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**STRATEGIC  
IMPACT**  
INTERNATIONAL

*SCHOOL OF  
MULTIPLYING LEADERS.®*

*STAGE 3*

v2.1 (2017)

*“LEAD & LAUNCH THE GREAT COMMISSION”*



**STRATEGIC  
IMPACT**  
INTERNATIONAL

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# SCHOOL OF MULTIPLYING LEADERS®

## STAGE 3

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# INTRODUCTION & WELCOME

Welcome to Stage 3 of the Strategic Impact School of Multiplying Leaders!

By this time in the process you should be seeing a movement of new disciples and new churches growing in your local area. You should also be expanding the Strategic Impact vision and strategy to new pastors and churches across your city and country.

No doubt you are familiar with the first question/answer in the Strategic Impact Playbook: Who are we? *We are a movement of like-minded leaders passionately committed to Jesus Christ and each other for the purpose of fulfilling His Great Commission.*

To see a movement take place will require many people on many levels. Here is a description of some of these:

**First**, it must involve every Christian in each church being a multiplying discipler. Our goal is that every believer in every church be involved in the basic work of the Great Commission by evangelizing and discipling new believers so that they also become multiplying disciples.

**Second**, it must involve some multiplying disciples who then become multiplying church planters. Not every believer has the capacity or gifts to start and lead new cell or house churches, but many do. We must continue to identify and train these new leaders in the *School of Multiplying Church Planters*.

**Third**, we must find and involve intercessors who will pray for the whole movement. Prayer must saturate the whole process if we want to see a church planting movement in each city and country.

**Fourth**, we must take local ownership to provide necessary resources for the expanding movement. Churches and other believers must also be challenged to give to the Great Commission in your area.

And, **finally**, we must develop city, country and region Strategic Impact Teams. These High Capacity Movement Makers are needed to lead and launch the Great Commission.

We pray that as you continue to participate and carry out the School of Multiplying Leaders that you will grow into the Movement Maker God wants you to be!

*The Strategic Impact Leadership Team*



## School of Multiplying Leaders - Scope and Sequence

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



## School of Multiplying Leaders - Scope and Sequence

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



1. What was our Goal? What did we want to accomplish?
2. What did we do well? What worked?
3. How can we improve? What did not work?
4. What are our next steps? Who is responsible for each one?



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



**STRATEGIC IMPACT - SCHOOL OF MULTIPLYING LEADERS - STAGE 3**  
**COACHING: "GLOBAL VISION - VISION FOR HEALTH IN CHURCHES,  
FAMILIES, AND COMMUNITY"**

Fulfilling the Global Vision of reaching the world with the Gospel of Jesus Christ will require the multiplication of churches - that is, new "daughter" churches to be planted from "mother" churches. Just as a daughter carries many of the characteristics of her mother, a "daughter" church will carry many of the characteristics of the "mother" church from which it was planted. We need to deeply consider the health of our church, because the traits that are found here will be passed along to the churches we plant.

**DISCUSSION QUESTION:** *List the healthy characteristics you desire your church to pass on to the churches it plants. List the unhealthy characteristics you hope will not be passed on to the churches it plants. How can your church maintain and grow the healthy characteristics? How can your church overcome the unhealthy characteristics?*

The internal and external health of the church are extremely important. Two key factors representing internal and external health are:

1. Internal - the Families which comprise the church
2. External - how the church relates with its surrounding Community

**INTERNAL: Healthy Family Relationships**

The church is often described as "the body of Christ". The basic building block of Christ's body is the family. It is like a smaller example of the church, with a head (the husband) and members (wife and children). (*Ephesians 5:22-33*)

As you may remember from SMCP Stage 3, Exercise 35 "Fulfilling Your Role in Your Family", these roles in the family are very important. When each member of the family works together in their appropriate roles, the family becomes strong and healthy. It will still encounter difficulties and challenges, but a family who has maintained healthy roles and relationships will be able to face those challenges well. Just as when we maintain the health of our bodies, we combat physical challenges (such as disease or injury) and mental challenges (such as problem solving) better than when we are unhealthy.

Health is not accidental. It requires intentional maintenance of the body. Proper exercise and nutrition are essential for a healthy body. When illness or injury come, it requires rest and time to recover. It may even require outside intervention such as medicine, ointment, or a splint. Similarly, a healthy family does not come about accidentally. It requires intentional investment in relationship, communication, and proper nourishment from the word of God. When a member of the family is hurt, spiritually, physically, or emotionally it will require time to recover. It also may require outside intervention and help to assist the member to heal well and grow stronger.



If a church is comprised of unhealthy families, it will be an unhealthy church. Remember, this is not a demand for perfect families. That is an impossible expectation in this fallen world. Healthy families can struggle through great difficulties, and do so in a way that is faithful to Christ - meaning those difficulties are dealt with in the grace, love, and wisdom of Christ. A Godly family will pursue health through submission to God and His word as the authority for their life together.

**DISCUSSION QUESTION:** *How is the health of the families which comprise your church? Are there any families who are doing exceptionally well? How can you help them to influence other families in pursuing Christlikeness? Are there any families who are unhealthy? What will your church do to help families continue to grow and be healthy?*

The health of the families within the church **directly contributes** to the internal health of the church. The internal health of the church is the main influence on the external health of the church - that is, how it relates with its surrounding community.

### **EXTERNAL: Healthy Community Relationships**

The church that pursues internal health should also pursue external health in its relationships with the surrounding community. We, as the body of Christ, are to be salt and light (*Matthew 5:13-16*) to those around us, not only through proclaiming the gospel, but by identifying needs within our community and engaging in good works. *“In the same way, let your light shine before others, so that they may see your good works and give glory to your Father who is in heaven.”* (v16) These good works help reveal the truth of our spoken words of the gospel. This is one of the ways faith and works come together - our works do not bring salvation, but they reveal the validity of our saving faith. This is living out James 2:15-16. *“If a brother or sister is poorly clothed and lacking in daily food, and one of you says to them, ‘Go in peace, be warmed and filled,’ without giving them the things needed for the body, what good is that?”*

What you **do** will always reveal what you truly **believe**. The Spiritual should be displayed in the Physical/Practical. When Jesus spiritually healed the paralytic in Matthew 9, declaring to him, *“Take heart, my son; your sins are forgiven,”* the scribes and others who heard him did not believe his words were true. So, Jesus, knowing their thoughts proved his words to be true by physically healing him as well, *“Rise, pick up your bed and go home.”* The man rose and went home. The words of Jesus were shown to be authentic.

But this validation does not require a miraculous work. The principal is: If we say we have love for our community, but do not show that love through practical actions as salt and light, they will not believe our words. This is why we encourage the churches with whom we work to engage in some form of **Community Transformation** [see SMCP Stage 3 - Exercise 30].

A healthy church will **adorn** the gospel with good works. - taking action to help its community.



But “*adorning*” in this case does not mean “to make more beautiful.” How could the gospel be more beautiful than it already is? It means to REVEAL the beauty that is already there... to make the beauty manifest to the community.

It is similar to holding a magnificent diamond. The diamond is already beautiful and of great value. But sitting in my hand, it will not be fully appreciated by those who view it. However, if the diamond is displayed on a background of black velvet and has bright lights set up to shine upon it, making it sparkle - everyone who sees will be in awe of its full beauty.

Our works do not make the gospel more beautiful. Our works REVEAL the beauty of the gospel by practically demonstrating the love of Christ to those who have yet to trust Christ. Our works are a small taste of the kindness of King Jesus. Our sacrificial actions reflect His ultimate sacrifice so that the community around the church will taste salt and see light and glorify our God in heaven.

**DISCUSSION QUESTION:** *How does your church practically show the love of Christ to its surrounding community? Is there a way the church can further adorn the gospel through good works in the community? How can you assure this practice is passed on to the next generation of churches planted? What specific need in your community does your church have the capacity to help meet at this time?*

## **Conclusion**

Internal health within the church enables healthy relationships with the surrounding community. This should lead to spiritual fruit and the fulfilling of the vision of the church. If the church is unhealthy at the family level, it will not relate rightly with the lost community outside the body and will not be able to fulfill its calling to reach the lost. If we don't walk properly with each other within the body, we won't be able to express the love of God accurately or adequately to those outside the body and fulfill God's purpose for His church.

We bring God glory by pursuing health in our families. We bring God glory by pursuing healthy community relationships - engaging in good works which adorn the gospel and reveal the truth in our words of hope.



I have found it helpful to think of Strategic Impact in reverse order:

**VISION:** Give 7+ Billion people the Gospel (*the population of the entire world*)

BY: Planting a missional church within walking distance of every person on earth

BY: Launching Church-Planting Movements

BY: Multiplying Disciples

BY: Training Leaders in 343 Strategic Cities of 12 World Regions

In seeking to understand Strategic Impact, it will be helpful to know that there are only **3 THINGS** that we do:

1. **Train Leaders**, who:
2. **Multiply Disciples**, who:
3. **Ignite Church-Planting Movements**.

Let's break down each of these three components to get a better grasp of what Strategic Impact does.

## **1. TRAIN LEADERS:**

The screaming need of the body of Christ around the world is:  
*LEADERSHIP DEVELOPMENT!*

You can go anywhere in the world and ask the leadership of the church:  
*"What is the number one need of the body of Christ?"*

and probably get the same answer: TRAINED LEADERS

**DISCUSSION QUESTION:** *Why is Leadership Training such a critical need for the body of Christ?*



The primary focus of STRATEGIC IMPACT is to train leaders who will multiply disciples who will ignite church planting movements.

For example, in Venezuela, Omar has trained Freddy who has trained Rona. Each of these men has been made *dozens of disciples* who have planted the *hundreds of churches*.

Many of the church planting movements throughout Latin America trace their origin of these three men.

As you and I give ourselves to training leaders, we also can multiply dozens and ultimately hundreds of disciples, who will be able to ignite an unlimited number of church planting movements.

## 2. MULTIPLY DISCIPLES:

Whoever can sustain the multiplication of disciples ***“to the 4th generation”*** will be the person God uses to finish the Great Commission.

Essentially, there is one and only one issue real:  
**multiplication of disciples *“to the 4th generation.”***

**DISCUSSION QUESTION:** *Why is the multiplication of disciples “to the fourth-generation” such a big deal? What is so critical about the “4th generation”?*

Dustin McCarty serves as Director of Sub-Saharan Africa. He is the creator of our ***“Ministry Map”***.

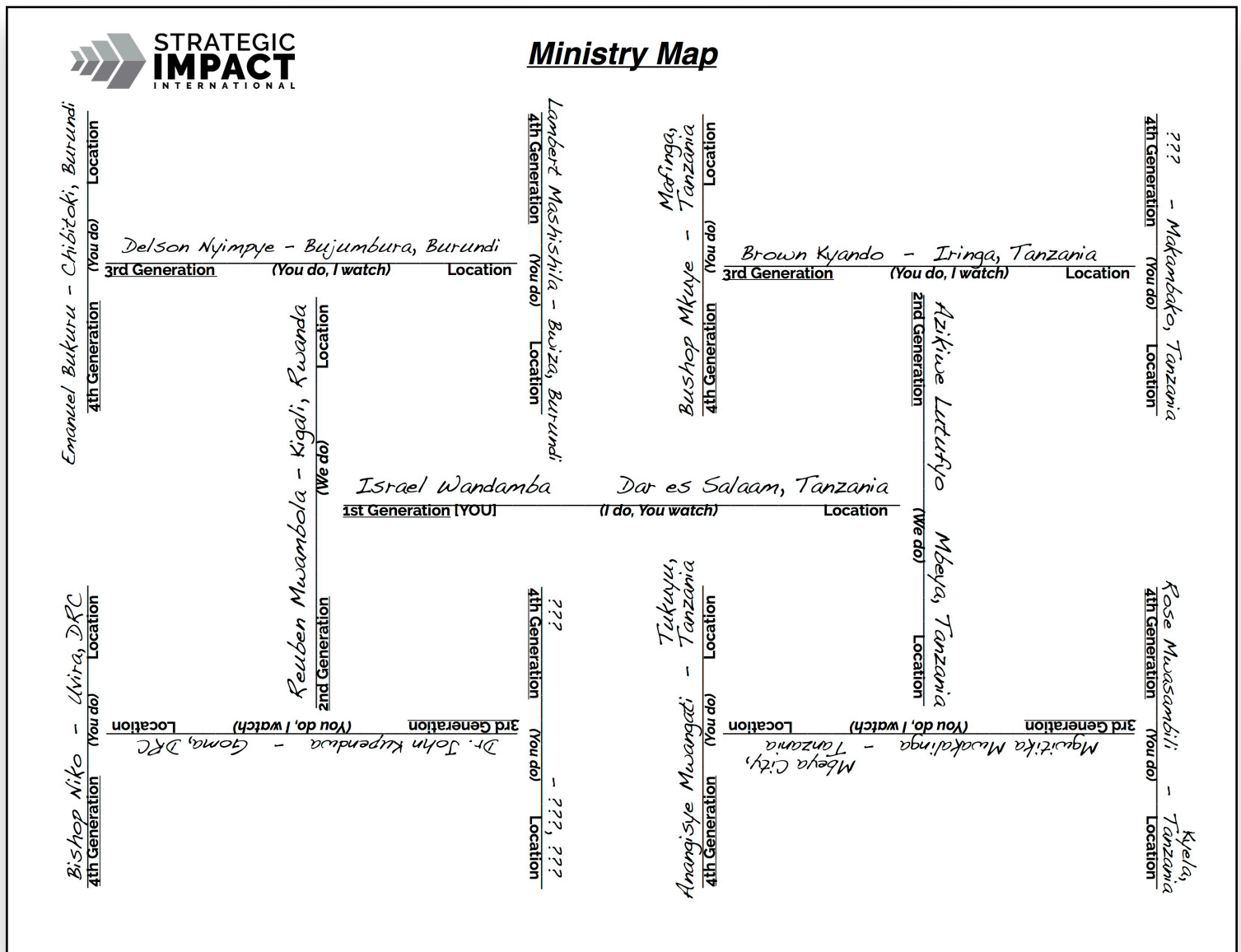
The ***“Ministry Map”*** is a simple tool to track your own progress toward the multiplication of disciples (*or leaders or churches*) ***“to the 4th generation.”***

Israel Wandamba leads the work of Strategic Impact in Tanzania and surrounding nations. He has done a fabulous job of multiplying disciples ***“to the 4th generation.”***

Below is an example ***“Ministry Map”*** tracking their multiplication to the 4th generation:



## Example Ministry Map from Sub-Saharan Africa:



**DISCUSSION QUESTION:** How could the use of the ministry map be helpful to you?

As you know, the Great Commission is to “**make disciples**” of all the nations.  
(Matthew 28:18-20)

**God can use you** to reach your generation with the saving message of Christ by multiplying disciples who multiply disciples... **to the 4th generation!**



### 3. IGNITE CHURCH-PLANTING MOVEMENTS:

It is just this simple:

*If you can put a church within walking distance of every person on earth,  
and each of those churches will saturate their immediate area with the gospel,  
we can literally fulfill the Great Commission in our lifetime!*

**DISCUSSION QUESTION:** *Why is it important that we focus our energies on launching church-planting movements, and not just church planting?*

Only a self-multiplying church planting **movement** can reproduce enough churches to make the gospel accessible to every person on earth.

The goal is not to plant churches.

The goal is not to start church planting movements alone.

The goal is to ignite SELF-MULTIPLYING church planting MOVEMENTS.

**DISCUSSION QUESTION:** *How can you cooperate with God to ignite a self-multiplying movement in your region of the world?*

#### **Conclusion**

Omar Piña, our Latin America Director, has done a fabulous job of igniting a Church-Planting Movement that is truly **self-multiplying**. Through his excellent leadership, Omar has created an entire leadership team, that has multiplied disciples to ignite Church-Planting Movements all over the Spanish-speaking world.

It is only a matter of time before they will train leaders to multiply disciples in every city and town of Latin America.

What a great role model for all of us to follow!

As you and I focus our energies to ignite **self-multiplying** Church-Planting Movements, I believe the God of heaven will use our lives to put the gospel into the hands of every person on the face of the earth in our lifetime!!

**DISCUSSION QUESTION:** *How would you evaluate your own effectiveness in the 3 functions of Strategic Impact?*



We pray according to the instructions of Jesus in Luke 10:2, "And he said to them, 'The harvest is plentiful, but the laborers are few. Therefore pray earnestly to the Lord of the harvest to send out laborers into his harvest.'"

This raises a question, from where will these laborers come? Yes, from Jesus sending them out, as it says in the verse. But from where do they come? What is their origin?

### **FOR the Harvest, FROM the Harvest**

It is essential that we recognize that the workers FOR the harvest will come FROM the harvest. At one time, you and I were not ready to be harvested. Some laborers of the Lord planted a seed of truth in our lives, others watered, and others cared for that seed. Then, when the fruit was ripe, another laborer of the Lord harvested us into the kingdom as a disciple of Jesus Christ! As the Lord grew us toward maturity, we moved from a *believer*, to an active *follower*, to a *worker*, to a *multiplier*! (see also SMCP Stage 1, Exercise 8 for further details) The harvest became the harvester.

**DISCUSSION QUESTION:** *Reflect back on how Christ was at work in your life before you became a Christian. Who were the men and women God used to prepare you for "harvest"? Remember how far the Lord has taken you from when you were still in darkness until now. Do you believe He can do the same in the lives of others?*

We see this repeated throughout Scripture. Perhaps the best example is found in Acts 19:8-10 - one of the key passages on which Strategic Impact is based.

*v8 - Paul spoke boldly about the kingdom of God in the synagogue.*

*v9 - Some believed, but some refused. Paul took these new disciples with him to the hall of Tyrannus.*

*v10 - There, he equipped them for two years.*

*The result? ALL of the district of Asia (modern-day Turkey) heard the word of the Lord, both Jews and Greeks.*

*Please note that Asia could not be reached immediately after the 2 years.*

Think with me: Paul was the recognized leader. He had the position of Apostle. He had the experience, traveling to various locations, reasoning and arguing for the gospel. He had the training, knowledge of the Scriptures as a Pharisee taught under the guidance of Gamaliel. He even had direct interaction and calling from Jesus, Himself on the road to Damascus.



However, in this instance, Paul was originally guided by the Holy Spirit to not enter into Asia directly to speak the word of God (Acts 16:6). Now, as he is in Ephesus and free to enter Asia, he instead equips a group of people who came from the harvest - people who currently lived in Asia and knew the customs and culture - to be multipliers of the gospel through their own district. Those people saturated the province of Asia with the gospel. ALL heard - both Jew and Greek. These were the same people who just came to faith in verse 8 & 9. Now, in two short years, they have saturated an entire district with the gospel of hope.

**DISCUSSION QUESTION:** *Why do you think God chose to work through the locals to reach Asia instead of only through Paul? How should that influence the way you approach evangelism in your area?*

The laborers FOR the harvest will come FROM the harvest.

And so will the next generation of leaders!

### **Character Traits**

EVERY new believer from the harvest should be trained to clearly share the gospel as well as their story (their life before Christ, how they came to Christ, their life now and how it is different). EVERY new believer from the harvest should be discipled toward maturity in Christ. That is growing in understanding and faith in Jesus through prayer, the study of God's word, fellowship with other believers, and experience in reaching out to the lost world around them with the hope of Christ.

SOME, we can identify as potential leaders, in whom we should invest even more deeply. How can we identify these potential leaders? What should we look for?

First, please consider what is NOT important to consider: A person's worldly success, how attractive they are, their physical stature, or how well they dress is less important than other considerations. Remember, Saul looked like a leader. From a rich family, young, tall, and more handsome than the rest (1 Samuel 9:1-2), though he would not prove to be a good leader for God's people. God looks at the inside - the heart (1 Samuel 16:7) - when He selects a leader.

**DISCUSSION QUESTION:** *What are some "external" traits we typically look for in a leader? What importance do these really hold?*



Unfortunately, we cannot see as God sees, but we can see the evidence of what is in the heart by the character a person displays. Things such as their speech (Luke 6:45), what they treasure (Matthew 6:21), where they seek help in times of difficulty (Philippians 4:5-7), their willingness to be taught and corrected (Hebrews 3:13-15), their desire to be fully committed to Christ and not double-minded (James 1:8, Matthew 6:24), and their humility and willingness to serve (Mark 10:42-44).

Look at how this applies to those new believers in Acts 19:8-10:

1. They yielded to Christ and did not continue in their unbelief [v9 - *“some became stubborn and continued in unbelief...”*]
2. They did not speak evil of the Way like the others [v9 *“...speaking evil of the Way before the congregation...”*]
3. They changed their normal routines of life to learn how to follow Christ [v9 *“he (Paul) withdrew from them and took the disciples with him, reasoning daily in the hall of Tyrannus.”*]
4. They went out as witnesses to their own region. [v10 *“This continued for two years, so that all the residents of Asia heard the word of God, both Jews and Greeks.”*]

These new disciples fully committed to Christ, willingly yielded to His commands, and put into practice what they learned.

These are the characteristics we are looking for in a potential leader!

**DISCUSSION QUESTION:** *What are the most important “heart” traits you should look for in a potential leader? How can you invest in a potential leader to develop these traits to maturity? How can you best model these traits of good leadership?*

However, this does not mean perfection! We seek those who, when they discover they have sinned or are acting in a way that is in contradiction to Christ or his word, they repent and yield to Christ.

**DISCUSSION QUESTION:** *Of the people in your cell church, who are the potential leaders in whom you should invest your time and effort? How can you begin to help them increase their leadership capabilities?*



## **Conclusion**

Every *worker* FOR the harvest has come FROM the harvest. Every *leader* IN the harvest has been grown from a *worker* IN the harvest. We should expect the same to be true now! Anticipate and equip those who come from the harvest to become the workers! Seek the potential leaders who display the character of Godly leadership - and invest deeply into their lives so they may lead the next spiritual generation to reach their community, their nation, and the world with the gospel of Jesus Christ!



Christian leaders not only need to be spiritually mature, but also emotionally mature. In other words, they need to be able to relate to themselves and to others in a way that is healthy. The following are characteristics of an emotionally healthy leader.

## **1. Self-Awareness**

Many people do not know what they are feeling in the moment, nor how they "come across" to others.

Self-awareness gives you the ability to accurately "feel your feelings" and make adjustments for how you communicate with the other person.

For example, you may have trapped anger toward someone else, but that anger comes out in a conversation that has nothing to do with it.

Self-Awareness gives you the ability to identify those feelings of anger, and make sure that you do not project that anger on someone else.

**DISCUSSION QUESTION:** *How could increased self-awareness improve your effectiveness as a leader?*

## **2. Ability to tell yourself the truth**

This may be *the single hardest task* in healthy adulthood.

Denial is: "*I am lying to myself, but I do not know it, because I am lying to myself.*"

The fact is, all of us have errors that we believe to be true. Those errors distort our interpretation of reality.

A healthy leader identifies the lies he believes, and replaces those lies with the truth.

A Definition of Mental Health - "*telling yourself the truth at all costs*"

A Definition of Mental Illness - "*avoiding telling yourself the truth at all costs*"

Illustration Story: "Achmed the Camel Trader"



*Hundreds of years ago in Arabia, there lived a camel-trader named Achmed, who would buy & sell camels for a living.*

*Each day he would travel to a new town and conduct that day's business; and then, each evening he would set up camp in the Arabian Desert by bedding down his camels, pitching his own tent, lighting an oil lamp in his tent, and then, sit down for dinner.*

*Achmed had an animal skin full of wine, and a sack full of figs that he would eat for dinner. When he pulled out the first fig, Achmed was disgusted to discover that it was full of worms. He opened the flap on his tent, threw the fig out into the sand, and took a second fig out of his sack. Unfortunately, it too was full of worms, so he threw it away as well. And then, he looked into the sack only to realized that all of the figs had worms.*

*So, he reached up to his oil lamp, extinguished the flame, and ate the figs!*

That's exactly what you and I do every time we deny reality, instead of telling ourselves the truth.

**I repeat:** Telling yourself the truth is the single hardest task in healthy adulthood.

**DISCUSSION QUESTION:** *Why is it so difficult to tell ourselves the truth sometimes?*

### **3. Willingness to accept 100% responsibility for your behavior**

Opposite of this is “*Blame Transfer*” (*always blaming someone or something else*)

Often children will blame someone or something else for their own wrong behavior or irresponsibility.

The tragedy is when an adult continues to perpetuate the same “*blame transfer*,” because he is unwilling to accept responsibility for his own behavior.

You cannot lead another person who does not accept 100% responsibility for his behavior, and you cannot sustain a constructive relationship with them.

These are the people who always see themselves as a “victim” in life.

The only relationships that last long-term are those in which both parties accept 100% responsibility for their behavior.

**DISCUSSION QUESTION:** *How well do you accept responsibility for your behavior? Be honest!*



4. **Freedom to experience the full range of human emotions** and **the ability to express them appropriately**

This is actually the definition of emotional health:

*“Freedom to experience the full range of human emotions and the ability to express them appropriately”*

For example: Anger is a God-given emotion, that protects us from being hurt by someone or something else.

Many Christians believe anger is a sin. The Bible never says that. In fact, the Bible commands us: *“Be angry, but do not sin.”* (Ephesians 4:26)

We damage our relationships with others when we express our anger in a *destructive* manner. Two particularly destructive ways to express anger are these: One is to “explode” with others either verbally or physically. Another is to suppress feelings of anger which finally erupt in an unhealthy way against oneself or another or causes resentment and unforgiveness.

Each of us needs to learn to express our anger in a *constructive* manner - one that communicates respect, and in no way diminishes the other person.

**DISCUSSION QUESTION:** *How well do you express your feelings in a constructive manner?*

5. **Ability to separate your thoughts from reality**

An emotionally healthy person has the ability to say something stupid, recognize how ridiculous the statement was, and then joke about it by saying something like, *“That was pretty silly!”* This is the ability to separate his thoughts from reality.

However, an UNhealthy leader *experiences* his thoughts **as** reality. For example, I recently spilled a glass of water at a restaurant. I felt a little embarrassed, especially when I realized that a man on the other side of the restaurant noticed what happened, and began staring at me.

The longer he looked at me, the more irritated I became. My initial reaction was completely incorrect: *“This man must think I’m an idiot just because I spilled my water.”* And yet, he continued to stare at me.

The wall of the restaurant where I was sitting was made completely out of glass. I looked behind me and saw a beautiful waterfall, and realized that the man had not been looking at me at all! He was enjoying the beauty of the waterfall!



I had a good laugh at myself, because I realized how distorted my interpretation had been! The man was not looking at me at all, and yet I had experienced emotional irritation based upon my own misinterpretation.

One of the characteristics of healthy leaders is the ability to separate their thoughts from reality.

**DISCUSSION QUESTION:** *When have you had a similar event in which you experienced your thoughts as reality?*

## 6. **Emotional security**: opposite of this is *defensiveness*.

This is the person who *reads into* every statement some kind of a personal threat regarding their worth, dignity, or competence as a human being.

Another person hears the exact same statement, and in no way interprets it as a personal attack.

Here is an example: You might compliment a woman by saying, *“That dress makes you look very beautiful!”*

Upon hearing that, she might say, *“Oh, You don't like my shoes?”*

Emotionally secure people have the ability to hear the statements of others without interpreting them as a personal threat.

**DISCUSSION QUESTION:** *All people have insecurities – no exceptions!  
What could you do to become a more emotionally secure leader?*

## 7. **Ability to Forgive QUICKLY and OFTEN**

Then Peter came and said to Him,

*“Lord, how often shall my brother sin against me  
and I forgive him? Up to seven times?”*

*Jesus said to him, “I do not say to you, up to seven times,  
but up to seventy times seven.” (Matthew 18:21-22)*

A great sin among Christian leaders is UNFORGIVENESS.

UNFORGIVENESS is the quickest way to QUENCH the Holy Spirit in your life!



It has been said that bitterness is “*drinking a cup of poison, hoping it will hurt the other person.*”

*“Be kind to one another, tender-hearted, forgiving each other, just as God in Christ also has forgiven you.” (Ephesians 4:32)*

**DISCUSSION QUESTION:** *Ask the Lord to show you if you have any bitterness or unforgiveness toward another person. Trust God to give you the grace to “let go” of that offense.*

**8. Ability to empower others by “releasing control” rather than attempting to micromanage every detail**

People who have to control every person and every action never make effective leaders.

If you will:

- build a team of good people,
- train them,
- empower them to do their job, and then,
- release them,

most people will a great effort to give their BEST without overpowering control from you.

Believe the BEST in others. Most people are eager to please, and want to give their best!!

**DISCUSSION QUESTION:** *Why do we often feel “compelled to control”?*



## **ACTION STEPS:**

***Reflect on and answer the following questions over the next week:***

- ☐ **Day 1:** How can you increase your self-awareness as a leader?  
How well do you tell yourself the truth?  
What can you do to better accept responsibility for your behavior?
  
- ☐ **Day 2:** How can you express your feelings in a more constructive manner?  
How well do you separate your thoughts from reality?  
How can you become more emotionally SECURE?
  
- ☐ **Day 3:** How you keep your heart “right” before the Lord?  
Would others describe you as a “control freak”?  
How can you better communicate excitement to your people?
  
- ☐ **Day 4:** What kind emotional “atmosphere” do you carry with you?  
What can you do to truly make others feel special?  
How can you strengthen your servant leadership specifically?
  
- ☐ **Day 5:** List your key leaders & 1 thing you can do to BRING OUT THE BEST in each.  
What can you do to AFFIRM the VALUE of others?  
How can you intentionally make HUMOR a bigger part of your leadership?



*This exercise focuses on helping your second generation leaders (G<sup>2</sup>) identify and develop their leaders (G<sup>3</sup>) to insure discipling and the starting of new cell churches.*

We must be very clear about a few things. Strategic Impact is NOT a Leadership conference ministry. Neither is Strategic Impact an evangelism ministry (crusades and campaigns). Nor is Strategic Impact a church planting ministry.

Do we hold leadership conferences? Yes.

Do we do evangelism? Yes, we must always do evangelism, perhaps even having a crusade or evangelism campaign at some time.

Do we plant churches? Yes, we must see the rapid multiplication of churches.

But our goal and success is not measured by how many leadership conferences we host. You can attend many conferences with good training but still not see the Great Commission fulfilled.

Our success is not measured by how many professions of faith we see. There are many evangelistic crusades and campaigns which report great numbers, but sometimes after a while these people cannot be found!

And, it is not measured by the number of churches that are started. You can gather people in a church (which is a good thing), but not necessarily have a healthy and missional church. Some churches stay the same year after year, never growing and never multiplying.

**DISCUSSION QUESTION:** *What is your reaction to the above statements?*

*What do you agree with or what do you have a problem with?*

While we do measure how many we train, how many professions of faith that we see and how many churches are started, these things do not ultimately defines success for us in Strategic Impact. What really is the measure of our success, then? **Strategic Impact is a movement that multiplies leaders, disciples, churches and movements.** That is why we emphasize the **Ministry Map to the 4th generation.** This is what defines success for us. Yes, we want to train leaders and disciples who lead people to Christ and make disciples who plant churches. These things should result from our training. But here is a sober reality: If every person in each generation of our movement does not continually multiply disciples and leaders to the 4th generation, then evangelism and church planting will ultimately dwindle and come to a halt.



That is why it is so important for each of us to apply this fundamental ministry of multiplication, beginning at the local level. By this time in the process of your involvement in Strategic Impact you should have 1) led people to Christ personally, 2) discipled new believers, 3) planted at least one new church and 4) identified and started training at least 2 new potential cell/house church planters. But it must not stop there. You need to work with your Generation 2 leaders (G<sup>2</sup>) to continue to grow and develop their disciples in the new church they have started. And you must keep them focused on finding and developing their disciples/leaders (G<sup>3</sup>) as well. Your leaders must be training new leaders.

**DISCUSSION QUESTION:** *How are your (G<sup>2</sup>) leaders doing in developing, discipling and training their new leaders (G<sup>3</sup>)? Where are they in the process? What can you do to make sure that this happens?*

Remember, you must always keep your eye on the 4th generation. It is not what you do that is so important. It is not what your two disciples do, or even their disciples. It is when the 4th generation leaders are training and discipling new leaders that we can say that we have started a movement which will fulfill the Great Commission.

Remember, as long as **each** generation multiplies to the 4th generation we will fulfill the Great Commission.

**Assignment:** *Evaluate where your G<sup>2</sup> leaders are in the process.*

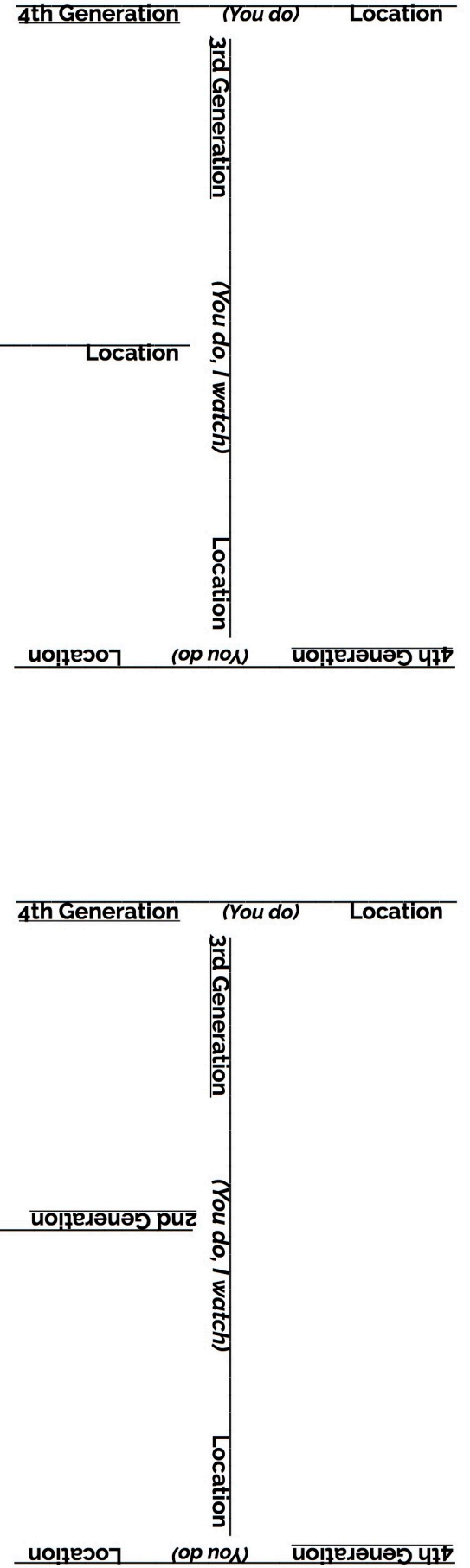
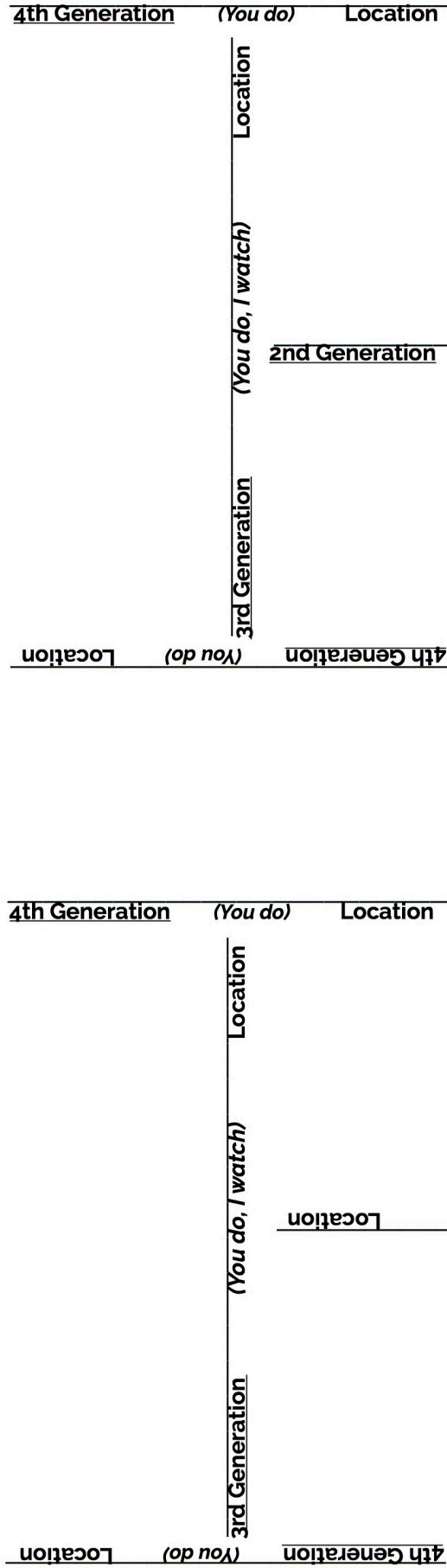
*Have they started their new house church? If not, help them do this.  
Help them grow disciples and gather them into the new church.*

*Have they identified and started training 2 new leaders (G<sup>3</sup>) in the School of Multiplying Church Planters? If not, help them pray for, seek out, ask and enroll at least two new leaders in the SMCP.*

*Complete the Ministry Map on the next page to track your (and your disciples) progress of multiplying to the 4th Generation.*



## MINISTRY MAP





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

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



1. Expand the team of intercessors. Select a Prayer Coordinator
2. Continue leading your church team in the SMCP.
3. Enlist new churches for a new *Basic Leadership Thrust* to take place in 3 to 4 months.  
**Schedule this now.**
4. Assign topics to **new leaders** to teach for the coming *Basic Leadership Thrust*.
5. Make plans for the next *Basic Leadership Thrust* and the *Advanced Leadership Thrust* (“Business as Mission”) in 3 to 4 months:
  - A. Dates
  - B. Sites
  - C. Invitations
  - D. Manuals and Materials needed
  - E. Budget
  - F. Snacks
  - G. Who will lead, teach and coordinate?
6. Make plans to expand into a:
  - A. New Area of your City - OR -
  - B. New City - OR -
  - C. New Village - OR -
  - D. New Provinceusing a Vision Seminar and Leadership Thrust



# STATEMENT OF FAITH

## **GOD**

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

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

## **JESUS CHRIST**

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

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

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

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

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

## **THE BIBLE**

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

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



## **SALVATION**

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

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

## **HUMAN DESTINY**

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

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

## **THE CHURCH**

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

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

## **FAITH and PRACTICE**

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

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





***STRATEGIC IMPACT***

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