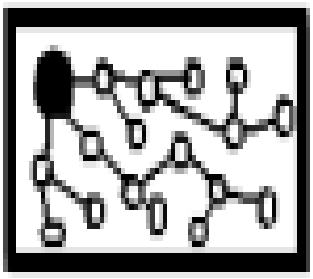
NoPlaceLeft

4-FIELDS

`



LEVEL 3
CHURCH MULTIPLIER

(VERSION 6.0)

NoPlaceLeft ACADEMY

How to start and grow a network of healthy, self-governing, self-sustaining, self-propagating house churches beyond the fourth generation.

NoPlaceLeft 4-Fields: Level 3 Church Multiplier

Copyright © 2023. All rights are reserved.

Please Note: We grant permission for this publication to be used for discipleship purposes. For more information about this publication or to receive training contact NoPlaceLeft.Academy.

Unless otherwise noted, all Scripture quotations taken from the *New American Standard Bible* (NASB)®. Copyright © 1960, 1962, 1963, 1968, 1971, 1972,1973, 1975, 1977, 1995 by the Lockman Foundation. Used by permission. All rights reserved. www.Lockman.org.

All emphasis in Scripture quotations have been added by the authors.

LEVEL 3: TABLE OF CONTENTS

CLASS ORIENTATION 3

INTRODUCTION TO LEVEL 3 4

LESSON 1: 5 LEVELS OF LEADERSHIP 5

LESSON 2: SPIRITUAL LEADERSHIP 9

LESSON 3: LIFECYCLE OF MOVEMENT 12

LESSON 4: LEADERSHIP CIRCLE 18

LESSON 5: (T1) TIMING 20

LESSON 6: (T2) TARGETS 23

LESSON 7: (T3) TOOLS 29

LESSON 8: (T4) TEAMING 32

LESSON 9: (T5) TRAINING 37

LESSON 10: (T6) TRACKING 41

LESSON 11: (T7) TROUBLESHOOTING 45

LESSON 12: (T8) TREASURE 50

LEADERSHIP STRATEGY = 4G+ CHURCHES 54

LEVEL 3 EXAM: 55

NEXT STEPS BEFORE STARTING LEVEL 4 TRAINING 56

CLASS ORIENTATION

ORIENTATION DAY: As a Level 2 Graduate, you already know this is not information-based discipleship like most other programs. Instead, this is obedience-based discipleship training. This involves repeatedly practicing until you develop some skill at something, then setting a GOAL to go out into the real world and do what you practiced. It directly challenges your will to serve and obey the Lord. When you return, the trainer will discuss with you what you did, who you did it with, and what you think you can do better to improve. At the end of this course there is an exam over the material. Those who pass the exam will receive certification.

CERTIFICATION: After you complete all the assignments and pass the exam, your name will be added to the register of certified graduates. This is not an ordination or license to do ministry. This is a valuable certification that Churches and ministries can see to verify you have successfully completed this training. You can put this certification on your resume to help you get a position with or financial support from a mission-minded ministry or Church.

OPENING EACH CLASS: We will open each class with everyone reciting the Vision Statement on the back of the workbook. Be sure to say it like you mean it. Then we will open in prayer. The most effective group size is three to twelve. The group time should be organized in three parts: Look Back, Look Up, and Look Forward.

LOOK BACK (APPROXIMATELY 20-MINUTES): The Look Back is a time for care and accountability. Check attendance, ask about the Disciple's week, and check workbooks to make sure they did the written homework. Then ask each Disciple to briefly describe their experience doing the things they were trained to do. After Looking Back over their homework, turn to the new lesson in the workbook.

LOOK UP (APPROXIMATELY 40-MINUTES): The Look Up is a time for learning the new lesson. Briefly explain the information covering the What, Why, and How of the new lesson. If the new lesson is a Bible study, complete the Say/Teach/Do within 30-minutes.

Remember, this is not a teaching ministry, but an equipping ministry. This kind of learning comes from obedience, experiencing the Spirit's leadership, resulting in wisdom and maturity. Once a little bit of understanding is reached, the trainer should transition the group to the Look Forward portion of the group time.

LOOK FORWARD (APPROXIMATELY 30-MINUTES): The Look Forward is a time for setting a GOAL and practicing the application of the new lesson. This is the main part of the equipping ministry. Guide the Disciples to set specific personal goals based on the lesson.

After setting a goal based on the lesson, the trainer should first give a physical demonstration of how to do the application, then encourage the Disciples to practice it by role-playing with each other. While the Disciples are practicing, the trainer should help them do it better. After the Disciples practice several times, they should be able to do it with minor difficulties. At that point, the trainer should stop helping the Disciples and silently watch them practice. Then give them some godly feedback, telling them what they are doing right and how they can do better. This is equipping them for the work of service (Eph 4:11-12).

Finally, the trainer should praise the group and cast vision for them about how their obedience to God's Word will have a ripple effect impacting individuals, the community, and the world for the glory of God. This is the kind of lifestyle God uses to advance His Kingdom.

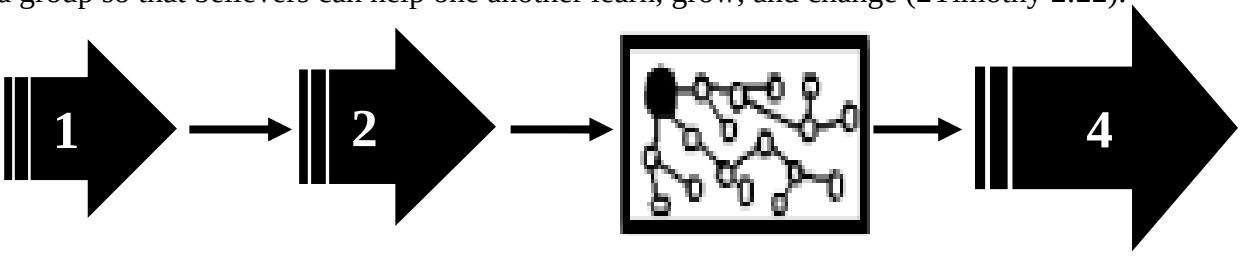
CLOSING EACH CLASS: At the end of each class, everyone should join together again to recite the Vision Statement and prayer. Opening and closing like this will help form a bond within the community.

COURSE TIMEFRAME: Notice, each lesson in these training manuals do not say Week 1, Week 2 and so forth. Instead each lesson is titled: Lesson 1, Lesson 2 and so forth. The reason for this is because you should not try to force each lesson by a calendar. You must build disciples at the speed of the Holy Spirit. If the Holy Spirit wants to spend four weeks or longer on a certain lesson, then go at that speed. To determine this, spend time in prayer for the people you are training and discuss with them how they are applying the lessons in their ministries.

LEVEL 3: INTRODUCTION

As a result of your faithfulness and fruitfulness in Level 1 and Level 2 Training, you should have done at least five things: 1) baptized at least one believer who you lead to Christ, 2) served communion to Disciples at a House of Peace, 3) taken Disciples into the harvest several weeks, 4) taught at least three 3/3 Discipleship groups, 5) turned at least one House of Peace into a healthy Church. Now that you have successfully planted a healthy church, you are ready for Level 3. In this course you will learn how to start multiple churches that give birth to next generation churches to the fourth generation and beyond. This is the third in a series of four training manuals. Each manual is a call to more responsibility in the discipleship process. You will grow in your relationship with Christ, in knowledge, in experience, in wisdom, and maturity as you work through each step in obedience to Christ as Lord. This discipleship course helps Disciples grow from new believers into mature servants of the Lord. This is an essential training program for missionaries around the world.

This course may be taught as a formal class in a classroom, online, or in the mission field. Whether it is done in a formal or informal setting, the most effective way to do discipleship is in a group so that believers can help one another learn, grow, and change (2Timothy 2:22).



CHURCH MULTIPLIER: This picture shows you leading a church planting movement. It symbolizes the movement God wants to achieve through you. As a Church Multiplier, you will learn ten essential things you need to become an effective Disciple-maker and movement leader for Jesus Christ.

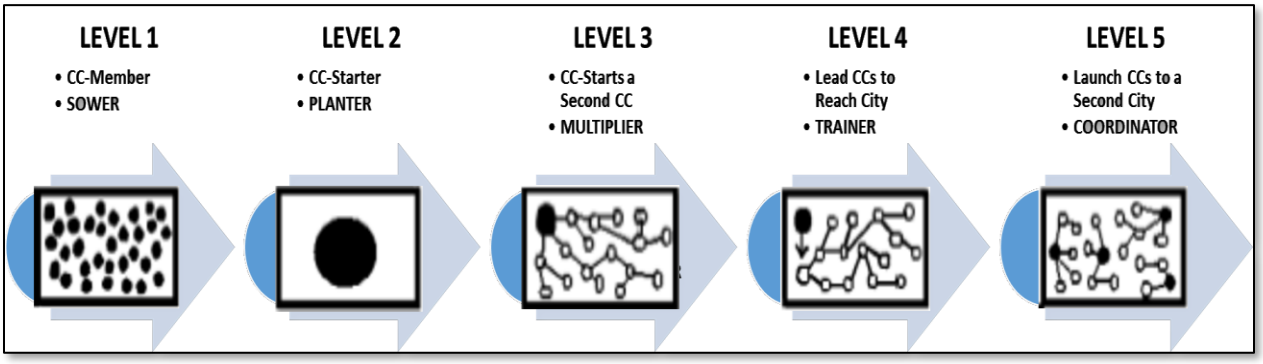
- How to lead a movement
- How movements work
- How to schedule your time
- How to target your city
- How to use tools effectively
- How to build a team
- How to train for multiplication
- How to track progress
- How to troubleshoot issues
- How to raise treasure for funding the movement

LESSON 1: 5 LEVELS OF LEADERSHIP

Look Back: In the Level 3 Introduction, we reviewed the five things you achieved as a result of your training in Levels 1 and 2. **Which of those five things did you enjoy most?**

Look Up: In today's lesson, we will learn the 5 Levels of Leadership and how to progress from one level to the next.

THE 5-LEVELS OF LEADERSHIP: Missionaries within the NoPlaceLeft movement are familiar with the Five Levels of Leadership. Although different authors and training centers may define them a bit differently, there is much agreement. Therefore, you should become familiar with these definitions. The more familiar you are with these levels the better equipped you will be to help your trainees grow and transition from one level to the next. Note: In some contexts the word "Church" is problematic. Therefore, feel free to use the word "group" instead of "church." Thus, you may call Level 2 and 3 Leaders, Group Planters and Group Multipliers.



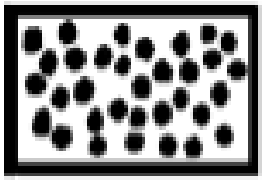
What are the 5-Levels of Leadership according to the chart?

ADVANCING FROM ONE LEVEL TO THE NEXT

As you can see from the 5-Levels of Leadership chart, a person's level is ***not based on knowledge or ability to teach***. Rather, it is based on their fruitfulness that results directly from faithfully implementing their biblical training. The way people advance from one level to the next is by being trained and faithfully implementing their training until they experience the next level of fruitfulness. Although this is a simple step-by-step process, this is not easy. First, you need to practice what you have already been trained to do until you experience fruitfulness. Second, you need the next level of training. Third, you must implement both your old and new training on a consistent daily basis until you become skilled and wise from your experience. Fourth, over time, you will begin to see the fruit of that next level you are being trained in. ***When that fruit becomes consistent and bountiful, the evidence of your level will speak for itself***.

What is a person's level Not based on?

How do you know when you have reached the next level?



LEVEL 1: SEED SOWER: This is a Church Circle Member. Seed Sowers are ***disciples who utilize 4-Fields training to spread the gospel***. They have overcome fear and prejudice with a love for the lost that compels them to sow the seed of the gospel as a way of life. Their faithfulness in following Christ and fishing for men enables them to model for others in a reproducible way. A believer becomes a Level 1 leader when they:

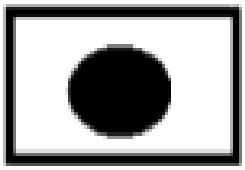
1. ***Join a church group***.
2. ***Completed all lessons in the Level 1 Training Manual and pass an exam by their trainer***.
3. ***Regularly share their testimony with others***.

What is a Seed Sower?

_____

When does a believer become a Level 1 Leader?

1. _____
2. _____
3. _____



LEVEL 2: CHURCH PLANTER: ***Church Planters were Seed Sowers who formed a Church Circle group of their own***. They care about the growth of believers and train them how to abide in Christ through Bible study, fellowship, training, and accountability. It is not assumed that the church planter will become the pastor. Rather, an awareness of Ephesians 4:11-12 should push the church planter to recognize emerging leaders from within the group who might become the Pastor. In this sense, church planters ought to be intentional about nurturing leaders and empowering them. A believer advances from Level 1 and becomes a Level 2 when they:

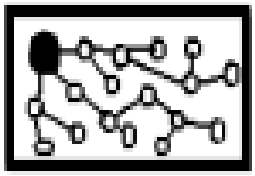
1. ***Completed all lessons in the Level 2 Training Manual and pass an exam by their trainer***.
2. ***Start a Short-Term group and train new believers using the Level 1 lesson plan***.
3. ***Disciple Level 1 believers through a Long-Term lesson plan, such as the Gospel of Mark***.

What is a Church Planter?

_____

When does a believer advance from Level 1 and become a Level 2 Leader?

1. _____
2. _____
3. _____



LEVEL 3: CHURCH MULTIPLIER: ***Church Multipliers were Church Planters who have trained at least three of their church members to become Church Planters and, through them, have at least three second generation Church Circles***. As a result, the Church Multiplier's main responsibility is mentoring church pastors. This has likely happened in connection with his own willingness to recognize and release authority within the local church, mobilize the laity to effective sowing and reaping, and foster a "DNA" of multiplication. In large

part these efforts are summarized within an understanding of ministry beyond their own abilities. A believer advances from Level 2 and becomes a Level 3 when they:

1. ***Completed all lessons in the Level 3 Training Manual and pass an exam by their trainer***.
2. ***Continue evangelizing, training, and mobilizing believers to become Level 1 Leaders***.
3. ***Continue discipling believers through Long-Term lesson plans, such as Paul's writings***.
4. ***Completely train at least three other believers to become Level 2 Leaders***.

What is a Church Multiplier?

_____

When does a believer advance from Level 2 and become a Level 3 Leader?

1. _____
2. _____
3. _____
4. _____



LEVEL 4: MOVEMENT TRAINER: ***Movement Trainers were Church Multipliers who now have a network of churches that can be traced to the fourth generation***. As a result, the Movement Trainer serves with a broad kingdom agenda to help other Christian leaders implement 4-Fields in their organizations so they can also achieve multiplication and movement. A believer advances from Level 3 and becomes a Level 4 when they:

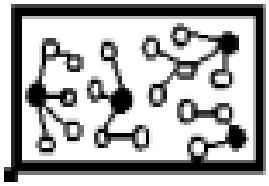
1. ***Completed all lessons in the Level 4 Training Manual and pass an exam by their trainer.***
2. ***Continue evangelizing, training, and mobilizing believers using Level 1 and 2 lesson plans.***
3. ***Continue discipling believers through Long-Term lesson plans, such as James and Peter.***
4. ***Completely train at least two other believers using the Level 3 lesson plan.***
5. ***Start and operate a training center at a church in your city.***

What is a Movement Trainer?

_____

When does a believer advance from Level 3 and become a Level 4 Leader?

1. _____
2. _____
3. _____
4. _____
5. _____



LEVEL 5: STRATEGY COORDINATOR: ***Strategy Coordinators were Movement Trainers whose networks include multiple Teams of Levels 1-4 Leaders who are working to achieve NoPlaceLeft in different Targets across a large geographical area***. They are able to effectively collaborate with other Christian organizations to establish training centers and strategically launch catalytic teams throughout the geographic area where they are operating. A believer advances from Level 4 and becomes a Level 5 when they:

1. ***Faithfully and fruitfully learn and implement all four levels of leadership.***
2. ***Start this ministry and train other believers through all four levels.***
3. ***Look over the horizon and take a team to launch a movement in another part of the world.***

What is a Strategy Coordinator?

_____

When does a believer advance from Level 4 and become a Level 5 Leader?

1. _____
2. _____
3. _____

LESSON 1: LOOK FORWARD

Pray — Ask God to help you become the best Level 3 Leader you can be.
Memorize — Memorize the Level 3 picture and information.
G.O.A.L. — Explain the 5 Levels of Leadership to one of your best disciples.

LESSON 2: SPIRITUAL LEADERSHIP

⬅ *Look Back:* In Lesson 1, we learned the 5 Levels of Leadership. You learned the bigger picture of how the NoPlaceLeft Movement works. **We also set a goal for last week. Describe your experience completing last week's GOAL?**

⬆ *Look Up:* In today's lesson, we will learn how to become a movement leader. In this lesson we will focus on the difference between worldly leaders and spiritual leaders.

There are many definitions for leadership. The bottom line is that leadership involves ***influencing people to achieve goals***. This is true for both worldly leadership and spiritual leadership. Two things distinguish worldly leadership from spiritual leadership: method and purpose.

What does all leadership involve?

WORLDLY LEADERS: create a mission statement and call others to help fulfill it. Their primary methods for influencing others include ***charm, fear, and reward***. Charm is used to make followers believe the mission is good. Fear of punishment is used to drive workers. Rewards are used as incentives to achieve goals. Worldly leaders use these tactics to manipulate workers. Their purpose is to amass beauty, pleasure, and power in this life, and hopefully leave a legacy.

What are the primary methods of worldly leaders?

SPIRITUAL LEADERS: do not create a mission statement. Rather, they pursue the mission set forth by Christ and lovingly call others to help fulfill it. The word "*parakaleo*" is translated in Bibles as call, beseech, exhort, encourage, urge, and comfort. Thus, their two primary methods for influencing others are love and encouragement. The spiritual leader's role ***is to organize, train, and mobilize the body of Christ to love God, love others, and change the world***. This requires the spiritual leader to have character and skill, and be an example for others to see how to serve Christ. The purpose of spiritual leadership is to reconcile the world to God.

What is the spiritual leader's role?

There are five essential qualities of Spiritual Leaders that sets them apart from worldly leaders. These five qualities are:

1. **Surrender**: You can surrender to Christ daily by ***holding your daily plans up to God and asking Him to change them so He is leading your life***. Like Jesus did, say, *"Not my will but thy will be done"* (Matthew 26:39). The deeper you surrender, the more you grow. This is achieved by turning over every part of your life to Christ as Lord. God is not impressed with a position of leadership. He is looking for someone with the posture of humility.

How can you surrender daily?

---

2. **Depend on the Holy Spirit**: Only a surrendered person can depend on the Holy Spirit's leadership. You depend on the Spirit ***by seeking God's direction all day long about what you***

are hearing, seeing, and doing. Missionary, David Ravenhill admonishes, "Dependency will drive us to intimacy, and out of intimacy flows authority." The authority he is talking about is not based on position, but is that power that comes as a result of spending time with the Lord. People sense it and respond to it.

How do you depend on the Spirit?

---

3. **Repentance**: God does not expect us to be sinless. He expects us to grow. Therefore, we must live a life that is characterized by daily self-examination and repentance. Practice a lifestyle of repentance ***by monitoring all your thoughts, words, and actions throughout the day so that you can confess and forsake sins as they occur***. In addition to sins, if you are depending on yourself or on anything other than God to accomplish His mission, you must confess it and forsake it.

How can you practice a lifestyle of repentance?

---

4. **Love**: The Holy Spirit pours the love of God into our hearts. Meditate on how much Christ loves others and look at them through the eyes of Christ, sympathizing with them. If you still cannot love your enemies, ***then you must go on an extended fast, begging God to pour His love into your heart for sinners***.

What must you do if you cannot seem to love your enemies?

---

5. **Service**: In order to serve Christ in the unlimited and awesome power of God, you must live your daily life according to the first four virtues listed above. As a result, you will be the branch connected to the Vine of Christ, the Holy Spirit will flow through you, and God will receive maximum glory. Never focus on the attention that comes your way as a result of the amazing fruit God produces through you. If you do***, then you will take the glory and God will stop producing the amazing fruit through you***.

What will happen if you focus on the attention that comes from serving God?

As you practice these five virtues of spiritual leadership, people will see the evidence that God's hand is upon you. They will see the fruit of the Spirit and your zeal for the glory of God. When you lovingly *parakaleo* them to help you serve God, ***many of them will adjust their lives, make personal sacrifices, and suffer hardships along with you***. This is how God uses spiritual leaders to influence others to achieve 4G+ movement and fulfill His mission.

What will happen when people see God's hand upon you and you parakaleo them?

SERVANTHOOD LEADERSHIP: Let us draw our understanding of spiritual leadership from Christ. In one of His most profound statements on the topic Christ said, *"You know that those who are recognized as rulers of the Gentiles lord it over them; and their great men exercise authority over them. But it is not this way among you, but whoever wishes to become great among you shall be your servant; and whoever wishes to be first among you shall be slave of all. For even the Son of Man did not come to be served, but to serve, and to give His life a ransom for many"* (Mark 10:42-45).

The context of this passage begins in Mark 8:27 and extends to Mark 10:45. Jesus is leading his disciples from the villages of Caesarea of Philippi in far north Israel all the way to Jerusalem. The distance is approximately 100 miles. Along this journey, the disciples are arguing with each other about which one of them is the greatest. They mistakenly thought ***that they are going to Jerusalem to establish the Kingdom and would rule over other people like the world leaders of their day.*** Thus, they are competing against each other for positions of power. When they get from Caesarea of Philippi to Capernaum (about 20 miles of walking), Jesus admonishes them, *"If anyone wants to be first, he shall be last of all and servant of all"* (Mark 9:35). Yet, even after this admonishment, they continued arguing about it until they reached the outskirts of Jericho (about 80 miles more walking). That is a long argument! Finally, James and John asked Jesus for the two highest positions of power when they were about 20 miles outside of Jerusalem. The other disciples were upset, because they asked before any of the others did. Now, Jesus used this as a teaching opportunity to explain, plainly, how the power in God's kingdom works differently than it does in the world.

What did the apostles mistakenly think?

First, Jesus points out what the disciples know about leadership, *"You know that those who are recognized as rulers of the Gentiles lord it over them; and their great men exercise authority over them."* Then, Jesus reproves them, "*But it is not this way among you."* Next, Jesus corrects their thinking, "*but whoever wishes to become great among you shall be your servant; and whoever wishes to be first among you shall be slave of all."* Finally, after dismissing the worldly example, Jesus points to Himself as their example to follow, "*For even the Son of Man did not come to be served, but to serve, and to give His life a ransom for many."* Notice, Jesus did not ***discourage them from pursuing greatness***, rather, ***He instructed them how to achieve it in the Kingdom of God***.

What did Jesus not do?

What did Jesus do instead?

Just a few days later Jesus gave them yet another very powerful demonstration of servant leadership. In the upper room where they were having the last supper, Jesus washed their feet. Washing feet was the role of a slave. This gesture of humble servanthood was so shocking that Peter exclaimed, *"Never shall you wash my feet!"* (John 13:6). But, if you understand that God raises the humble to become servant leaders who operate in His awesome power, you are not blessed just because you know it. According to Christ the blessing comes as a result of, ***"If you know these things, you are blessed if you do them"*** (John 13:15-17).

According to Christ, what results in blessing?

LESSON 2: LOOK FORWARD

Pray — Ask God to show you leadership qualities of Christ that you need to develop.
Memorize — Memorize the five essential qualities of a Spiritual Leader.
G.O.A.L. — Teach your Level 2 Leaders the five qualities of a Spiritual Leader.

LESSON 3: LIFECYCLE OF MOVEMENT

Look Back: In Lesson 2, you learned Spiritual Leadership. **We also set a goal for last week. Describe your experience completing last week's GOAL.**

_____

_____

Look Up: In today's lesson, we will learn how movements start, grow, and die. But more importantly, we will learn how to stay in the Sweet Spot of a movement.

As a master trainer, ***your goal is to achieve movement***. The word movement can simply be defined as activity. The Great Commission is an act of God that impacts the world for His glory. When we use the word movement in the 4-Fields, we are referring to the activity of God like we see in the book of Acts. When we discuss movement, we are seeking God to use us in such a way that His power is poured out through us into the world.

What is the goal of a master trainer?

_____

LOOK AT THE WIND: Although you cannot see the wind, you can see the effects of the wind. This is what Jesus was teaching Nicodemus (John 3:4-8). The Spirit of God is like the wind, you cannot see it, but you can see its effects. When people are born again you can see the powerful effect of the Spirit. You should be in tune with the Spirit and learn to identify the powerful effects of the Spirit at work in the world around you. Looking at the wind means ***that you are discerning the work of the Holy Spirit so that you can be led by the Spirit.*** Over time, you will be able to discern other spirits that are trying to deceive you through counterfeit works.

What does it mean to "look at the wind"?

_____

Therefore, you must learn to identify when and how the Holy Spirit is moving. What does a movement of God look like? As you study the book of Acts and compare that to movements that have happened and are now happening in different parts of the world, you will discover numerous similarities. Here are ten common effects of the Holy Spirit:

• ***Devoted Christians.***	• ***Gospel proclamation everywhere.***
• ***Prayer and Fasting.***	• ***Sinners surrendering to Christ.***
• ***Expectation that God will move.***	• ***Persecution from the world.***
• ***Determination to serve God.***	• ***Multiplication of groups.***
• ***Sacrificial love among believers.***	• ***Messiness of the movement***.

What are ten powerful effects of the Holy Spirit?

1. _____
2. _____
4. _____
5. _____
6. _____
7. _____

8. _____
9. _____
10. _____

WHO CREATES A MOVEMENT: You cannot create a movement. If you could do that, you would not need God. It does not matter how talented, skilled, strategic, and organized your team might be. It does not matter how much money or resources your team might have. If your work is not empowered by God, your great amount of activity will not become a movement. God will only create a movement on His terms. His terms are not negotiable. ***God does not need anything***. Moreover, God does not need our talents, skills, and strategies. He will always equip those whom He calls and supply every need for His mission. Remember, God does not call many who are wise, mighty, or noble so that no one can boast but God will receive all the glory (1Cor 1:26-31).

What does God need to create a movement?

_____

THE RESOURCES TO LAUNCH A MOVEMENT: Quite often, instead of providing you with everything you need to start the mission, God will require you to depend on Him to provide the resources as they are needed. God does this ***in order to develop our faith and to ensure that He gets the glory***. Therefore, instead of trying to acquire all the resources before going on the mission, don't take money, staff, or cloak (Luke 9:3; 10:4). The necessary resources are ***the Holy Spirit and the Holy Word***. Remember, all the resources are in the harvest (Luke 10:7-8). As you share the gospel with people and their lives are changed by God, both believers and unbelievers will be moved by God to support your work. The believers will support it because it is the instrument God used to save their souls. Unbelievers will support it because they see how God is blessing their community.

Why does God require you to depend on Him to provide the resources for a movement?

_____

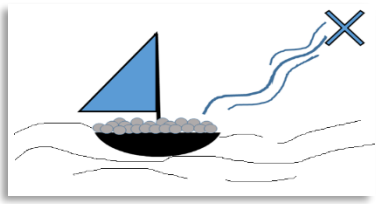
What are the necessary resources?

_____

WHO MANAGES A MOVEMENT: You cannot manage a movement, "No man has authority to restrain the wind" (Ecclesiastes 8:8). ***The Holy Spirit*** is who manages a movement. If you try to manage a movement, you will be in danger of quenching the Spirit and ending a budding movement. The Spirit of God will not submit to your control. Rather, you must submit to the Spirit's control. Instead of following denominational traditions, you must be willing to follow the Spirit of God so that you can experience the truth of God's Word. Humbly release control and allow new believers to serve God as the priesthood they are. Therefore, you and your team must be continually surrendered and dependent upon God's Holy Word and God's Holy Spirit.

Who manages a movement?

_____



EXPERIENCING THE SPIRIT'S MOVEMENT: The boat represents your location. All the people in the boat represent your ministry team and all the believers in your network. The X represents the vision where God wants to take everyone at your location. The ministry team needs to be trained and equipped how to drive toward the goal without becoming shipwrecked on the rocks of weariness, heresy, and strife. Nevertheless, the only way to move toward the goal ***is for God to blow the wind of His Spirit on the sails of your ship.*** We can work our fingers to the bone and never experience a great movement of God. Apart from Christ, we cannot do anything (John 15:5).

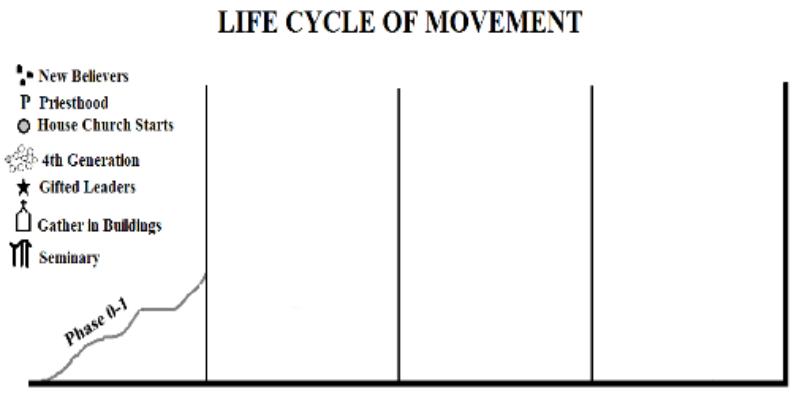
What is the only way to move toward the goal?

LIFECYCLES OF MOVEMENTS: This diagram shows the typical cycle of a long term movement. Some would even say this is the history of both the Catholic Church and most Protestant Denominations. Look at the key on the left side of the chart.

1. Dots symbolize sowing the seeds of the gospel resulting in New Believers.
2. P symbolizes the Priesthood of all believers empowered to do ministry.
3. Solid dot symbolizes a house church.
4. Cluster symbolizes house churches giving birth to generations of other house churches.
5. Star symbolizes gifted charismatic leaders in the churches.
6. Chapel Building symbolizes believers vacating house churches to gather around stars.
7. Columns symbolize seminaries where doctrines are distilled and taught resulting in denominations.

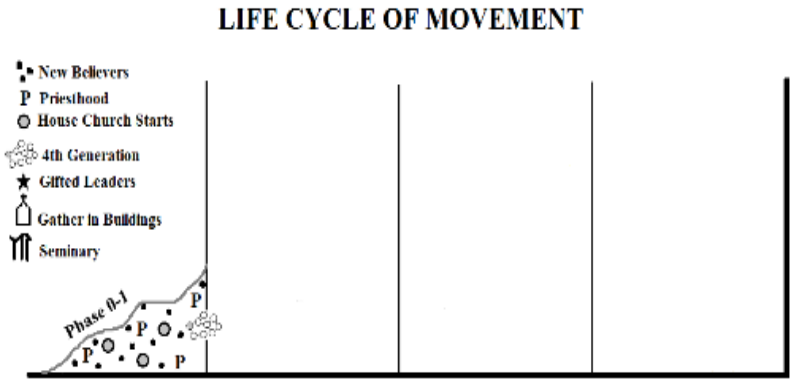
You should learn how to draw and explain this chart so that you can educate pastors of large churches about the history of their own denominational growth. The reason you should show this to them is to ***inspire them to allow you to train their congregants for the purpose of movement***.

Why should you teach the Lifecycle of Movement to pastors of large churches?



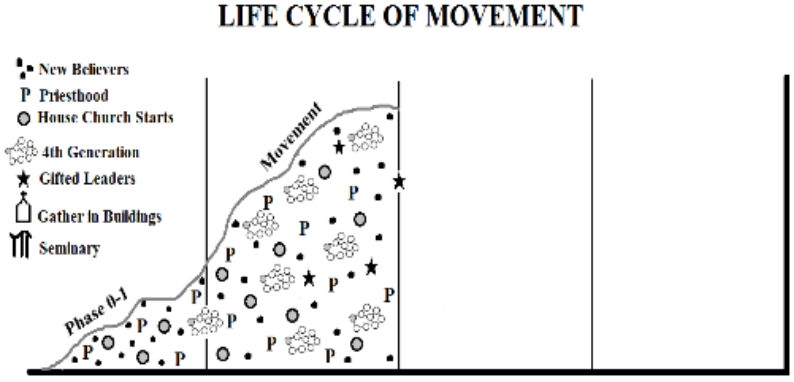
The first phase of this diagram is called 0 to 1. This is because you are starting from scratch. Your first objective is the salvation of one indigenous person. To achieve this objective, you must pray for God to stir His Spirit in believers to share the gospel of salvation, pray for God to cultivate the soils of the hearts of the lost, and pray for God to lead you to people of peace. Then you must ***go out and share the gospel of salvation with everyone you encounter***.

After praying for the lost, what should you do?



As a result of your prayers and witnessing in the previous step, people will come to faith in Christ. Empower the Priesthood ***by Affirming them in their new identity, gathering them into house churches, and training them how to reach others for Christ***. As you begin to train and encourage them to start their own groups, you will see some multiplication of generations.

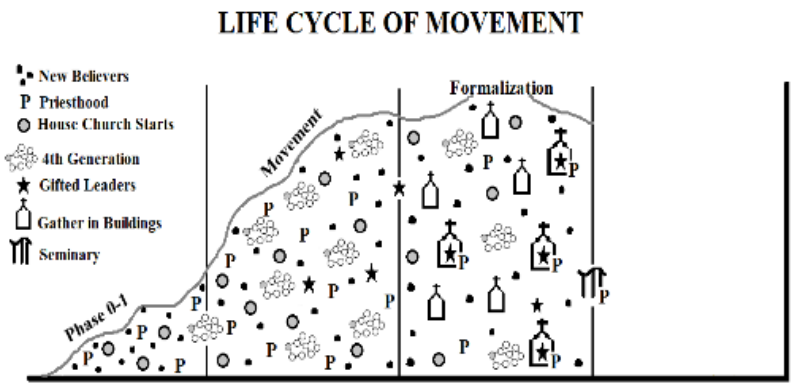
What three things should you do to empower the Priesthood?



As a result of spreading the gospel, starting house churches, and training new believers how to imitate Christ, they will become mature in their faith and start their own house churches. You will begin to see multiplication of generations. New believers will be everywhere and the most on-fire new believers will be ministering to the lost like crazy! From our human perspective, ***it will look crazy and messy like Acts 8:1-4; 11:19-24***. This is Movement! Instead of trying to control it, commend them to God, pray all the more, and continue to encourage everyone by ***casting vision of what the area will be like as a result of God's people turning the world upside down for Jesus Christ***. Do not worry about minor mistakes that new believers are making. Compliment their efforts and share with them the wisdom you have gained from your experience serving the Lord. Encourage them to share what they are learning with each other. You will begin to see some very gifted leaders and speakers rise up. These leaders are symbolized by stars.

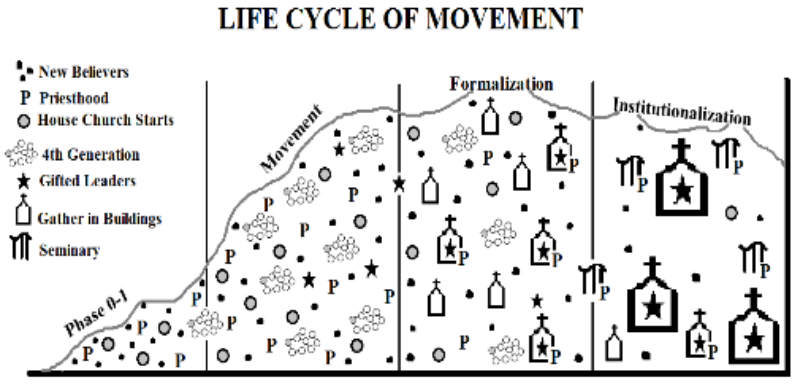
What does a movement look like from our human perspective?

How can you encourage a movement?



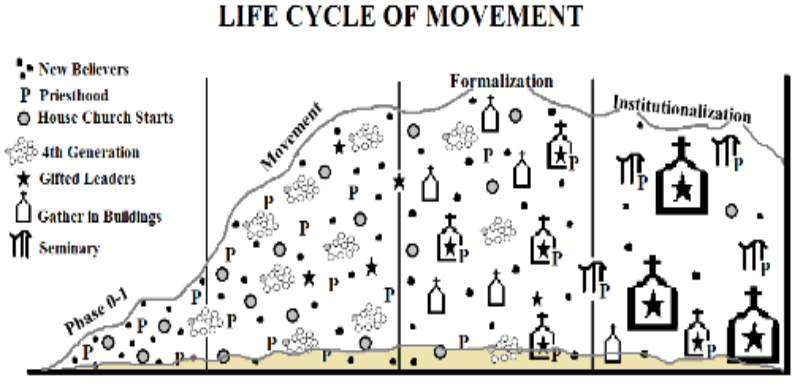
As the movement progresses new believers will mature. When large numbers of believers mature through prayer, Bible study, and missions work, the movement will reach a phase called Formalization. This phase is marked by ***large gatherings in buildings to listen to Star leaders who are gifted teachers***. One of the drawbacks is that believers will do less ministry and depend on their gifted leaders to do more ministry. As a result, the priesthood will weaken, multiplication will slow, and the mindset of believers ***will begin to transition from "Go make disciples" to one that says, "Come be a disciple."*** Seminaries and Bible schools will pop up to teach doctrines.

What is the mindset of many believers in the Formalization phase of movement?



As Formalization progresses, it leads to the next phase called Institutionalization. This phase is marked by ***believers becoming dependent on the star preachers and leaders who have degrees from Seminaries***. The priesthood has almost been taken away from the common believer. The stars are so gifted that they require larger buildings. House churches are swallowed up by Mega churches. Denominations become a major authority influencing beliefs and activities of believers. Nevertheless, there will still be some new believers and groups forming here and there.

What is the Institutionalization phase of movement marked by?



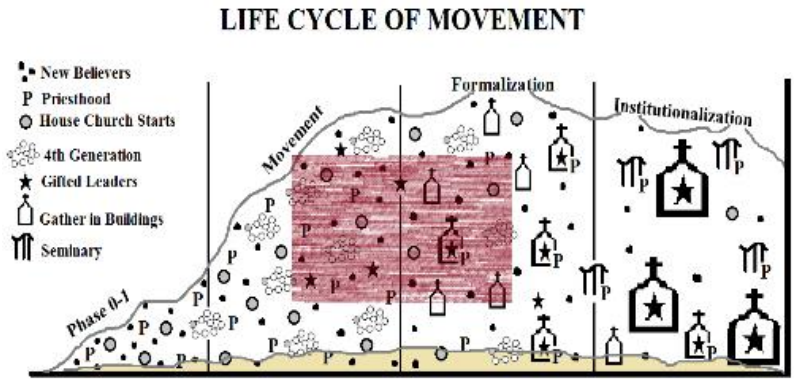
The shaded area that runs along the bottom represents ***the fruitfulness of missionaries who go into a 0-1 situation with the Institutional mindset***. They tend to be shackled by denominational traditions and only see worship services and discipleship programs at a chapel as legitimate. Therefore, they go into a mission field with the

intention ***to replicate the institutions they are familiar with in the mission field***. Although they may see salvations and some new group formations, there is not a movement. It is not their fault because ***their leadership did not model for them, by taking them into the mission field, showing how to make disciple-makers by giving away the priesthood to all believers like in the book of Acts***.

What does the shaded area along the bottom represent?

What is the intention of a missionary with an institutional mindset?

Why is it not their fault?



The "sweet spot" is the shaded box in the middle of the diagram. This is our goal. We want to have both ***the messiness of movement and the maturity that comes with formalization***. Therefore, we should be careful that our stars continue practicing mission work in the trenches of their own city and intentionally lead members of their congregations to do the same. They should trust members and encourage them to start and lead new groups. Empowering the priesthood in this way will result in fulfilling the Great Commission.

What should we want?

LESSON 3: LOOK FORWARD

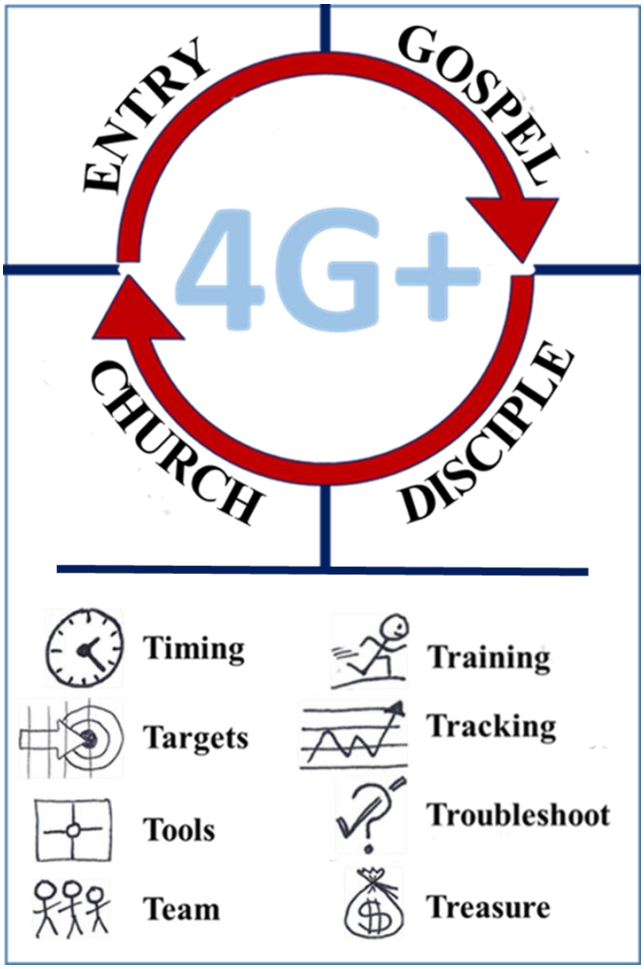
Pray — Ask God to blow His Holy Spirit on your ministry to create a movement.
Memorize — Memorize how to present the Lifecycle of Movement on pages 14-17.
G.O.A.L. — Teach your Level 2 Leaders the Lifecycle of Movement. Do this in a way that they will be encouraged to get to movement, but not become Institutional.

LESSON 4: LEADERSHIP CIRCLE

Look Back: In Lesson 3, you learned the Lifecycle of Movement and how to stay in the Sweet Spot. **We also set a goal for last week. Describe your experience completing last week's GOAL.**

Look Up: In today's lesson, you will learn the Leadership Circle. This is the circle from the Leadership Strategy in the center of the 4-Fields diagram. Remember, the tools for achieving this strategy are 4G+ and Levels 3-4 Training. In today's lesson we will take a closer look at what is inside the Leadership Circle.

Several years ago 4-Fields Leaders developed a tool called "The 5 T's." This tool has grown from five to eight T's. The remaining eight lessons of this workbook covers The 8-T's. This diagram is called ***the Leadership Circle.*** It is similar to the Level 2 diagram, "Church Circle." Each time you implement one of the 8-T's, draw its symbol inside of the circle. Draw the symbols ***inside the Leadership Circle at the back of this workbook.***



What is this diagram called?

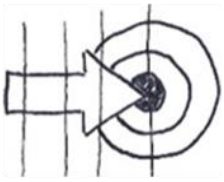
Where in this workbook do you draw the symbols after you complete each lesson?

Notice, in Level 1 you are encouraged to run as hard and fast as you can spreading the seed of the gospel to as many people as possible. In Level 2, things slow down a bit as you walk along side of believers who are struggling to overcome sinful strong holds and grow in Christ. Now in Level 3, ***it may take you several weeks to learn one of these tools and then several more weeks to apply the tool***. Do not rush God. Let the Holy Spirit guide you and go at His speed. The mission is very urgent. He will not let you become stagnant. Simply continue abiding in Christ and He will keep the fire of urgency burning in your heart. You will find a rhythm in the tension between quality and speed.

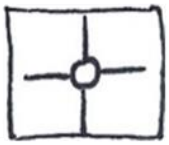
How long can it take you to learn one lesson and then apply that lesson?



Timing: As a Church Multiplier you will have new priorities and time commitments. You will learn how to revise your schedule from a Church Planter to that of a Church Multiplier.



Targets: In this lesson you will learn how to identify a target place full of people and create a plan for achieving NoPlaceLeft in that target.



Tools: In this lesson you will learn how to evaluate a tool, modify existing tools, develop new tools, and test the effectiveness of tools for reaching the target.



Team: Jesus and Paul built teams. In order to achieve NoPlaceLeft in your target you will need a team of Faithful, Available, and Teachable believers. In this lesson you will learn to build a catalytic team.



Training: In this lesson you will become highly skilled at training your Level 2 Leaders how they can train up Level 1 Leaders. This is the key to achieving next generation churches.



Tracking: God calls us to be faithful stewards. That means we must learn how to keep track of our progress and identify areas in our ministry that need improvement.



Troubleshoot: In Level 2 you learned how to troubleshoot stuckages for greater fruitfulness. In this lesson you will learn how to evaluate your team's progress in the target and conduct team exercises for exploring solutions to stuckages.



Treasure: In this lesson you will learn how to do fundraising to support the expenses of the mission.

LESSON 4: LOOK FORWARD

Pray — Ask God to lead you to implement The 8-T's at His perfect speed.
Memorize — Memorize how to draw and explain the Leadership Circle.
G.O.A.L. — Teach this lesson to a fellow leader.

LESSON 5: (T1) TIMING

Look Back: In Lesson 4, you learned the Leadership Circle. **We also set a goal for last week. Describe your experience completing last week's GOAL.**

_____

_____

Look Up: Today's lesson, is called Timing. As a Church Multiplier you will have new priorities and time commitments. You will learn how to revise your schedule from a Church Planter to that of a Church Multiplier. You may find it helpful to compare this lesson to the third lesson in your Level 2 Training Manual called "Bivocational Rhythm."



In Level 2 training you invested a lot of time and energy taking your Disciples into the Harvest to find Houses of Peace and then turning those HOPs into Churches. The result is that you now have at least one healthy Church. As a Level 3, you now have three main responsibilities with your limited time: ***time raising up Church Planters, time with family, and time earning an income.*** This lesson is all about being effective without getting burnt out.

What are your three main areas of responsibility?

1. _____
2. _____
3. _____

Remember, a Bivocational Missionary performs two vocations at the same time: ministry and an income producing job. Until your income changes so that you can be a full time missionary, you will still need to maintain an income producing job. The biggest difference in your schedule as a Level 3, is that more of your time is invested training your Timothies how to train their Timothies. You will now start spending your Missions time in three ways: ***3 hours a week fellowshipping with your Timothies, 3 hours a week training Level 1 Leaders how to become Level 2 Church Planters, and another 3 hours a week Training Level 2 Church Planters how to train their Level 1 Seed Sowers***.

PRIORITIES:	TIME INVESTED:
MISSIONS:	**(16 HOURS TOTAL)**
1. Personal time with Jesus	1 hour daily
2. Fellowship with your 3 Timothies	3 hours weekly
3. Training Level 1 to Become Level 2	3 hours weekly
4. Training Level 2 how to train Level 1	3 hours weekly
FAMILY:	**(31 HOURS TOTAL)**
1. Personal time with spouse	2 hours daily
2. Personal time with kids	2 hours daily
3. Household chores	3 hours weekly
TENT-MAKING:	**(44 HOURS TOTAL)**
1. Work	40 hours weekly
2. Continuing Education	2 hours weekly
3. Financial Management	2 hours weekly

In what three ways will you now start spending your Mission time?

1. _____
2. _____
3. _____

You must carefully select the Timothies who you will mentor. Select those who successfully completed Level 1 Training. Out of them, select the FATest three. FAT is an acronym that stands for Faithful, Available, and Teachable. Select the three who are the FATest and train them. If there are more than three FAT Disciples, then let these FATest Disciples train the others. You can still spend time with the others, but be careful to spend the most of your time with the three FATest. We will cover this in more detail in Lesson 6 where we guide you to build your team.

What does the acronym FAT stand for?

Remember, God warns us, *"be careful how you walk, not as unwise men but as wise, making the most of your time, because the days are evil. So then do not be foolish, but understand what the will of the Lord is"* (Ephesians 5:15-17). We can learn four very important time management principles from this passage.

1. *Be careful how you walk, not as unwise men but as wise (v15)*: We must be careful about the decisions we make. We can make unwise decisions that waste our lives. Or we can make wise decisions that fulfill the purpose of our lives. Before accepting an opportunity, ***you should consult your schedule, ask Jesus, and count the cost before making a commitment***. Although God will not put on you more than you can handle, He will allow you to overextend yourself and become ineffective. Be careful that you do not make this mistake.

What should you do before accepting an opportunity?

---

2. *Making the most of your time (v16)*: Our decisions effect how we use our time. Whatever you choose to do inherently means you choose other things not to do. The meaning of "making the most" is not cramming the most tasks into a day, but ***keeping your priorities straight so that you do the most important tasks each day***. Each person has been given a measure of time. At the end of your life when you are on your deathbed, you should be able to reflect on your life and feel at peace, knowing that you did the most important things.

What does "making the most" mean?

---

3. *Because the days are evil (v16)*: Every day presents temptations that can distract you from fulfilling God's purpose for your life. Those temptations may not be bad in and of themselves, but they might not be God's best for your life. ***Learn to say no to good and yes to best***.

What must you learn to say?

---

4. *So then do not be foolish, but understand what the will of the Lord is (v17)*: As a missionary, it would be foolish to make decisions based on your own thinking rather than stopping to seek the will of the Lord. The most important endeavors are ***the ones the Lord wants us to do***. Meditate on Scripture, ask God to reveal His desire for your life, spend time in silence listening to God, and seek God's confirmation before making any commitments.

What are the most important endeavors?

Look carefully at this chart. In the left hand column are the three main priorities of a Bivocational Missionary: Missions, Family, and Tent-Making. The most important things in life can fit into these three categories. In the right column are the amounts of time you can invest into each of these three priorities. You should keep in mind that you are capable of ministering to people in all three categories, not just those in your missions work. As a matter of fact it might be a sin to neglect the spiritual wellbeing of the people in those other categories.

According to this chart, how many hours should you invest in Missions each week?

According to this chart, how many hours should you invest in your Family each week?

According to this chart, how many hours should you invest in Tent-Making each week?

There are a total of 168 hours in a week. If you sleep eight hours a night, there are 112 hours remaining. If you spend 21 hours a week using the restroom, eating, and driving, there are still ***91 productive hours*** remaining to accomplish everything you need to do in the chart.

How many productive hours do you have in a week?

Add up the total hours for each category in the chart: 16+31+44. How much is it?

After you accomplish everything in the chart, how many productive hours are left over?

Some questions people have when looking at this chart are: What about Church, friends, Sabbath rest, and unforeseen circumstances that arise???? Pretty much every aspect of life can fit into one of these three categories. You can take your family to a House of Peace for Church. Invite your friends to family outings such as double dates, barbeques, and adventures in the harvest. You can spend your Sabbath like Jesus and the Apostles. They were persecuted by religious rulers because they were doing missions work on the Sabbath (John 5:16-17). When unforeseen circumstances arise, ***you should be flexible so that this chart is not a legalistic straight jacket, but a helpful guideline***.

What should you do when unforeseen circumstances arise?

LESSON 5: LOOK FORWARD

Pray — Ask God to help you figure out your schedule.
Memorize — Use the chart to develop your schedule on a sheet of paper.
G.O.A.L. — Share your schedule with your family and your trainer, and start implementing it into your life. After you start implementing your new schedule, go to the Leadership Circle at the back of this workbook and draw the symbol for Timing inside the Leadership Circle.

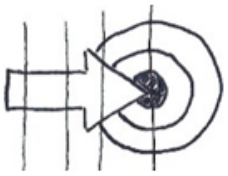
LESSON 6: (T2) TARGETS

Look Back: In lesson 5, you learned how to schedule a healthy rhythm for your Mission, Family, and Tent-Making. **We also set a goal for last week. Describe your experience completing last week's GOAL.**

_____

_____

Look Up: In today's lesson, we will learn how to find a good target, evaluate it, and create a strategic plan for achieving NoPlaceLeft in that Target. The definition of a "Target" is ***a place of people you want to take for Christ***. In this lesson you will learn three tools: ***Brutal Facts, WIG-Take, and End-Vision***.



What is the definition of the word "Target"?

_____

What are the three tools that will help you evaluate and reach the target?

_____

BRUTAL FACTS: The term "Brutal Facts" means ***the most important information about a target you want to reach.*** When you are considering a target place of people, you should research at least five Brutal Facts about the target:

1. ***Location: Where is the place and what is the environment like?***
2. ***People: What is the population? Ethnicities? What does the basic family look like?***
3. ***Language: What languages are common? Are they literate?***
4. ***Religion: What religions are represented? Are other Christians working there?***
5. ***Economy: What is their currency? How do they earn income? What is valuable?***

What is the definition of the term "Brutal Facts"?

_____

What are the five Brutal Facts you must learn about the target?

1. _____
2. _____
3. _____
4. _____
5. _____

LOCATION: Write a brief description 5-15 sentences long describing the geographical location of your Target. Explain where to find it on a map. Then, describe the environment. Your description of the environment should include ***the size of the territory, the type of land, is it rural or urban, the number of major hubs, bodies of water, and normal weather cycles***. Finally, if this location is connected to or affected by other locations, then also include that in your description. The following paragraph is a brief description of a location provided as an example.

- We are targeting the Kurdish community in South Arlington located at the Parkland Pointe Apartment Complex near Sublet between Cooper and Matlock. This is a flat urban residential

area about five acres in size. It is surrounded by numerous hubs that include stores and shopping with a large public school nearby. The apartment complex has 300 units and a swimming pool and other amenities. The weather is typical for Dallas, Texas.

What should be included in your description of the location's environment?

PEOPLE: Write a brief description 5-15 sentences long describing the Target people in the location. Your description should include: ***population living at the location, their ethnicities, the typical size and structure of the family, political affiliations, where they originate, and if there is an illness common to them?*** The following paragraph is a brief description of a location provided as an example.

- Kurdish families in South Arlington are mostly second generation citizens. There are about 6,500 living in the Dallas Fort Worth area. Approximately 60% are second generation citizens. Our Target at the Parkland Pointe Apartment Complex and surrounding neighborhood include about 1,000 Kurds. The average family consists of both parents and three children. Based on their Islamic tradition, it is a patriarchal family. Most of them have been immigrating from Iraqi Kurdistan since the 1970s. There are two major political parties among Kurds: Kurdish Democratic Party and Patriotic Union of Kurdistan. The Kurds in the United States are divided over politics. They are not usually hostile to each other, they just do not associate with each other. Their dream is to establish their own nation one day.

What should be included in the description of the target people?

LANGUAGE: Write a brief description 5-15 sentences long describing the Target people's language. Your description should include: ***their native dialects, other languages they speak, their ability to read and write, and whether a Bible is available in their language***. The following paragraph is a brief description of a location provided as an example.

- The primary language of the Kurdish community at the Parkland Pointe Apartment Complex is Behdini/Kurmanji, however some of them also speak Sorani. Both men and women typically attend the public schools system and graduate high school. Although the second generation Americans still speak their native language, they are also fluent in English. There are Bibles available to them in their native languages.

What should be included in the description of their language?

RELIGION: Write a brief description 5-15 sentences long describing the Target people's most common religions. Your description should include: ***their primary religion, whether there is any fighting between their religions, whether there are any other Christians working among this Target people, whether Christian workers are being received or opposed, and what is the Christian impact in this target people***. The following paragraph is a brief description of a location provided as an example.

- The Kurdish community at the Parkland Pointe Apartment Complex are predominately Sunni Muslim. There is not any fighting between them and other religions in their area. As of this writing, we have not seen any other Christian organizations working in this Target. One of

the barriers to reaching this target is that there is much suspicion toward Christianity and it takes time to earn their trust. There is a group of Kurdish teenagers who carry a green bandana. They are not violent but are harassing us and telling their community not to listen to us as we search for houses of peace. This is an unreached unengaged target with no house churches.

What should be included in the description of religion?

ECONOMY: Write a brief description 5-15 sentences long describing the Target people's economy. Your description should include: ***the type of employment they do to earn income, their currency, if they use paper money or barter, what necessities are rare and most valuable to them, and the kind of future they hope to provide for their children***. The following paragraph is a brief description of a location provided as an example.

- The Kurdish community at the Parkland Pointe Apartment Complex has a high unemployment rate. When the first generation began immigrating, they were employed by a large automotive factory. Therefore, their primary skillset is in the automotive industry. After the factory closed down, some of them started small car dealerships, mechanic shops, body shops, and detail shops. They mostly use the dollar as their currency, but also barter among each other. They also send money back home to their families in the Middle East. Their goal is to achieve the American dream by purchasing a home, raising a family, and sending their children to college. However, they remain loyal to their hope for one day establishing a sovereign Kurdish nation.

What should be included in the description of Economy?

WIG-TAKE: The term WIG-Take stands for the question "What's It Going to Take" to achieve NoPlaceLeft in your target location of people? To get this answer, take the information from Brutal Facts and do some basic math. First, let's clarify what NoPlaceLeft means. This does Not mean that every single person in the target population has been evangelized. Rather, it means approximately 20% of the Target population is participating in a house church, and these churches are spread out across the population working to reach their neighbors. Therefore, take the following four steps to figure out What's It Going to Take to achieve NoPlaceLeft in your Target:

1. ***Divide the total population by 20%***. That is the minimum number of people that need to attend house churches in order to achieve NoPlaceLeft in that Target.
    - Example: In a Target with 1,000 people, you will need 200 people attending church.

What is the first step to figuring out What's It Going To Take to achieve NoPlaceLeft?

---

2. ***Multiply the total number of people attending church by 10%***. This is the number of churches you will need to establish in the Target.
    - Example: 200 people attending house churches, multiplied by 10% equals 20. Thus, your network will need to establish 20 churches with approximately ten people attending each church in order to achieve NoPlaceLeft in the Target. This size church

is not to be construed as a law. The group can be any size, but if it lager than ten people, it could attract persecution in some countries where Christianity is illegal.

What is the second step to figuring out What's It Going To Take to achieve NoPlaceLeft?

---

3. ***Divide the total number of churches by 10***. That is the number of Level 3 Church Multipliers your network will need to train in order to establish that many churches. This means one Church Multiplier should be able to oversee a network of 10 house churches.
    - Example: 20 churches divided by 10 equals 2. Therefore, your network will need two Level 3 Church Multipliers to achieve NoPlaceLeft in your Target.

What is the third step to figuring out What's It Going To Take to achieve NoPlaceLeft?

---

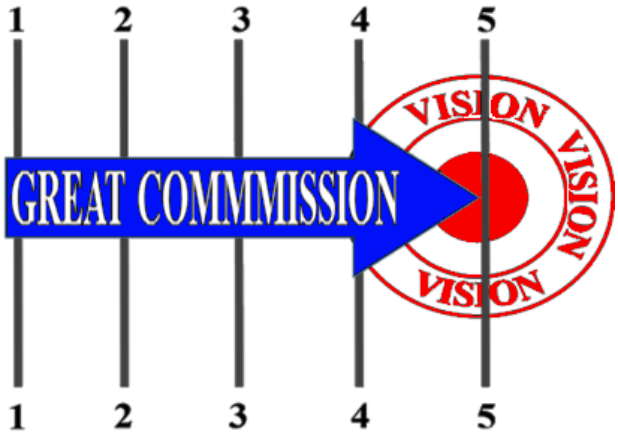
4. ***Divide the total number of churches by 2***. That is the number of Level 2 Church Planters your network will need to train to establish that many churches. This means that each Church Planter is responsible for planting and leading two house churches.
    - Example: 20 churches divided by 2 equals 10. Your network will need to train ten Level 2 Church Planters to achieve NoPlaceLeft in the Target.

What is the fourth step to figuring out What's It Going To Take to achieve NoPlaceLeft?

END-VISIONING: Review the four examples above. The first thing you should notice is that we started the WigTake by looking at the big picture of the Target and then we started planning by working backwards from the achievement of NoPlaceLeft, which is the final step, to the first step of where you must begin your mission efforts. This diagram with the arrow and the target is called the End-Vision Diagram. It is one of the most important diagrams you will learn. Therefore, you should master using it on a regular basis. You will use this diagram to ***recruit believers into the mission, inspire your mission Team, measure your progress, and to persuade investors to support your work***.

What are four things you will use this diagram to do?

1. _____
2. _____
3. _____
4. _____



First, develop your Vision Statement. Your Vision Statement is the bull's eye that you are aiming at. When you are going to make a strategic plan, you must first start with the end (destination) in mind. Instead of trying to come up with your own vision, learn the vision that God has shown us in the Bible (Matthew 5:14-16; 7:24-27; 10:16-26; 22:37-40; 18:15-17; 25:35-36; 28:18-20; Acts 2:36-47). These different passages are like pieces to a puzzle. When you put them all together, they paint a picture of what Jesus was describing to the people 2,000 years ago. Once you have this picture in

your mind, ***ask Jesus to help you visualize what He wants your community to look like.*** Now, take that vision and write it down in such a way that it will be easy for others to see what God wants to build (Habakkuk 2:2). Consider this example:

- We envision the Parkland Pointe Apartment Complex as a place where Jesus is loved, worshiped and served by former Muslims. A place where the love of Christ can be seen and felt by all who step foot on the property. A place where the community is one family that is building itself up in love and peace. We envision this community as a modern Antioch that launches mission teams to reach other Kurdish communities in the DFW area.

What is your next step after you can see the picture of what Jesus wanted people to live like?

Second, develop your Milestones. The definition of a Milestone is ***a major goal between the bull's eye and your starting point***. You can use as many milestones as you want. But the recommended number is ***three to seven Milestones***. Develop you Milestones ***based upon the information from WIG Take***. The most effective way to plan your Milestones is by ***working backwards from the bull's eye to the starting point of where you are now***. The milestones are not every little thing that your team will need to do. Rather, these are the biggest most obvious things that need to happen in their logical sequence. Upon the completion of all your Milestones ***the End-Vision should become reality***. The following five Milestones for the Parkland Pointe Apartment Complex are provided as an example.

- 5th Milestone: A total of 200 Kurdish baptized believers trained as Level 1 Seed Sowers.
- 4th Milestone: Plant a total of 20 Kurdish Churches in and around Parkland Pointe.
- 3rd Milestone: Train 2 Kurdish Level 3 Church Multiplier.
- 2nd Milestone: Train 10 Kurdish Level 2 Church Planters.
- 1st Milestone: Plant the first Kurdish Church with 10 Baptized believers.

What is the definition of a Milestone?

How many Milestones should your diagram have?

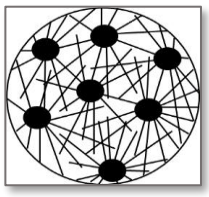
What should your Milestones be based upon?

How many Milestones should your diagram have?

What is the most effective way to plan your Milestones?

What should happen when your Team has completed all the Milestones?

WHERE ARE THE MARKETPLACES? Marketplaces are located in the harvest. Your Target people usually share common interests. These shared interests are called affinities. Groups of people who share the same affinity usually hang out together talking about their affinity. They also go to places where they can find and enjoy their affinity. These places are called Hubs. ***A hub is a central point from which traffic comes and goes***. Imagine a bicycle



wheel with lots of spokes. The center point where all the spokes come together is the hub. A hub is a strategic location where missionaries can go to share the gospel and find People of Peace. When people leave a hub and go back to their housing areas, they can take the gospel with them. If you follow up with them, then you can multiply Houses of Peace.

What is a Hub?

GENERAL AND PARTICULAR HUBS: Some of these Hubs are general, meaning that people from all segments tend to frequent these same places such as grocery stores, universities, and gas stations. On the other hand, some of the Hubs are particular to the affinity group. ***A particular Hub is one that caters to a segment of the population***. Some of these are specialty food shops, clothing stores, skate-parks, homeless shelters, prisons, addiction clinics, etc. Jesus pointed out various affinity groups of needy people, *"For I was hungry… I was thirsty… I was a stranger… naked… I was sick… I was in prison, and you came to Me"* (Matthew 25:35-36; Luke 14:13; Galatians 2:10; James 1:27). These are the affinity groups of society most dear to our Master.

What is a particular Hub?

PAUL'S HUB STRATEGY: Paul had a method that he implemented whenever he went to start churches at new cities. First, he would go to the synagogue and announce to them that their Messiah has come. After going to that hub, then he would go to the marketplaces to reach unbelieving Gentiles. *"So he was reasoning in the synagogue… and in the market place every day with those who happened to be present"* (Acts 17:17). Based on this, we can learn two biblical principles from Paul: ***First, go to churches to find people who will join your mission. Second, go to marketplaces to find People of Peace***. Finally, Paul would take those who responded to the gospel with faith to someone's home (a HOP) and disciple them. That home would become a house church (which became another hub). Look at the bigger picture and you can see cities, such as Corinth, as strategic hubs in the Roman Empire. Plant a thriving church in a city that conducts international trade, and you will impact travelers who may receive Christ and take the gospel with them to other places around the world.

What are two biblical principles we can learn from Paul?

1. _____
2. _____

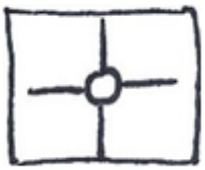
LESSON 6: LOOK FORWARD

Pray — Ask God to help you understand your target.
Memorize — Memorize how to explain and draw the End-Vision for your Target.
G.O.A.L. — Gather three of your FATest Timothies. Work together with them conducting Brutal Facts, WIG-Take, and developing an End-Vision. After completing the End-Vision for your Target, go to the Leadership Circle at the back of this workbook and draw the symbol for Targets inside the Leadership Circle.

LESSON 7: (T3) TOOLS

Look Back: In lesson 6, you learned how to find, evaluate, and plan to achieve NoPlaceLeft in your Target. **We also set a goal for last week. Describe your experience completing last week's GOAL.**

Look Up: In today's lesson, we will learn how to evaluate a tool to see if it will be effective for the target we are trying to reach. If the tool is not effective, then how to modify it or else find some new tools.



In the Level 1 workbook you learned how to find a Person of Peace and start a House of Peace. In the Level 2 workbook you learned how to train disciples and turn a House of Peace into a healthy Church. In those two workbooks we provided you with some of the very best tools for achieving that work. However, it is not guaranteed that those tools will always be as effective in all cultures. There is no "one size fits all" when it comes to tools. The definition of the word "Tool" ***is a particular method for doing something***. For example, the best way to drive a nail into wood is by hitting it with a hammer. In some places the best way to share the gospel is by explaining the 3-Circles.

What is the definition of the word "Tool"?

EVALUATE THE TARGET'S CONTEXT: The first thing you should look at is the context of your target people. One of the most important things to consider is their major values. ***Major values include religious beliefs, political views, beloved traditions, what someone works for, spends time doing, spends money on, fights for, protects, and talks about.*** In some cultures the people believe they have been reincarnated countless times. They do not want to be "born again." So a tool that focuses on "born again" will not be an effective Entry Strategy. Does the tool appear threatening to their values? Can the tool be effectively communicated in their language or does it lose its effectiveness through translation? Are the people literate or should the tool use simple pictures instead of words?

What do major values include?

EVALUATE SRT: The second thing you should consider is if the tool is Simple, Reproducible, and Transferrable. Make sure that you evaluate the tool's SRT based on the Target's Context. Simple: means ***it is easy for them to understand.*** Reproducible: means ***they can use it anywhere without special equipment***. Transferrable: means ***uneducated people can learn it and teach it to other uneducated people***. Remember, you goal is for them to become missionaries to their own people. Therefore, your tools must fit this purpose.

What does Simple, Reproducible, and Transferrable mean?

1. S:_____
2. R:_____
3. T:_____

EVALUATE 4-FIELDS DIAGRAM: The third thing you should consider is where the tool fits in the 4-Fields Diagram. Is it effective for Entry, Gospel, Discipleship, Church, or Leadership? The 4-Fields Diagram never changes, but the tools can and should. You can replace one of the tools in these workbooks with another tool as needed. But, do not make the mistake of flooding any one of those fields with a bunch of tools or else it will not be simple. If it's not simple then it will not be effective. When trying to figure out where in the diagram a tool goes, ask this question: ***What is the immediate outcome this tool is designed to achieve?*** The answer should tell you which field to put it in.

What question can you ask to figure out where a tool goes in the 4-Fields diagram?

MODIFY A TOOL: As a result of taking a tool through the evaluation process above, you should be able to see ways the tool can be modified so that it can be effective for your target. Modifying a tool may involve ***removing or changing words, replacing words with symbols, making symbols easier to draw, using symbols from things in their culture, and explaining it in a sequence that is natural to them***.

What might be involved in modifying a tool?

SEARCHING FOR DIFFERENT TOOLS: God is using a variety of tools all around the world to reach different people groups. What works for some people might not work for others. You can search for tools that have proven very effective in various cultures by going to the following: noplaceleft.net, t4tonline.org, churchplantingmovements.com, trainandmultiply.info, noplaceleft.academy, kingdomlightcommunity.org, m4network.org, and also check out movenetwork.org. You should also attend conferences where practitioners are cross pollinating. The term "Cross Pollination" in missionary circles means ***sharing best practices so that everyone is learning from each other***. The result of cross pollination includes learning which tools work best in different contexts, how to use tools more effectively, and modifying or blending tools.

What is the definition of "cross pollination?

DEVELOPING NEW TOOLS: You should spend quality time at the feet of Jesus talking to Him about your targets and tools. Jesus loves ***teaching us though the Holy Spirit how to advance His kingdom***. For example, an inmate missionary inside the Texas prison system was trying to reach white supremacy gangs for Christ. Not knowing he was a missionary, when they met him they would greet him with their special handshake. This handshake involves using fingers to make the symbol of a lightening bolt. The missionary took that to Jesus and asked what to do. Instead of responding with a lightning bolt, Jesus showed him a new tool based on their handshake. When they shook his hand, he would ask them, "Did you know that God has a lightning bolt in His hand?" Then he would pull out a Bible and get them to read Job 36:32 and 37:3, and start a conversation about God. The gang members would then share those passages with other gang members. At their next encounter he would follow up with Matthew 24:27, then share the gospel of salvation.

What does Jesus love doing?

TESTING A TOOL'S EFFECTIVENESS: Before you embrace a new tool and begin training your team how to use it, you should first use it out in the harvest on the target people you are trying to reach. Don't just try the tool on one or two people then form an opinion. That is not a sufficient test. A quality test involves ***prayerfully using it on at least ten different people, writing notes about each encounter, then talking to Jesus about your experiences***. Ask Jesus to show you how to modify the tool if that is what's needed.

What does a quality test involve?

METHODS VS. PRINCIPLES: There is a big difference between methods and principles. Methods and techniques come and go and are frequently replaced over time and from culture to culture. However, principles are timeless and transcend all cultures. There are only three principles for effective ministry. Everything else is a method or technique. The 5-Part Strategy are principles but the 4-Fields tools are methods. But, even the 5-Part Strategy is based on three core principles. Make sure your tools are in line with the three principles. The three principles upon which all effective ministries are based are:

1. ***Love the people:*** If they know you love them then they will listen to you talk about Jesus.
2. ***Get the Word of God inside the people:*** Faith comes by hearing the Word of God.
3. ***Pray for the people:*** God is the One who gives the increase.

How can you show God's love to the people so that they can feel it? How can you get the Word of God inside of the people so they come to faith? How can you pray for the people so that God moves in their hearts? If you search the Bible for answers to these questions you will find numerous Scripture that provide very clear instructions. When you obey those instructions, you will start to find ways that are more effective than others. This is how tools are developed.

What are the three core principles upon which all effective ministries are based?

1. _____
2. _____
3. _____

LESSON 7: LOOK FORWARD

Pray — Ask God to help you find and evaluate tools that are effective for your target.
Memorize — Spend this week looking at various tools that you can use to reach your target.
G.O.A.L. — Identify at least one new tool that you can use to reach your target. Develop a basic training for learning the tool using MAWL, then go to the Leadership Circle at the back of this workbook and draw the symbol for Tools inside the Leadership Circle.

LESSON 8: (T4) TEAMING

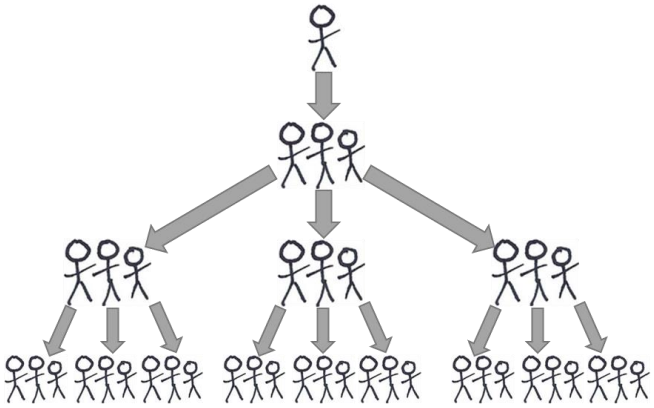
Look Back: In lesson 7, you learned how to evaluate, modify, find, and develop tools. **We also set a goal for last week. Describe your experience completing last week's GOAL.**

Look Up: In today's lesson, we will take a closer look at how to build your leadership team. You will learn three tools that will help you build a solid leadership team. These three tools are: ***Jesus 1-3-9, FATest 3***, and ***Forming-Storming-Norming-Performing***.



What are the three tools for building a solid leadership team?

JESUS 1-3-9: Jesus called 12 disciples to follow Him. But He spent most of His time with three disciples: ***Peter, James, and John.*** These were His 3. Jesus invested more of His limited time into these 3 than He did with the others. Paul followed the example of Jesus and invested most of his time with Timothy, Titus, and Silas. Of course Jesus and Paul invested time with many others. Look at this diagram. At the top it shows one person who is investing his time into three people. Each one of those three people are investing their time into three other people, and so forth. This diagram shows a total of 40 people. The greatest benefits of focusing on three disciples are: ***relationships can be deep, the quality of discipleship is very good, and nobody is exhausted or burned out***.



Who were the three disciples that Jesus spent most of His time with?

What are some of the greatest benefits of focusing on three disciples?

FATEST 3: The acronym F.A.T. stands for ***Faithful, Available, and Teachable***. Among all the people you are discipling, you should look for the FATest disciples to become the three who you will invest the most of your time into. You should still spend time with the other FAT disciples, but be careful to manage your time and energy so that you are investing wisely. All the other believers who are not FAT are still family and should be treated ***with love and respect***. But as a missionary, tending to them is not your calling. Your calling is ***to cast vision for the Great Commission and train those who are on fire to obediently follow Christ by spreading the gospel and planting churches.***

What does FAT stand for?

How should you treat other believers who are not FAT?

As a missionary, what is your calling?

1. **Faithful**: Faithful means ***a person who is trustworthy and dependable***. You can delegate to them and trust the work will be done on time with great quality. Not only that, they are loyal and careful not to say or do anything that could discredit the ministry.
2. **Available**: Available means ***a person who is happy to be called on to serve***. Their priority is the mission. They make personal sacrifices for the mission. You don't need to chase this person. They will not give you excuses when it's time to go labor in the harvest.
3. **Teachable**: Teachable means ***a person who desires to learn new ways to do ministry***. This person is not puffed up with knowledge. They are still receptive to learning, training, and developing. They are happy to get feedback about ways they can improve.

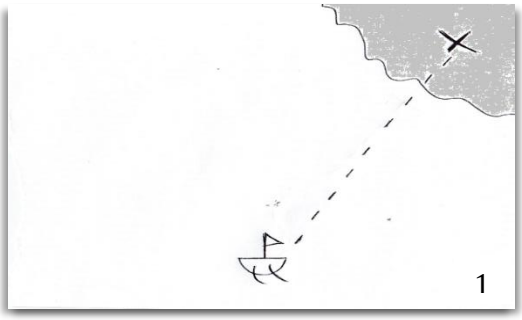
What does Faithful, Available, and Teachable mean?

1. F:_____
2. A:_____
3. T:_____

CASTING VISION: Before you ask your FATest three disciples for a commitment to join you, ***you will need to show them a vision for the Target and explain to them the work that will be required of them to achieve it***. To do this, you should show them the Brutal Facts, WIG-Take, and End-Vision. However, as you explain it to them, you will need to explain it as a ship captain who is inviting them on a journey that may be dangerous and have many unforeseen challenges. This way, ***they will not get frustrated and quit when things become difficult***. Even Jesus and Paul warned their disciples about future hardships (Matt 10:16-26; 1Thess 3:4). The following illustrations can help you to visualize how to cast vision for such a journey. You should not show the following illustrations to them. These illustrations are for you to take into your heart as the captain of the ship and them as your team.

What should you do before you ask them to commit to joining you?

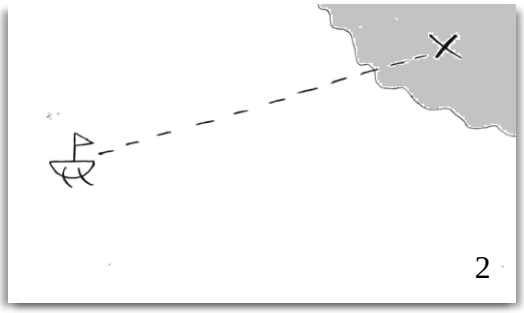
Why should you tell them about the dangers and challenges before recruiting them?



Look at illustration #1. The X is the End-Vision of where you want to go. That is your destination. The boat represents your Team. Your mission is ***to get to the destination by using a combination of Tools***. The tools include a map, a compass, rowing, steering, and working the sails. Knowing that the shortest distance between two points is a straight line, the dotted line from your boat leading to the destination represents the milestones you need to achieve to get to your destination.

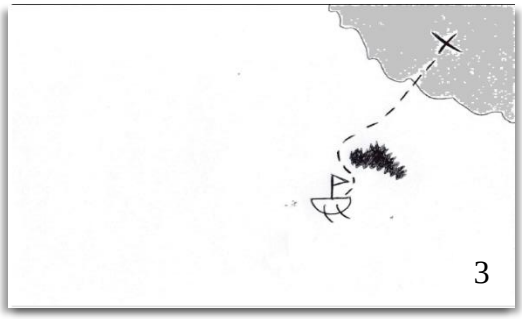
What is your mission?

Look at illustration #2. Real life involves going through numerous storms that will blow you off course. Good sailors will compare their map to the stars and compass so they can figure out where they are, the direction they need to go, and chart a new course to reach their destination. The storm represents major catastrophes that affect your mission. ***When this happens, you must seek God's direction and make changes to your goals in order to reach the vision***.



What should you do when a storm blows your Team of course?

Look at illustration #3. Unfortunately, life is not as easy as a straight line. There will always be numerous, unforeseen obstacles that come up. Therefore, you must be flexible enough to adjust your goals to go around such obstacles. In this illustration, the sailors must go around an outcropping of rocks. Otherwise, they will crash and sink the ship. You must always be aware of your surroundings ***so that you can adjust your goals to go around obstacles instead of crashing into them***.



Why should you be aware of your surroundings?

As a leader, you will find these illustrations helpful for thinking about how to cast vision to the people you train in this mission. They will be inspired ***to know they have a leader who can help them understand what they are getting into and where they are going***. As you cast vision for them, be sure to warn them and prepare them that the mission will be very challenging, sometimes frustrating, and maybe even dangerous. When difficult times come, they will endure.

What inspires people to join a mission?

FORMING-STORMING-NORMING-PERFORMING: As the team gets to know one another and works together, the team will go through four stages called Forming-Storming-Norming-Performing. You must learn to apply this team-building process to the groups you form so that they become high performance teams. Whenever you invite people to help you complete a project, you are attempting to form a team. This applies to everything, including secular endeavors and spiritual undertakings. Whenever you put together a new group of people, ***you should explain this process to them and, with their agreement, guide them through it***. This team building process is a reality in every culture around the world. Whenever you add one or more people to a team, the team will likely have to go through the same process all over again, especially if that new team member has a strong personality.

What should you do whenever you put together a new team of people?

---

1. **Forming:** In this stage, members are more polite and agreeable because they are getting to know each other. You have two goals in this stage. First, you should teach them that God's purpose for their lives is to fulfill the Great Commission. You can do this by ***sharing a selection of Scriptures about the Great Commission and asking questions about the purpose of their life on this side of the cross***. Second, you need to cultivate a love relationship between them (Col 2:2). You can do this by organizing meals, sharing life stories, and family photos. If this step is not done carefully, then the team will not form a strong bond. The stronger the bond, the more likely they will progress through the other stages and become a high performance team.

How can you teach them the purpose of their life?

---

2. **Storming:** In this stage, the members will experience some kind of opportunity, obstacle, or storm. As the team tries to figure out how to move forward, ***they will have a disagreement about what should be done, how to do it, and who should do it***. This is because people have different personalities, experiences, beliefs, and opinions. When this happens, members can divide over issues. Members will be tempted to leave the team. If the team believes this is the purpose of their life and they love each other, ***then they are more likely to work out their disagreements and become a great team***.

What will happen as they move forward?

What will happen if your team believes this is the purpose of their life and loves each other?

---

3. **Norming:** In this stage, your responsibility is to guide them to see each other's abilities. As the group works out their disagreements in the Spirit of Christ, ***they will discover and experience each other's strengths, weaknesses, and gifts***. More importantly, they will learn to trust and respect each other. They will start to rely on each other. These roles that are worked out between them are their true roles, regardless of previously assigned positions. After that storm, all the members will always know how to work together more effectively than ever before (Eph 4:15-16), and become a team.

What will happen as they work out their disagreements in the Spirit of Christ?

---

4. **Performing:** In this stage, ***your team learns to pick up on each other's feelings, anticipate each other's needs, and take the initiative to serve each other without being asked***. Although a group may have been productive in the previous stages, they are always much more productive as a result of going through a storm together in the Spirit of Christ. Now that the team really knows, loves, and trusts each other, they are finally able to function as a true body of Christ. When one hurts, they will all hurt. When one rejoices, they will all rejoice together. They will adjust their lives and sacrifice together. A high performance team ***identifies needs, pools their resources together, sets goals, works hard, reviews their progress, encourages one another, and each one will pull their weight as a team***.

What happens in this stage?

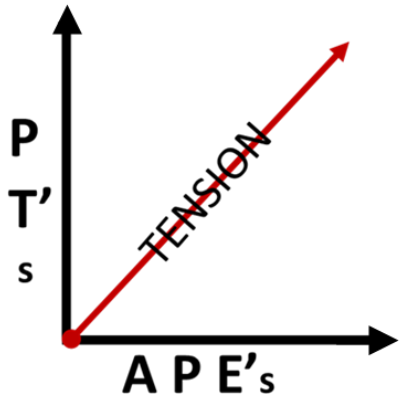
What does a high performance team do?

RESPECTING THE DIFFERENCES BETWEEN APES AND PTS: Every good team will have a good mix of both APEs and PTs. The acronyms APE and PT are an easy way to remember the five ministries of the church outlined in Ephesians 4:11. Sometimes these are referred to as the Five-Fold Ministry of the church.

1. Apostle: ***This person wants to travel and start new ministries***.
2. Prophet: ***This person wants to preach against sin and call people to repentance***.
3. Evangelist: ***This person wants to share the gospel of salvation with everyone***.
4. Pastor: ***This person wants to help a group of local believers grow together as one family***.
5. Teacher: ***This person wants believers to understand the deeper things in the Scriptures***.

What are the five-fold ministry?

1. A:_____
2. P:_____
3. E:_____
4. P:_____
5. T:_____



Look at this diagram. The arrow pointing up symbolizes that PT's want new believers to slow down and grow up. The arrow pointing forward symbolizes that APE's want new believers to go labor in the harvest. PT's prefer to go slower. When it comes to discipleship, PT's protect and nurture new believers ***so they can be grounded and built up in Christ before they do ministry***. APE's want to go as fast as possible. When it comes to discipleship, APE's push new believers to start sharing their testimony right away ***in order to become mature through experience***. This is why there is tension between the APE's and PT's. This tension is a good thing and should be embraced by both sides. The tension involves a balance of growing up and going out. The fact is that they are both right. New believers should be given ministry responsibility that is appropriate to their ability, challenged and gradually trained to do more. But they also should not be pushed so far beyond their ability that they get hurt and hurt others.

Why do PT's protect and nurture new believers?

_____

Why do APE's push new believers to share their testimony right away?

_____

LESSON 8: LOOK FORWARD

Pray — Ask God to help you identify the FATest three Timothies who will join your team.
Memorize — Spend this week working on your End-Vision.
G.O.A.L. — Invite your FATest three disciples to a meeting. Share your End-Vision with them. Then ask them to pray about committing to join you to achieve it. After you have commitments from three Timothies, go to the Leadership Circle at the back of this workbook and draw the symbol for Team inside the Leadership Circle.

LESSON 9: (T5) TRAINING

Look Back: In lesson 8, you learned how to build a FAT high performance Team. **We also set a goal for last week. Describe your experience completing last week's GOAL.**

Look Up: In today's lesson, we will learn how to train our team to launch next generation churches to the 4th generation and beyond. You will learn three tools: ***Healthy Church, T-Manuals, and Acts13Model***.



What are the three tools for launching next generation churches?

HEALTHY CHURCH: Before you can train others how to grow a healthy church, you must do it yourself. After you taught your House of Peace the Church Circle diagram and they committed to be a church, then you should have led them through ten lessons covering each of the ten activities in the Acts 2 Church. After teaching each of those lessons, by using the 3/3 Discovery Bible study method, ***you should inspire and lead the believers to practice the ten activities individually and as a community***. When your church can honestly say that they are practicing one of the ten activities as a community, then they should draw the symbol for that activity inside the circle. The goal is to faithfully and fruitfully practice all ten activities. You may need to lead them into a series of ***three or more Bible studies about each of the ten activities*** so that they can have a better understanding of how to practice their faith. Remember, the Word of God should give them the faith to obey the Lord. Your responsibility ***is to cultivate their faith and inspire them to obey God through loving encouragement***. If obedience comes from pressure instead of faith and loving encouragement, then that is unhealthy.

What should you do after teaching each of the ten lessons?

How many different Bible studies might you need to teach about each of the ten activities?

What is your responsibility?

As a result of leading your church members to practice the ten activities, your church should become self-Governing, self-Sustaining, and self-Propagating. Let's look at these three results of a healthy church. Remember, the churches you planted should serve as a good model for other churches to imitate:

- **Self-Governing:** This means that ***your church has two or more pastors who are equal in authority under the Lordship of Christ and do not answer to the authority of another church or organization***.

What does Self-Governing mean?

- **Self-Sustaining:** This means that ***your church can establish ministries and make purchases in order to take care of itself long term.***

What does Self-Sustaining mean?

- **Self-Propagating:** This means that ***your church is able to occasionally launch its members to go start next generation churches.***

What Self-Propagating mean?

T-MANUALS: The Level 1 and 2 Training Manuals are designed ***to train disciples to become trainers.*** Review your own personal training and growth from Level 1 to Level 2 and now Level 3. Although you didn't know it then, you were being trained to become a trainer. Now that is what you are doing to the disciples you are training. They are your future trainers. Your trainer showed you how to Enter a target, share the Gospel, start a House of Peace, baptize believers, serve communion, and turn the House of Peace into a Healthy Church. Your trainer Modeled the process for you, Assisted you, Watched you, and then Launched you to do it. As a result of imitating your trainer, God has been using you to train others (2 Tim 2:2).

What are the Level 1 and 2 Training Manuals designed to do?

Go back to Lesson 5 of this manual. Notice that your schedule includes investing 3-hours a week training Level 1 Seed Sowers to become Level 2 Church Planters. Your schedule also includes 3-hours a week training Level 2 Church Planters how they can train Level 1 Seed Sowers. It is this work that God uses to launch multiple streams of 4G+ churches. When you meet other 4-Fields practitioners who do not have multiple generations of churches, ***it is most likely because they do not have any Level 3 Church Multipliers who are training disciples in Levels 1-2.***

Why do some 4-Fields practitioners Not have multiple generations of churches?

If you were trained through these Level 1 and Level 2 Training Manuals, then you should have at least one healthy church that you planted. From the church you planted, you should have trained at least one believer through the Level 1 Training Manual. As a result of taking your Level 1 Leaders into the harvest, on a weekly basis, they should have their own Houses of Peace. If they do not have their own Houses of Peace, ***then retrain them in Lessons 4 and 8 of the Level 1 Training Manual, and take them to follow up with their Yellow Lights in the harvest***. These follow ups should result in Houses of Peace that will turn into next generation churches.

What should you do if your Level 1 Leaders do not have their own Houses of Peace?

After your Level 1 Leaders have successfully completed the Level 1 Training Manual, you should start training them with the Level 2 Training Manual. Remember, the first five lessons of the Level 2 Training Manual requires them to baptize new believers and serve Communion in their Houses of Peace, and then start taking believers from their Houses of Peace into the harvest with them. You must ***coach them privately, attend their houses of peace, and***

walk along side of them as they take their new disciples into the harvest. Afterwards, get with your disciples and discuss with them how they did and what they can do better.

What must you do with your Level 2 Leaders in order for them to launch next generation churches?

ACTS13MODEL: In Acts 13:1-3, we see a healthy church at Antioch launching a missionary team. It is Self-Governing, Self-Sustaining, and Self-Propagating. The Holy Spirit called two of the church members to go out. In response to the Holy Spirit, the church fasted, prayed, laid hands on them, and sent them out. There should come a time when those disciples (who have been used by God to start Houses of Peace) should officially be sent out. They will be like a young bird that leaves the nest, spreads its wings, and goes to build its own nest. The best time to send them out is after they have completed three things: ***Started a House of Peace, baptized someone in their House of Peace, and served Communion to the people in their House of Peace***. Around that time, your church should fast, pray, and lay hands on them to send them away. When this happens, ***they will no longer be required to attend your church***. However, you should start attending their new church on and off for several weeks. After you feel like they no longer need you, you can limit your attendance at their church to once every three months. This way, you will not burn yourself out and you will give them room to grow.

What are the three things your disciples should do before you send them out?

What happens after your church officially sends them away?

BEWARE OF STUDENTS PLACING THEIR FAITH IN THE TOOLS: Frequently, warn your students not to make the mistake of placing their faith in the tools. That would be like making an idol out of the tools. Rather, instruct them to ***take the tools they have learned and submit them before God, asking God to guide and empower them to use the tools for God's purposes***. Remind them that Jesus said, *"I am the Vine and you are the branches, he who abides in Me and I in him, he bears much fruit, for apart from Me you can do nothing"* (John 15:5).

What should you instruct them to do with the tools?

BEWARE OF CAUSING BURNOUT: You should respect both your team of trainers and your students. They trust you to lead them, not just in the work, but in their lives. Therefore, consider the various aspects of their lives. How many hours are they working a week? Are they in school? Are they single, married, or raising children? Do they serve on other ministries? As you discover their workloads, you will see that they are already making a great sacrifice just to be with you. Therefore, be careful before you task them to do more. Although they might do whatever you ask, you are responsible to God for how you raise His children. Although God will not put on us more than we can bare, He will allow us to put more on ourselves. Do not overburden them or else ***you could burn them out and destroy their lives***.

What could happen to someone if you overburden them with too much work?

BEWARE OF TRAINING PEOPLE TO OPERATE OUTSIDE OF THEIR CALLING: Although we all share the same general calling to love, obey, and serve the Lord, we must remember that God has a special calling for each person. Not everyone is called to serve the Lord in the same

way. Therefore, do not make the mistake of forcing these Training Manuals on people. According to 1Corinthians 12:4-6, ***there are various gifts and ministries, but we all serve the same Lord.*** We are all serving in the same army. But the Lord's army has many parts. We should learn this, embrace it, and celebrate it. You should discuss this with your Level 1 and 2 Leaders. If they believe God is calling them to serve Him in something other than 4-Fields, you should encourage them to pursue it. Never make the mistake of trying to keep people in your network by making them feel guilty for wanting to leave. That is manipulation. More than anything, you should desire ***for the people you are discipling to follow the Spirit, even if that means leaving your network to minister somewhere else***. Whenever this happens, ask the others to join you in celebrating the person who is leaving. Hold a meeting where everyone can say goodbye. It would be a good idea to recite many of the person's qualities and contributions, thank them for all they have done, and let everyone give them loving hugs and prayers on their way out. Doing this will instill a culture that is truly led by the Spirit of the Lord.

What does 1Corinthians 12:4-6 teach?

What should we desire more than anything else?

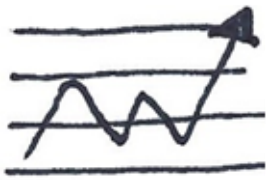
LESSON 9: LOOK FORWARD

Pray — Ask God to help you become a master trainer.
Memorize — Review the Level 1 Training Manual Lessons 4-8.
G.O.A.L. — Start coaching your Level 2 Leaders how to train their Level 1 Leaders how to do Lessons 4-8. If the Level 1 Leaders already have HOPs, then coach them how to grow the attendance at each HOP by at least two new participants. After you see the minimum growth of attendance, go to the Leadership Circle at the back of this workbook and draw the symbol for Training inside the Leadership Circle.

LESSON 10: (T6) TRACKING

Look Back: In lesson 9, you learned how to Train trainers to achieve 4G+. **We also set a goal for last week. Describe your experience completing last week's GOAL.**

Look Up: In today's lesson, we will learn how to track our progress in the target so that we can be good stewards of God. In this lesson you will learn three tools: ***Brutal Impact, Church Mapping, and SWOT.***



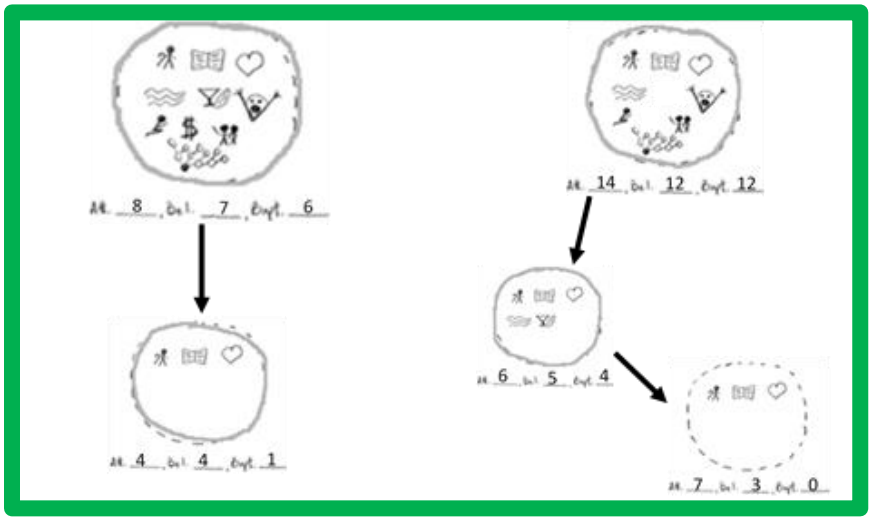
What should you do when unforeseen circumstances arise?

BRUTAL IMPACT: In lesson 6, you learned a tool called Brutal Facts. That tool was designed to help you analyze the target. This tool is different. With this tool you will be able to analyze the impact your team is making in your target. See the 12-month chart below. Notice it is partially filled in as an example. Look at Month 8. It shows this team has two Level 1 Leaders, two Level 2 Leaders, and one Level 3 Leader. That month they spent a combined 96 hours in the harvest and shared the gospel with 210 people, with seven salvations. They also have one third gen House of Peace, two first gen churches, and two second gen churches. Write your totals for each month in a chart like this one.

	Activities	M-1	M-2	M-3	M-4	M-5	M-6	M-7	M-8	M-9	M-10	M-11	M-12
1	Level 1 Leaders	2	2	2	2	2	2	2	2				
2	Level 2 Leaders	2	2	2	2	2	2	2	2				
3	Level 3 Leaders	1	1	1	1	1	1	1	1				
4	Level 4 Leaders	0	0	0	0	0	0	0	0				
5	Level 5 Leaders	0	0	0	0	0	0	0	0				
6	Hours in Harvest	96	96	96	96	96	96	96	96				
7	Gospel Shares	215	190	205	180	195	215	200	210				
8	Salvations	1	0	8	2	4	14	5	7				
9	Baptisms	1	0	3	2	3	13	3	7				
10	House of Peace	0	0	1	1	0	0	0	1				
11	1G Church Circle	0	0	0	1	2	2	2	2				
12	2G Church Circle	0	0	0	0	0	1	2	2				
13	3G Church Circle	0	0	0	0	0	0	0	0				
14	4G Church Circle	0	0	0	0	0	0	0	0				
15	Total Church Att.	0	0	8	10	14	28	32	39				
16	Monthly Income	100	100	100	100	100	100	100	150				
17	Monthly Expenses	100	100	100	100	100	100	100	150				

CHURCH MAPPING: Now we are going to look at your teams Brutal Impact from another perspective. This perspective ***shows us the generational spread and the health of your church network.*** Notice: the Brutal Impact chart above shows two first generation churches, two second generation churches, and one House of Peace. As a Church Multiplier, this information should be of particular importance to you. As you and your team get together, you will need to make an accurate map of the Houses of Peace and Churches so that you can see exactly how it is spreading and how healthy they are. The following Church Map is based on the information in the Brutal Impact. It shows a visual illustration of two first generation Church Circles that your team started and two second generation Church Circles that were started by indigenous believers who were attending the first generation Churches. It also shows that the current House of Peace is a third generation group. The symbols inside each circle shows what they are doing.

What does this perspective show us?



After you make the map of the Houses of Peace and Churches in your network, look more carefully at each one's health. A church's health is based on five things:

1. **Circle**: The circle should be solid, ***indicating they have a commitment to be church***.
2. **10-Activities**: All ten activities should be in the circle, ***indicating their lifestyle as church***.
3. **Attendance**: At least 20% should be non-Christian, ***indicating they are reaching out***.
4. **Believers**: At least 50% should be believers, ***indicating they are led by the Spirit***.
5. **Baptized**: All believers should be baptized, ***indicating they are obedient disciples***.

What does a solid circle indicate?

What does all ten activities inside the circle indicate?

What does at least 20% non-Christians in attendance indicate?

What does at least 50% believers indicate?

What does it indicate if all the believers are baptized?

SWOT ANALYSIS: The acronym S.W.OT. stands for ***Strengths, Weaknesses, Opportunities, and Threats.*** You will discover your Strengths and Weaknesses ***by evaluating your Brutal Impact and Church Map.*** You will discover your Opportunities and Threats ***by evaluating the Brutal Facts of your Target.*** The Strengths and Weaknesses are about your Team. The Opportunities and Threats are about your Target.

What does SWOT stand for?

_____

How can you discover your Strengths and Weaknesses?

_____

How can you discover the Opportunities and Threats?

_____

1. **Strengths**: These are ***three best things your team does based on Brutal Impact and Church Map.***
2. **Weaknesses**: These are the ***three worst things your team does based on Brutal Impact and Church Map.***
3. **Opportunities**: These are the ***things your team can start doing to achieve greater fruitfulness.***
4. **Threats**: These are the ***people and circumstances that can hinder your Team's work in the Target.***

Write the definition for Strength, Weakness, Opportunities, and Threats on the lines below.

1. _____
2. _____
3. _____
4. _____

Look at the example of the Brutal Impact and Church Map above. What would you say are that Team's Strengths and Weaknesses?

What are their Strengths?

1. _____
2. _____
3. _____

What are their Weaknesses?

1. _____
2. _____
3. _____

Now go back to Lesson 6, reread the Brutal Facts about the Target at Parkland Pointe Apartment Complex. You should be able to find three possible Opportunities. An Opportunity is something your Team can do for the Target that could result in greater fruitfulness. After you identify possible Opportunities, you should consider ways to make the most of them. Hint: Sometimes you can overcome their fears and suspicions by helping their felt needs. Then they will listen to you share the gospel of salvation.

What are three possible Opportunities?

1. _____
2. _____
3. _____

As you study the Brutal Facts in Lesson 6, reread the Brutal Facts about the Target at Parkland Pointe Apartment Complex. You should be able to find three possible Threats. Remember, a Threat can include people and circumstances that might hinder your Team's work in the Target. After you identify possible Threats, you should consider ways to win them over, neutralize them, defend against their attacks, or go around them.

What are three possible Threats and how can they be handled?

1. _____
_____
2. _____
_____
3. _____
_____

END-VISION DIAGRAM: The last step in the Tracking process is to ***compare everything you've learned to the Vision statement and Milestones that you came up with in Lesson 6***. When making this comparison, your Team should ask, "In light of this Tracking process, do we need to adjust our Vision Statement or Milestones?" If any adjustments are necessary, then make those changes as a Team. Remember, if your Team was led by God in the creation of your End-Vision, then drastic changes should be very rare. Most of the time, you will only need minor adjustments.

What is the last step in the Tracking process?

_____

Finally, the Team should be able to look at the End-Vision and clearly see where they are in relation to the bull's eye and what their next milestone is. You can display it by drawing it on a sheet of paper, whiteboard or Power Point. As their leader, you should use this opportunity to do three things: ***First, point out to them where they are on the arrow. Second, recount to them all that God has done to bring them to this point. Third, explain how to achieve the next milestone and reassure them that God will lead them the rest of the way***. You should be speaking with great encouragement and conviction whenever you pull out the End-Vision and share it with your Team or anyone else. You are motivating them to achieve NoPlaceLeft in your Target!

What are the three things you should do with the End-Vision as their leader?

_____
_____
_____

LESSON 10: LOOK FORWARD

Pray — Ask God to help you become a better steward by tracking the growth, health, and multiplication of each HOP and Church Circle.
Memorize — Spend this week learning how to teach the Church Mapping tool.
G.O.A.L. — Explain the Brutal Impact, Church Mapping, and SWOT tools to your Team. Walk them through the application of this to your Target. After your Team does this, go to the Leadership Circle at the back of this workbook and draw the symbol for Tracking inside the Leadership Circle.

LESSON 11: (T7) TROUBLESHOOTING

Look Back: In lesson 10, you learned how to Track your Team's progress in your Target.
We also set a goal for last week. Describe your experience completing last week's GOAL.

_____

_____

Look Up: In today's lesson, we will take a closer look at how to troubleshoot stuckages to achieve greater fruitfulness. In this lesson we will review the three common stuckages from the Level 2 Training Manual and you will also learn two new tools: ***Forms vs. Functions and Iron-on-Iron.***



What are the two new tools you will learn?

_____

While you were gathering information to Track your Team's work in the Target, you should have noticed some things that need improvement. The term "Troubleshoot" means figuring out solutions to problems. The symbol for Troubleshooting is the question mark with a check mark on top of it. When you are Troubleshooting something, there are three basic questions that you should ask your team? The answer to these questions are symbolized by the check mark.

1. ***Where exactly can our Team do better?***
2. ***Why are we not doing better?***
3. ***How can we do better?***

What are the three Troubleshooting questions?

1. _____
2. _____
3. _____

The answer to these three Troubleshooting questions is not a difficult as you might think. God has given you three resources to apply to the work He has called you to do. These resources are Time, Team, and Treasure. The answer to those questions always comes down to the application of these three resources. The best way to figure out how to apply these resources is by reviewing your SWOT. If you apply your Strengths and resources to the Opportunities, ***then you will achieve more fruitfulness***. However, because these three resources are very limited, you must not depend on them. But take them to God and depend on Him to perform miracles like when Jesus took a few fish and bread and fed thousands.

What can be the result if you apply your Strengths and resources to the Opportunities?

_____

1. ***Time:*** How can your Team invest its time more effectively?
2. ***Team:*** How can your Team work together more effectively in the Target?
3. ***Treasure:*** How can your Team raise funds and invest it more effectively?

What are the three resources?

1. _____
2. _____
3. _____

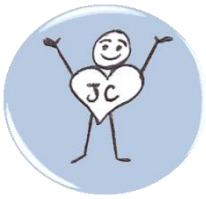
REVIEW 3-COMMON STUCKAGES: It is the Church Planter's responsibility to identify and fix stuckages. Stuckages happen for a variety of reasons. Your work is not done when you train someone or when you plant a Church. As you train Disciples how to start HOPs you are responsible to continue mentoring them. They will look to you as their Paul. You must continually pray for them and help them overcome stuckages. The three most common stuckages that can prevent you from planting healthy Churches are: ***lack of intimacy with Christ, ineffective training, and Not properly contextualizing training to the culture***.

What are the three most common areas of stuckage?

_____

_____

_____



STUCKAGE #1 ~ INTIMACY WITH CHRIST: As a Church Planter, you should continually emphasize to the Disciples the need to abide in Christ. Moreover, you must personally exemplify putting Christ first. As a result, ***Disciples will be edified and follow the example you model for them.*** The best way to fix this stuckage is to ***gather those Disciples and spend a week or so with them doing a daily S.W.A.P.*** Although you probably taught them this lesson already, sometimes we all drift from what we know is right and good. Teach it to them again. However, this time, join together with them to actually do it. In this way you can help them develop intimacy with Christ through a combination of prayer, Bible study, self-examination, repentance, fellowship, fasting, and worship. These are hallmarks of the Christian faith for being filled with the Spirit and growing in the Spirit.

What will be the result of personally exemplifying putting Christ first in your life?

_____

What is the best way to fix this stuckage?

_____



STUCKAGE #2 ~ TRAINING: Evaluate whether the training is SRT, which stands for Simple, Reproducible, and Transferrable. Simple***: means that the training is not complex like rocket science.*** Reproducible: ***means that the lessons can be done by anyone anywhere.*** Transferrable: ***means that the training can be learned by uneducated people and transferred by them to others.***

What does Simple, Reproducible, and Transferrable mean?

1. S:_____
2. R:_____
3. T:_____



STUCKAGE #3 ~ PROPER CONTEXTUALIZATION: The term "contextualize" is missionary jargon. It means ***to revise material from one culture so that it is understandable and practicable by another culture***. Concerning missions, we must be very careful to contextualize without changing or diluting the faith and practice of the gospel. The Apostles warned, "if we, or an angel from heaven, should preach to you a gospel contrary to what we have preached to you, he is to be accursed" (Gal 1:8-9). The test for proper and effective

contextualization is ***whether or not indigenous people are coming to faith and communicating the gospel to their fellow peoples***. The goal of contextualization is ***to communicate the gospel to an indigenous people in such a way that they can understand the gospel, repent, surrender to Christ as Lord, receive the Holy Spirit, become regenerate priests, and ambassadors of Christ***. Through discipleship, the indigenous believer should be able to ***see themselves within the overall story of Scripture so that the gospel is not reduced to a disembodied collection of beliefs***. Furthermore, indigenous believers should be trained so they can communicate the Bible to their fellow indigenous peoples.

What does the word "contextualize" mean?

What is the test for proper and effective contextualization?

What is the goal of contextualization?

What should the indigenous believer be able to do as a result of discipleship?

FORMS VS. FUNCTIONS: Sometimes we experience stuckages because we are trying to repreoduce forms of what we understand a Church should look like. The term "Form" means a ***shape or structure***. For example, a building with a steeple, pews and a pulpit, etc. Forms can be helpful, but when we become dependent on a form, we are in trouble, especially if we assume the form is a command from God when it is not. If we do that then we are in danger of raising traditions of men above the authority of God's Word. Every form has a function. We must learn ***to identify the primary function of each form and then find culturally acceptable forms in our Target that can serve the same functions***.

What does the word "Form" mean?

What must we learn?

During the age of colonial missions in the 17th to 19th Centuries, the Catholic Church and some protestant denominations tried to force their church forms onto other cultures whenever they did missions. For example, in the Catholic mission to China, they built cathedrals with European architecture and furnishings and musical instruments. As a result, there was a lot of pushback from the Chinese for several reasons. They preferred to take their shoes off when entering a dwelling and sit on the floor. Their instruments were rejected. Trying to export forms from one culture to another can be very expensive and time consuming. Moreover, forcing indigenous people to embrace another culture's forms is disrespectful and incites resistance from the Target. Instead, it is always better to ***find common things in the Target that can be used to achieve the same functions.***

What is better than forcing indigenous people to embrace another culture's forms?

Look up the following verses and write some of the forms you see them using:

1. Luke 5:3 _____
2. Matthew 14:19 _____
3. Matthew 14:33 _____
4. Acts 12:12 _____
5. Acts 16:13 _____
6. Romans 16:5 _____
7. 1Corinthians 16:19 _____
8. Philemon 1:2 _____

Look at the chart below. On the left side of the chart write ten forms that are typical of an American Church. In the middle write the primary function of each of those forms. On the right side of the chart write something that you can find in the jungle that might serve the same function.

	American Church Forms	**Functions**	**Jungle Church Forms**
1	Church Building	A place for worship	Mud Hut or a grass field
2	Pews or Chairs	A place to sit	The floor or on the grass
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			

IRON-ON-IRON: The term Iron-on-Iron comes from Proverbs 27:17, where ***God advises people to sharpen each other like iron on iron***. Based on all your training and experience up to now, you are ready to learn how to facilitate an IoI meeting. This is a valuable tool used by most Level 3-5 Leaders. This is because they understand the value of Proverbs 11:14; 15:12; and 24:6 which teaches about the wisdom in a multitude of counselors. After completing your Tracking, you should schedule a meeting with your Team to hold an IoI meeting. However, before you call the meeting, ***give your team at least two weeks' notice about the meeting so they can prepare***. It is recommended that you provide each participant ***with a copy of the Tracking information and the following IoI Itinerary*** so they can be prepared for a productive meeting.

What does Proverbs 27:17 teach?

_____

What should you do before you call the meeting?

_____

What should you provide the participants with two weeks before the meeting?

_____

Iron-on-Iron Meeting Itinerary

Time: Figure 1-hour per person, plus restroom breaks and a meal.

Purpose: To seek God for overcoming obstacles to achieve the vision.

Preparation: Participants should study the Tracking information and examine their own work. Try to identify personal and team weaknesses, obstacles, threats, and stuckages.

Expectation: Participants are expected to follow the rules, follow the steps, be transparent about the challenges they are facing, and give quality feedback to each other.

Rules: 1) Give glory to God; 2) Be humble; 3) Don't go over the time; 4) Everyone should focus on the one sharing; 5) Don't interrupt; 6) Focus on obstacles the person is sharing not on your own opinions; 7) Don't make fun of anyone's opinions; 8) Don't attack anyone's character 9) If you don't give encouragement then you can't give any suggestions; 10) Respect the facilitator as he or she guides the following steps.

Steps:

1) Opening Prayer
2) Abiding (5-min): How much quality time are you spending with Jesus daily?
3) Conflicts (5-min): Do you have conflicts with other believers that need to be resolved?
4) Work Status (10-min): Five things God is achieving through you in the Target?
5) Stuckages (10-min): What is blocking you from more next gen disciples and churches?
6) Encouragement (5-min each participant): Each participant takes turns giving encouragement to the one who was sharing.
7) Questions (10-min): Each participant can ask clarifying questions about what was shared.
8) Feedback (5-min each participant): Each participant takes turns giving ideas and suggestions to help overcome whatever is blocking next gen disciples and churches.
9) 2-Key Takeaways (5-min): The one who shared will tell the participants two key things they think will help them make next gen disciples and churches.
10) Action Plan (5-min): The one who shared will tell the participant how they will try to implement the 2-Key Takeaways into their life and ministry over the next 10-30 days.
11) Closing Prayer
12) Restroom Break (15-min): Repeat the process for the next participant starting with Step 1.

LESSON 11: LOOK FORWARD

Pray — Ask God to help you learn to Troubleshoot stuckages in your Tracking.
Memorize — Spend this week studying the Iron-on-Iron Meeting Itinerary.
G.O.A.L. — Schedule an IoI meeting with your Team. Provide them with a copy of the Tracking information and the IoI Itinerary. Then facilitate the IoI meeting. After your Team does this, go to the Leadership Circle at the back of this workbook and draw the symbol for Troubleshooting inside the Leadership Circle.

LESSON 12: (T8) TREASURE

⬅ *Look Back:* In lesson 11, you learned how to Troubleshoot in order to achieve next gen churches. **We also set a goal for last week. Describe your experience completing last week's GOAL.**

⬆ *Look Up:* In today's lesson, you will learn how to raise catalytic funding to support the mission. In this lesson, you will learn how to raise funds from three sources: ***Your Network of Churches, Private Donors, and Organizations***.



What are the three sources of funding?

YOUR NETWORK OF CHURCHES: In this fundraising campaign you will ask all the Level 1 and Level 2 Leaders in your network to make a financial contribution. This is the first and best place to go. Even if they are very poor, you should ask them first. The main reason is because they have a vested interest in the mission. If you do not let them participate in this way, ***they may feel insulted and cheated out of the opportunity***. Another major reason you should ask them first is because if they contribute out of their poverty, ***that will demonstrate to private donors and organizations that God is really working in your Target and they trust you***.

How might they feel if you do not let them participate in the fundraising?

How might private donors and organizations feel if they know your network is giving?

There are many ways to conduct a successful fundraising campaign with your network. We will look at just one simple way.

1. Meet with ***your FATest three*** to discuss the fundraiser. What are you trying to achieve with the money? How much money will it take? How long do you think it will take to achieve your goals with this money? What are the benefits of giving?

Who should you meet with first to discuss the fundraiser?

2. Call all the Level 1 and Level 2 Leaders together. Give a presentation of your Team's End-Vision. Show them ***where you are on the arrow and what the next milestone is***.

What should you show them?

3. You should explain three things about the next milestone: ***what is needed to achieve it, how much it will cost, and what the benefits will be for the people in the target community***.

What three things should you explain about the next milestone?

4. Then ask the people at this meeting ***if they would like to invest into achieving the next milestone?*** Let them know that any amount will help.

What should you ask the people at this meeting?

---

5. Finally, let them know you would like to make this opportunity available to their churches. Before the meeting is over, ***offer to attend their churches so that you can make the same presentation to their members***. Exchange contact information so that you can follow up to schedule presentations.

What should you do before the meeting is over?

PRIVATE DONORS: In this fundraising campaign you will need to try and meet new people who have the money and desire to donate. Some of the best potential donors are Christian business owners. You can find them by attending networking events, banquets, and conferences for Christian business owners. You can also ***go to their business place and ask to speak to the owner***. After you have made presentations to your own network, you will be experienced at sharing the End-Vision and asking for financial support to achieve the next milestone. You will also have some inspiring stories to share about ***how the people in your network are giving to the cause even though they are very poor***.

What can you also do to meet Christian business owners?

What kind of stories can you share with private donors?

---

1. ***Pray*:** Ask God to lead you to someone who wants to support the Great Commission.
2. ***Elevator Pitch*:** Prepare how to break the ice and start the conversation.
3. ***End-Vision*:** Take a copy of your End-Vision (arrow diagram) with you to leave with them.
4. ***Next Milestone*:** Show them where you are and what the next milestone is.
5. ***Benefits*:** Explain the benefits to the donor and to the people in your Target.
6. ***Ask*:** Ask them if they know anyone who might be interested in supporting your mission.
7. ***Contact*:** Exchange contact information with them so that you can follow up.

What are the seven steps to a successful fundraising campaign from Private Donors?

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

Before we move to the next source of funding, let's take a look at a sample Elevator Pitch that you can use. Feel free to modify it according to your personality and circumstances. The following should take no more than 10-15 minutes. However, if they are interested and have the time, they might want to continue discussing this with you longer.

YOU: Hi, my name is David. What's your name? (Smile and handshake).

THEM: My name is Tom.

YOU: It's good to meet you Tom. This morning I asked God to connect me with someone who wants to be a part of fulfilling the Great Commission. Is that a burning desire in your heart?

THEM: If they say "No," then kindly move on. But if they say "Yes," then continue the pitch.

YOU: In that case, this may be a God ordained moment for the both of us. I am a Church Multiplier. I specialize in starting networks of house churches. Right now God is using my team to reach a Muslim community in Arlington, Texas. The amazing thing is that God is touching their hearts to receive Christ as Lord. Can I show you some photos?

THEM: If they say "No," then kindly move on. But if they say "Yes," then continue the pitch.

YOU: In a conversational manner share five photos. Try not to take more than five minutes: 1) a Bible study group; 2) a Baptism; 3) a Prayer group; 4) Kids playing; 5) Your team.

YOU: Tom, this morning I asked God to connect me to someone like you because we are looking for mission-minded Christians who will help to financially support the work we are doing. Do you know anyone who would be interested learning more about the work we are doing?

ORGANIZATIONS: Fundraising from organizations is more formal. In this type of campaign you must remember that building relationships and securing funding from organizations often takes time, persistence, and a genuine commitment to your cause. Organizations will typically give more than the other two sources. For that reason, they usually require more information in your presentation. Be prepared to ***provide additional documentation, answer questions, and adapt your approach based on feedback received during the process***.

What should you be prepared to do?

---

1. **Research and Identify Prospective Organizations:** Start by researching organizations that align with your mission and values. Look for organizations ***that have a history of supporting Christian ministries, and especially missions work in your Target area***. Consider both local and larger organizations that might have a connection to your mission.

What kind of organizations should you look for?

---

2. **Craft a Compelling Proposal:** Develop a well-structured and persuasive proposal that outlines your mission, goals, and the impact you intend to make. Highlight how your mission aligns with the organization's values and goals. Clearly explain ***how the funds will be used, detailing the specific projects, initiatives, or expenses the funds will support***. Use compelling stories and data to illustrate the potential impact of their contribution.

What should your proposal clearly explain?

---

3. **Establish Personal Connections:** Building personal relationships can greatly increase your chances of securing funding. Reach out to key contacts within the target organizations, either through networking events, mutual connections, or formal introductions. Building a rapport with decision-makers ***can make your proposal stand out***.

What could be the result of building relationships with decision-makers?

---

4. **Customize your Approach:** Tailor your approach to each organization. Customize your proposal and communication to match their specific interests and priorities. Highlight how their support will be mutually beneficial, showcasing ***how your mission team can promote their organization's values and goals through joint efforts***.

What should the proposal showcase?

---

5. **Follow Up and Maintain Relationships:** After submitting your proposal, follow up with the organizations to ensure they received it and to address any questions or concerns they might have. If they show interest, provide additional information or arrange for meetings to discuss the proposal in detail. Once funding is secured, ***maintain ongoing communication to update them on your progress, share success stories, and express your gratitude for their support***.

What should you do after you receive funding from an organization?

Before trying to write a fundraising proposal, you should look at a few different ones to see how they are written. Typically the more money you are trying to raise, the lengthier the proposal will have to be. So if you see proposals that have more than ten pages, they are probably asking for a lot of money. Don't be intimidated by those proposals. Just keep looking. If you are asking for less than $5,000 then your your proposal will probably be less than ten pages. Look for ministry fundraising proposals in the dollar range that you are trying to raise. You will find those to be most helpful.

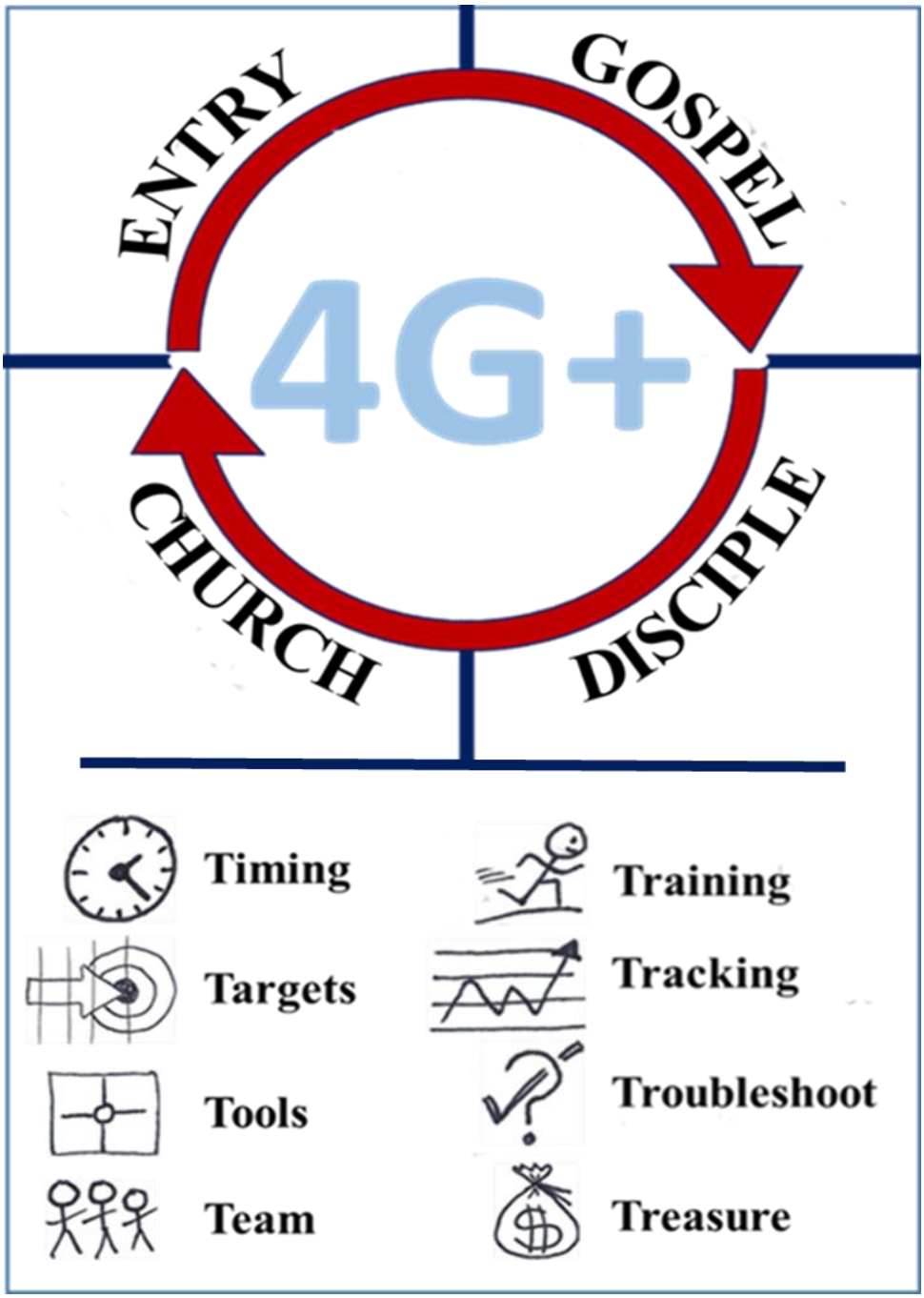
LESSON 12: LOOK FORWARD



Pray — Ask God to help you raise the funds you need for the mission.
Memorize — Spend this week developing your elevator pitch.
G.O.A.L. — Lead your Team through the five steps for raising funds from your own network. Then speak to three potential private donors. Finally, write a fundraising proposal for at least $1,000.

LEADERSHIP STRATEGY = 4G+ CHURCHES

In Levels 1 and 2, you learned the 5 Part Strategy and 4Fields Tools. Your objective back then was to achieve four generations of disciples. Now look at this diagram. It represents the eight lessons you need to know in order to become a successful Church Multiplier by achieving four generations of churches. Draw the symbol for each lesson that you learned and are truly applying in the mission field. By the time you complete Level 3 Training, you should have all eight symbols inside the circle. After all eight symbols are inside this circle, you will be ready to take the Level 3 Exam.



LEVEL 3 EXAM

There are eight parts to this exam. You must demonstrate each one of the tools to your trainer. This exam may take several days. You can re-take this exam as many times as needed.

TIMING (T1):

_____ 1. **Schedule**: Show a copy of your weekly schedule and explain it.

TARGETS (T2):

_____ 1. **Brutal Facts:** Show a 1 page description of the demographics of your target.

_____ 2. **WIG-Take:** Show the calculations for achieving NoPlaceLeft in your target.

_____ 3. **End-Vision:** Show a copy of this diagram, based on your WIG-Take, and explain it.

TOOLS (T3):

_____ 1. **Modify a Tool**: Explain how to do this

_____ 2. **Searching for Different Tools**: Name some of the sources where tools can be found.

_____ 3. **Developing New Tools**: Explain where to go and what to do for this.

_____ 4. **Testing a Tool's Effectiveness**: Explain how to do this.

TEAM (T4):

_____ 1. **Jesus 1-3-9**: Draw and explain the diagram.

_____ 2. **FATest 3**: Explain what this is and describe who your 3 Timothies are.

_____ 3.**Forming-Storming-Norming-Performing**: Explain the four step process.

TRAINING (T6):

_____ 1. **Healthy Church**: Explain the results of a Healthy Church.

_____ 2. **T-Manuals**: Explain how to train using the T-Manuals.

_____ 3. **Acts13Model**: Explain how to launch a catalytic mission team.

TRACKING (T5):

_____ 1. **Brutal Impact:** Show the Brutal Impact that your team is making in the Target.

_____ 2. **Church Mapping**: Show and explain a church map about your Team's Brutal Impact.

_____ 3. **SWOT**: Explain this acronym and use it to describe the work of your Team.

TROUBLESHOOT (T7):

_____ 1. **Forms vs. Functions**: Teach this lesson in less than five minutes.

_____ 2. **Iron-on-Iron**: Describe the IoI Meeting that you had with your Team.

TREASURE (T8):

_____ 1. **Your Network of Churches**: Describe your experience raising funds from your network.

_____ 2. **Private Donors**: Demonstrate how to do the Elevator Pitch.

_____ 3. **Organizations**: Create and Show a proposal for funds and demonstrate a presentation of it.

YOUR NEXT STEPS

CONGRATULATIONS!

You completed Level 3 Missionary Training!

BEFORE TAKING LEVEL 4 TRAINING, YOU MUST:

1. …have trained three Level 1 Seed Sower to become a Level 2 Church Planter.

2. …have trained three Level 2 Church Planters how to train a Level 1 Seed Sower.

3. …have three second generation Church Circles that were planted by someone you trained.

4. …have completed the Tracking and Troubleshooting process with your Team.

5. ….have made a fundraising presentation and achieved some financial support.

If you are not doing these things, then you will not be able to fulfill any of the Level 4 Training assignments. But, if you are doing these things, then you will be ready to start the Level 4 Training Manual and be ready to Lead a Movement of Churches!

LOVE GOD. LOVE OTHERS. CHANGE THE WORLD!

We believe
God is transforming this into a place
where the Kingdom of God
is growing like the mustard seed
that becomes a large tree
(Matt 13:31-32).

We believe
this culture will be known
by its love for God
and love for others
(Matt 22:37-40).

We believe
this will become a training ground
where thousands of Disciples
are equipped to serve as ambassadors
who advance the Kingdom of God
wherever they go from here
(2Cor 5:17-21).