

## **PASSION: “in love” with Jesus**

There were one, and only one quality, that I could give to every member of our Strategic Impact Team, it would be PASSION. The word PASSION literally means a burning fire.”

I am confident you have met people who “glow” with the fire of PASSION. It is obvious to anyone who knows them.

PASSION for Christ is the only thing that can carry us through a lifetime of ministry challenges.

**DISCUSSION QUESTIONS:** *Why is this true?*

Here’s what it is NOT:

It is NOT you attempting to ignite the fire. God is already a “consuming fire” (Hebrews 12:29) All you have to do is RESPOND to the fire of God!

“We love Him, because He first loved us.” (1 John 4:19) Our love is only a response to HIS love.

**DISCUSSION QUESTIONS:** *What can we do to “fan into flame” the FIRE of God in our lives?*

And I’ll tell you something else: Do you want to live a life of PURITY that is PLEASING to God? *“Love for Jesus will conquer a thousand sins in your life!”*

Pray this prayer with me:

*“Father, thank You for reaching out to love us while we were still enemies of the cross. Thank You that Your very essence is love.*

*I so invite You today to FILL ME from head to toe with Your love. May THE consuming passion of my life be to LOVE YOU with all of my heart.*

*And if I could ask for one thing more: Father, would you give me YOUR HEART for the lost?*

*Break my heart for the things that break Your heart.  
Give me Your burden for souls.*

*If I never do anything else in life, Oh God, make me to be an instrument of  
Your love to every person I touch.*

*In Jesus' Name,  
Amen."*

### **STRATEGIC INTENTIONALITY: being a “doer of the thing”**

The third value that we treasure is STRATEGIC INTENTIONALITY. That means that we wrap all of our activities around ONE GOAL in life: “reaching the world for Christ”

Paul makes an autobiographical statement about his own life that challenges me to think more: *“I do all things for the sake of the gospel, so that I may become a fellow partaker of it.”* - 1 Corinthians 9:23

“Everything I do in life,” says Paul, “I do for the overall purpose of reaching the maximum number of people for Christ!”

In a very literal sense, I believe that Paul EVALUATED HIS LIFE, and EVERY AREA OF IT, and if an area of his life did not DIRECTLY CONTRIBUTE to REACHING PEOPLE FOR CHRIST, I believe that Paul took that area of his life, and voluntarily SAID IT ASIDE, so that he could say in truth: “I do all things for the sake of the gospel.

**DISCUSSION QUESTIONS:** *How can you & I follow Paul's example by “doing all things for the sake of the gospel”?*

So, look at the structure of Strategic Impact:

- Training LEADERS, to
- Multiply DISCIPLES, who
- Ignite Church-Planting MOVEMENTS

Therefore, if an activity does not DIRECTLY CONTRIBUTE to these 3 things, WE DON'T DO IT.

All 3 of these are based upon one principle: **MULTIPLICATION**

LEADERS who multiply DISCIPLES who multiply CHURCHES that multiply MOVEMENTS.

We call the people who live lives of STRATEGIC INTENTIONALITY “Doers of The Thing” They are not just “talking about it” –they are actually GETTING THE JOB DONE!!

We don't need an ARMY of “talkers.” We need an ARMY of “Doer of The Thing”!!!

**DISCUSSION QUESTIONS:** *Will you commit yourself today to become a “doer of the thing”?*

### **SUMMARY:**

What are the CORE VALUES that guide the behavior of Strategic Impact?

#1, LOVE: “Arm Locker”

#2, PASSION: “On Fire”

#3, STRATEGIC INTENTIONALITY: “Doer of The Thing”

invite you to embrace these values for your own life!



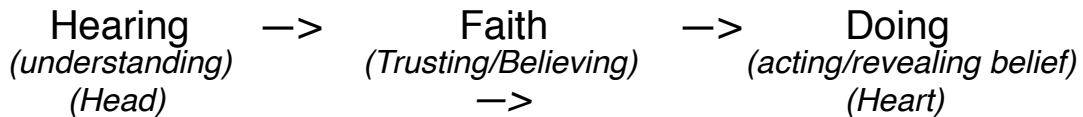
Somewhere in the past, the focus of discipleship subtly shifted from growing in faithful obedience to information and knowledge - but this threat to genuine faith has always been present. It is explained in the book of James. [**READ:** James 1:22-25]

### **Hearing, Believing, Doing**

Hearing is important! It is necessary! We must invest the truth into those whom we are disciplining toward maturity!

Remember, “Faith comes from hearing, and hearing through the word of Christ.” - Romans 10:17.

We must hear truth in order to embrace it! We must hear to understand. We must understand in order to obediently follow. But ‘hearing’ is the first step of the journey. Faith COMES from hearing. Faith is DISPLAYED by action... by doing.



What you **do** will reveal what you really **believe**.

In Discipleship, we should never be fully satisfied that someone has full understanding or full belief until they display that truth through action. We train for **faithfulness**, not just knowledge.

**DISCUSSION QUESTIONS:** How does Doing reveal belief? What is the relationship you see between hearing, believing, and doing in your local church? In your discipleship relationships?

### **Known by Fruit**

**READ:** Luke 6:43-45

Trees and people are both known by their fruit. By their produce. By what comes out of them over time. As Christ continues to work in a disciple’s life, his life fruit should be transformed and produce more and more fruit of the Spirit: love, joy, peace, patience, kindness, goodness, faithfulness, gentleness, self-control. These are outward display of the inward working of the Spirit. Additionally, the commands of Christ - such as the Great Commandment and the Great Commission - should become more and more central to the believer’s life.

This is why we answer the question, "WHO WE ARE" by saying we are a "movement". Members of a movement are involved because of internal conviction... not external reward. They are doers because they are true believers. The fruit of their lives and actions display their belief.

**READ:** James 2:14-26

This is sometimes considered a controversial passage, but it is not saying that works save us. We know that is not true from any of the following passages (*for your review later*): Ephesians 2:8-9; Titus 3:5; Romans 3:22-30, 5:1, 9, 9:30-33, 10:4-16, 11:6; Galatians 3:16-21, 3:5-24; 2 Timothy 1:9, 16; John 3:16; Philippians 3:9; Acts 15:8-9, 11

James is talking about genuine faith. Not just speaking something with your mouth, but truly believing it in your heart and revealing that belief through actions which are consistent with your belief.

Here is a familiar parable Christ told in Luke 8 about sowing seeds. He explains the parable in verses 11-15.

The seed (the word of God v11) was sown. v12 - people heard, but the devil took away the word before it took root. v13 - people heard, and received it, but no depth of soil, so it withered. v14 - heard, took root, but was choked out by other competing areas. v15 - heard the word, HELD FAST, bore fruit with patience.

All four groups HEARD the word. Three even began to sprout. But only one produced fruit. There are various views on this parable regarding when salvation takes place. That is not what we are focusing on right now. Look for fruit. Useful fruit. Only ONE soil produced good fruit. Only ONE soil was useable to the Master Sower.

The word that is heard has to penetrate and take hold in order to produce fruit. This is faithfulness. This is obedience.

**DISCUSSION QUESTIONS:** *How do works reveal belief? Can you describe the relationship of works with faith? Are there any areas of your life where you are not yet useable to the Master Sower? How can you yield to the seed planted in you in these areas?*

### **Doers of the Thing**

Here, at Strategic Impact, seek out the faithful - the men and women who reveal their commitment to God's call toward fulfilling the Great Commission by their actions! Many people hear about the Great Commission. Many people get excited about it.

Many people talk about it. Few are truly “DOERS of the THING” who give themselves fully to the calling!

We demonstrate love for God when we keep His word. (John 14:21, 23-24). Similarly, we demonstrate ownership of the vision of fulfilling the Great Commission by making and maturing multiplying disciples and training others to do the same. Not just talking about evangelism, but doing it. Not just talking about the importance of discipleship, but discipling believers toward maturity. Not just talking about the importance of planting a new church, but planting one. Not just discussing the importance of equipping new leaders, but training them.

Are YOU a “Doer of the Thing”? Seek others who are as well and train them in multiplication! Leaders, Disciples, Churches, Movements! SI MULTIPLIES!

**DISCUSSION QUESTIONS:** *Are you TRULY a “Doer of the Thing”? Of the leaders you are equipping, which are “Doers of the Thing” and which are not? How can you challenge those who are not to become “Doers”?*

As we seek to start a movement to make multiplying disciples who plant multiplying churches, there will be many who speak strongly about their commitment, but do not prove to be faithful by their actions over time. Many may begin, but the reality is that some will not continue in the movement. Do not be surprised that this is the case! Expect attrition! As in the case of the Parable of the Sower, rather than being discouraged by those who do not prove faithful and committed by their actions, keep preaching and training people to seek out the “doers of the thing” - those who produce the fruit of the ministry. Then invest your time, energy and resources in these faithful people who will become leaders of the movement! This is equipping the faithful few to reach the many!

**DISCUSSION QUESTIONS:** *Who are those whom you have trained that are proving to be faithful “doers of the thing.” How will you invest more time, energy and resource with these faithful people?*

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STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS  
**COACHING: “ LEADERSHIP - WHAT DOES A LEADER DO?”**

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It's amazing how many resources are available on Leadership Theory, or Principles of Leadership, or some study of Leadership, and yet, it seems very difficult to find a straightforward explanation of: “What do leaders **actually do?**”

You may have asked yourself: *“I know that I have the **title** of leadership, or **position** of leadership; but what am I supposed to **DO** as a leader?”*

In this lesson we will consider several actions of effective leaders:

**. Leaders CAST VISION: “*WHERE are we going?*”**

Like an artist, leaders “paint a picture” of FUTURE REALITY that is so clear, that others can SEE the VISION, and want to participate in it.

Your role as a VISION-CASTER is to say to your people:  
**“This is where we are going!”**

Most people do not look past today. The need is for Christian Leaders who possess a clear vision from the very heart of God to clearly communicate that vision to their people.

Proverbs 29:18 tell us: *“Where there is no vision,  
the people do not control themselves.”*

In other words, where there is no vision, there is a lack of GUIDANCE. All people need leaders who can see the right DIRECTION, and then, GUIDE those people in that direction.

**. Leaders deploy a STRATEGY: “*HOW will we get there?*”**

Once the VISION has been clearly IDENTIFIED and COMMUNICATED, the next task for a Leader is to DEVELOP and DEPLOY a STRATEGY.

A 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 good chess player, the leader asks himself: *“Where will this decision take us 20 years from now?”*

**DISCUSSION QUESTIONS:** *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!

**. 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.”*

Our primary focus as a Christian 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.”*

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

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

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

**. 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 - even 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 QUESTIONS:** 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?

Heraclitus, a Greek philosopher, said: “Character IS destiny.” Character DETERMINES destiny. WHO you are determines WHAT you do in life. Trust is a 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.**

Ministry takes money. We want every strategic city which has a self-multiplying Strategic Impact team to also have a Joint Venture Business as Mission Partnership. This Joint Venture Business partner will help provide the funds necessary for the team to carry out their ministry of multiplying the Great Commission movement in their city and region. Your SI team must take certain steps in order to form this Joint Venture Partnership:

- The **first step** in this process is for the SI local team in each city to work with the SI national director to find a potential Joint Venture Business Partner. This business partner should be a Christian who has a Great Commission mindset. They should also be someone who is connected to a church involved with Strategic Impact if at all possible. In this way they will share the values and the relationships with others who are working for the Great Commission through SI in their city. The SI team will work with the partner to complete the Joint Venture Business Proposal. (See Stage 1 information). The Business Proposal must be as thorough as possible. It should include as much of the following information that is available:
  - A. Nature of the business.
  - B. Estimated profit and loss from the business.
  - C. Potential market research for goods and services.
  - D. Budgets
  - E. All financial reports for the business (if it already exists).
  
- The **second step** is to send the proposal by email to the United States Strategic Impact Regional Business as Mission team. This is a team of business leaders committed to Strategic Impact for that region. This team will evaluate the Business Proposal to see if it is a viable possibility to move forward. Things that will be considered are
  - A. the nature of the business,
  - B. the potential for the business to grow and be profitable,
  - C. the capital needed to start the business or grow an existing business,
  - D. the personnel, equipment, materials and other needs required by the business.The team will also determine if more information is needed before proceeding. After evaluating these and other factors, if the team determines that it is a good potential Joint Venture Partnership, then the next step is taken.



- . In the **third step** the U.S. Regional BAM team will appoint a Facilitator from their team to schedule Skype calls with the national director and the potential Joint Venture business candidate. The purpose of these calls will be to
  - A. clarify the business proposal to see if the Joint Venture business candidate shares the vision and goals for the Joint Venture Partnership.
  - B. identify any further needed information to make a clear evaluation of the potential success of the partnership.

Once the needed information is gathered and the BAM Facilitator is satisfied that this is a good potential partnership, he (or she) will recommend this to the Regional Team.

- . The Regional BAM team will then submit the proposal to the U.S. General BAM oversight team for final approval. If they agree, then the last step will take place.
- . A partner agreement, contract, company registration, legal documents and accountability relationships will be developed. This will likely involve on site visits and work together by the U.S. BAM regional team representative(s). Funding and consultation issues will be determined. Ongoing relationships and accountability, reporting issues will be developed and maintained.

**DISCUSSION QUESTIONS:** *In light of this process, what are the next steps your team needs to take in the Joint Venture Business as Mission Process?  
Who will be responsible for carrying out these steps?*

**ission Statement**

**ision Statement**

**usiness Goals**

**rief history of the Business.**

**ist of the Principles of the Company**

**escribe perspective of the business industry**

**efine the critical needs that you perceived from/ or in the existed market.**

**entify your Market.**

**rovide a general profile of your potential clients.**

**escribe what part of the Market you have now or/and anticipate having.**

**Description of the Products and Services:**

**Explain in what form your products and service are competitive.**

**Organization and Management**

**Describe the Legal structure of your Business**

**Identify the Licenses or/and permission that your business operates**

**Brief biography about the main administrators of the company.**

**Marketing and Sales Strategy**

**Channels of Distribution.**

**Sales Strategy**

**Initial Capital Investment Needed**

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**STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS**  
**COACHING: “MINISTRY MAP - 4TH GENERATION MULTIPLICATION”**

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Someone asked the famous physicist Albert Einstein: “*What is the most powerful concept you have ever heard of?*”

Without hesitation, he answered: “**Compound Interest!**” Why would he answer in this way? Because it simply is a marvelous concept.

For example, a person invests \$5000 in an account that makes interest when they are 10 years old. They never touch the money again. Each year the account earns 8%. When they reach the age of 65 the original \$5000 would yield \$180,000. How does it work? In year 1, \$5000 earns 8%, or \$400, for a total in the account of \$5400. In year 2, \$5400 earns 8%, or \$432. Now the total amount in the account is \$5832 after 2 years. Each year this amount keeps growing and multiplying with amazing results.

Jesus wants us to take the magic of “compound interest” and apply the SAME PRINCIPLE to the MINISTRY. In fact, “compounding multiplication” was His original idea. He told two parables illustrating how the kingdom would grow – the Parable of the Mustard Seed and the Parable of the Leaven in the Loaf. (*Read Luke 13:18-21*).

**DISCUSSION QUESTIONS:** *How does the kingdom start so small and grow to have such a large impact as these parables suggest?*

Something starts small and becomes disproportionately large through the power of compounding multiplication!

That is why we apply the SAME PRINCIPLE to the MINISTRY with our SI tool, the *Ministry Map*.” This simple tool enables us to harness the power of multiplication and keeps our focus on multiplication – to the 4<sup>th</sup> generation.

### **WHAT is 4th-Generation Multiplication?**

The ministry map is a simple tool that will help you keep track of the multiplication process to the 4<sup>th</sup> generation. You have already been exposed to the 4<sup>th</sup> generation concept based on 2 Timothy 2:2.

**DISCUSSION QUESTIONS:** How is “multiplication to the 4th generation” a **BIBLICAL CONCEPT**?

**WHY is 4th-Generation Multiplication essential?**

because it is the only biblical method that has the potential of reaching the world for Christ in one lifetime.

Whoever sustains multiplication to the fourth-generation **WILL** fulfill the Great Commission! We don't just focus on training leaders who make disciples that plant churches. That is only addition! We focus on training leaders **TO THE 4<sup>TH</sup> GENERATION** who make disciples **TO THE 4<sup>TH</sup> GENERATION** that plant churches **TO THE 4<sup>TH</sup> GENERATION**.

**DISCUSSION QUESTIONS:** Why is “multiplication to the 4th generation” **THE ONLY METHOD** that has the capability of reaching the world for Christ in one lifetime? **HOW** can we sustain 4th-Generation Multiplication?

Have everyone take a close look at their own personal ministry map, and evaluate where they are in the process.

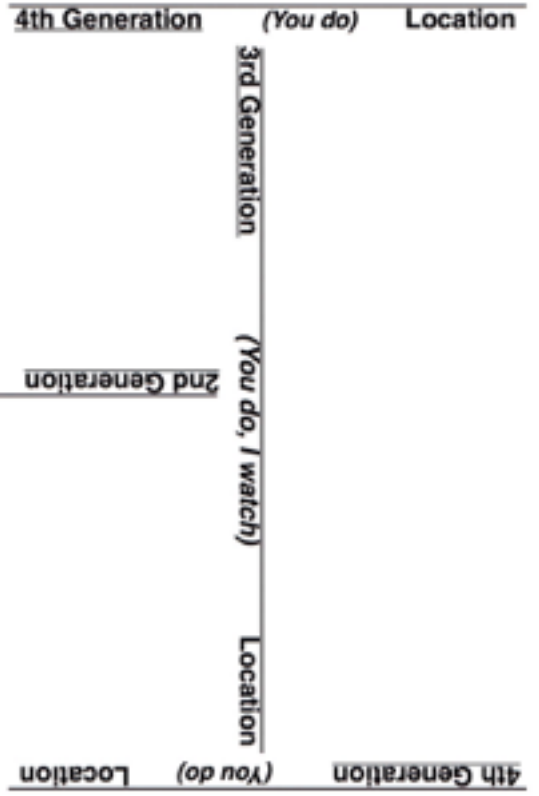
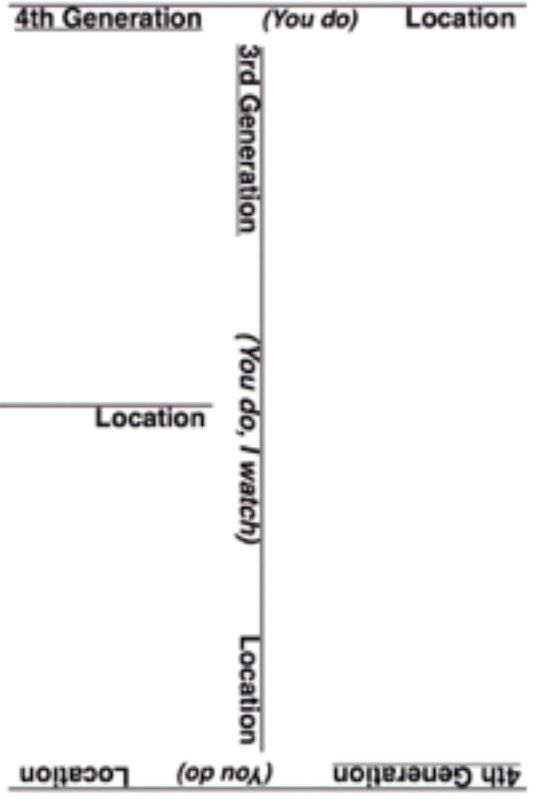
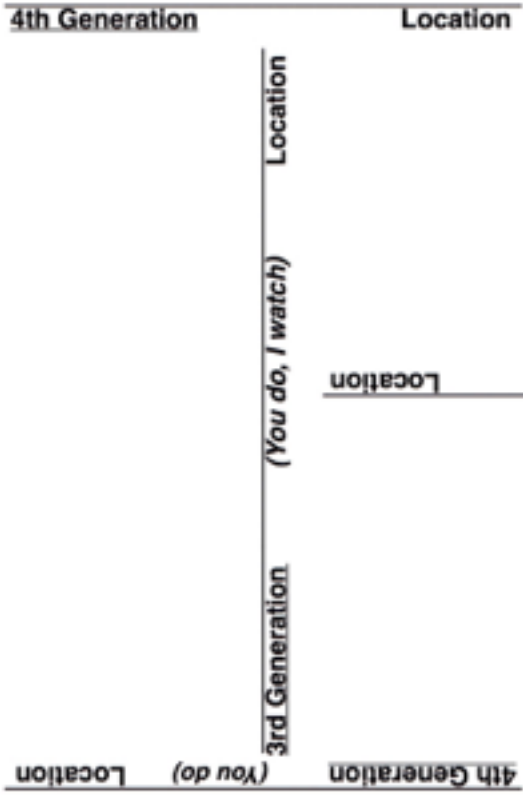
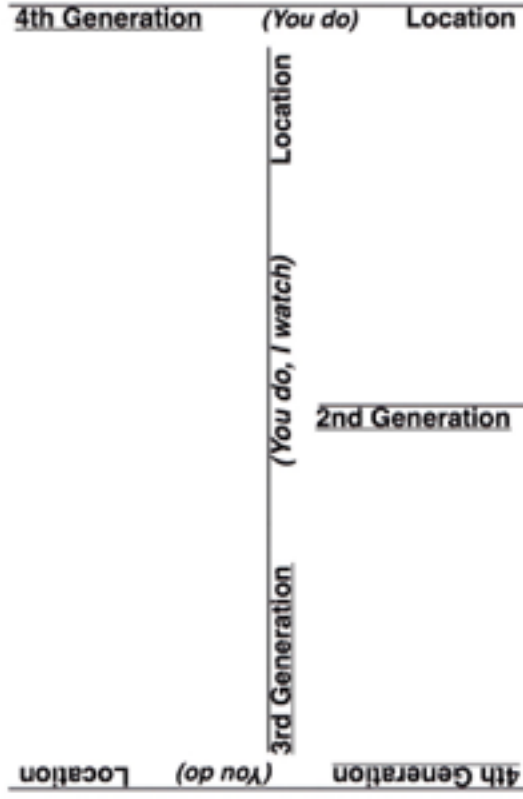
At this point you should be developing your own 2 and helping them to find and disciple their 2. Is this the case for you?

**NOTE:** A “High Capacity Movement Maker” should have up to **FOUR** ministry maps, multiplying at different levels:

1. A ministry map of **PERSONAL DISCIPLES**.
2. A ministry map of **CHURCH PLANTERS**.
3. A ministry map of **MULTIPLYING CHURCHES**.
4. A ministry map of **MOVEMENT MAKERS**.

**DISCUSSION QUESTIONS:** What do you need to do to best help your 2 to find and start developing their 2? Will you commit to making “multiplication to the 4th generation” a **TOP PRIORITY** of your life and ministry? How?

# Ministry Map



**DISCUSSION QUESTIONS:** *What are the main assets and strengths the local SI team has moving forward? How can we use these to their fullest potential?*

**DISCUSSION QUESTIONS:** *What are the main obstacles and weaknesses the local SI team must overcome moving forward? What are possible solutions?*

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*STRATEGIC IMPACT SCHOOL OF MULTIPLYING LEADERS*  
**ACTIONS**

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1. Recruit prayer intercessors for the team.
  
2. Continue leading your church team in the SMCP.
  
3. Enlist new churches for a new *Basic Leadership Thrust* to take place in 3 to 4 months. **Schedule this now.**
  
4. Assign topics to **new leaders** teach for the coming *Basic Leadership Thrust*.
  
5. Make plans for the next *Basic Leadership Thrust* and the *Advanced Leadership Thrust* (Servant Leadership) in 3 to 4 months:
  - A. Dates
  - B. Sites
  - C. Invitations
  - D. Manuals and Materials needed
  - E. Budget
  - F. Snacks
  - G. Who will lead, teach and coordinate?
  
6. Continue to pray and look for potential Business as Mission joint venture business partners.
  - A. Discuss with your Regional BAM coordinator who this might be.
  - B. Interview the potential Joint Venture Partners with your Regional BAM coordinator.
  - C. Work with the potential Joint Venture Partner and your Regional BAM coordinator to update and refine a SI Joint Venture Business Proposal (Tool #1)





# 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**

*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**

*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, there 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**

*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:**

### **1.0 (2009)**

- First Release of 24 combined lessons

### **1.1 (2010)**

- Broke lessons down into 10 lesson segments. One for each quarter of the year.
- Spelling corrections.
- Added Group Discussion Questions interspersed within each lesson.
- Released in Spanish
- Changed name to “*School of Multiplying Leaders*”
- Added Accountability Questions

#### **1.1.1 (February 2011)**

- Made formatting more consistent
- Revised Hand Illustration on Lesson 4
- Corrected page numbers
- Updated Accountability Questions
- Added SI Overview
- Added *SML* Multiplication Chart
- Added 10 Steps with illustrations

#### **1.1.2 (April 2011)**

- Enlarged 10-Steps Illustrations
- Added large “Q1” 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

### **1.2 (2012)**

- Revised Scope and Sequence for *SML*
- Added Completion Checklist
- Updated Accountability Questions
- Added Family Leadership Tree with Cell Church Plants
- Added SI Tract Tool

### **2.0 (2015)**

- Complete revision and realignment of training scope and sequence

**STRATEGIC IMPACT**

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