

# HOW TO GROW YOUR CHURCH BY MULTIPLICATION



## REAPING The HARVEST

**Preparing the Church to Reap  
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*The whole gospel, to the whole world, by the whole church*

## HOW TO GROW YOUR CHURCH BY MULTIPLICATION

It is important that we not only become disciples through commitment to Christ, but that we make disciples through evangelism, and mature disciples through mentoring and multiplying disciples, who in turn can make other disciples. This is the only way that the church will ever win the world to Christ.

There are 7.3 billion people in the world today – 2.3 billion of which espouse Christianity. Seventh-day Adventists (25 million) make up 0.55 percent of the Christian population. The Christian church is tasked with reaching an unsaved population of 3.2 billion people with the gospel. To grasp the enormity of the task, just suppose all clocks were stopped at noon today; time comes to a standstill and all the cemeteries are locked and obstetrics units of hospitals are closed. No one else is born until we win the unsaved now living to Christ. At our present rate of growth, it would take about three hundred years to win the world to Christ. By that time, each year 130 million additional people would have been added to the population.

To bring the challenge closer to home, Seventh-day Adventists number 1.5 million (0.5 percent of Christians) of the 326 million population of the United States. How are we going to reach these masses? It is obvious business as usual won't get the job done. If we are going to win our cities and communities to Christ we must think in terms of multiplication, not just addition. The potential for multiplication is astounding. If every person who is a Christian were to win one other person to Christ in the next six months, then each of those persons, were to teach other and so forth persons in thirty-two years we would reach the entire population for Christ. So the possibilities of multiplication are staggering.

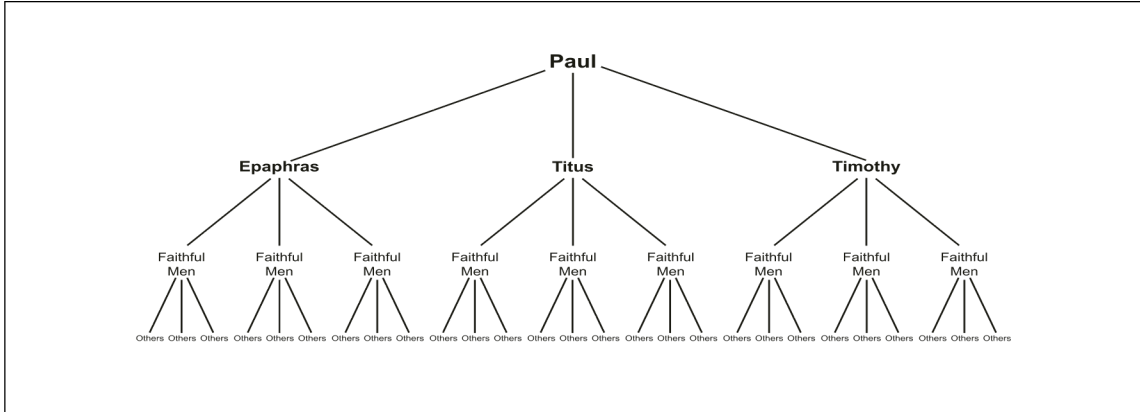
### THE PRINCIPLES OF MULTIPLICATION

The Bible teaches that every disciple ought to be a multiplier. God expects us to multiply ourselves in the lives of other people. The principle of multiplication is clearly set forth by teaching and example in Scripture. Paul spoke of it when he wrote to Timothy, "Therefore, my son, be strong in the grace that is in Christ Jesus and the things that thou hast heard of me among many witnesses, the same commit thou to faithful men, who shall be able to teach others also." 2 Tim. 2:1-2

There are four stages or cycles in passing on the truth of the gospel mentioned in these verses: *Paul, Timothy, faithful men, and others*. Paul was won to faith in Christ. Then he won disciples Timothy. Now he encourages Timothy to multiply his ministry by training other faithful men who in turn would teach others.

1. God entrusted His gospel to Paul – "the glorious gospel of the blessed God with which I have been entrusted." (1 Tim. 1:11)
2. Paul now entrusted his gospel to Timothy – "Guard through the Holy Spirit who dwells in us, the treasure which has been entrusted to you." (2 Tim. 1:14).
3. Timothy is now to entrust this gospel to faithful men.
4. These faithful men are to teach others this precious gospel.

Real discipleship involves both the reception and transmission of truth. To receive the gospel from another is a privilege. To transmit it to others is a responsibility. To take Paul's admonition seriously we must become committed to reproducing disciples by making disciples who in turn can make other disciples. Here in lies the principle of multiplication.



Paul reproduced himself in several men, Timothy, Titus, and Epaphras, among others. As Paul poured himself into these men, they in turn, were to pour themselves into faithful men, who would pour themselves into others. What we see taking place is the multiplication of disciples. Let's just assume for the moment, that Paul only worked with 3 men, Timothy, Titus and Epaphras. If each of those men worked with three faithful men, who taught three others, we have gone from 1 man to 27 men, all within 4 cycles of disciples. If Paul had taught all 27 men himself, this would be an example of addition. He would be adding each man he taught to the combined total of those he had already taught. But Paul didn't teach each man. He taught men who taught other men. In that way, Paul could effectively multiply the impact of his ministry many times over.

### THE POTENTIAL OF MULTIPLICATION

Jesus gave His disciples the Great Commission. But it would have been impossible for twelve men to disciple *all* nations. What if they failed? What was plan B? There was no other plan. So the genius of Jesus' strategy was to disciple these men so that His Commission would be passed from disciple, to disciple, to disciple, to disciple, through the generations until, the world would be discipled. Disciples making disciples is the law of multiplication.

For the most part, the church today uses the law of addition. But the church would experience unprecedented growth by use of the law of multiplication. For example, if an evangelist were to win 1,000 people a day, at the end of one year he has now 1,000 added 365 times, which is 365,000 people—all by addition. At the end of 25 years he would have won 365,000 added 25 times which equals 9,125,000 people—still all by addition.

Multiplication works differently. It is a slower process but has greater evangelistic growth potential. For example, if one disciple wins and trains one

person, at the end of one year there are two disciples. If two disciples then multiply and win and train two more disciples at the end of year two there are four disciples. If four disciples then multiply and win and train four more at the end of year three there are eight disciples. If eight disciples multiply and win and train eight more at the end of year four there are sixteen disciples. According to the growth by multiplication table if his kind of growth continues at the end of 25 years there would be 33,554,432 disciples. It would take an evangelist, adding 1,000 a day 92 years to win that many people by addition without taking time to disciple them.

Growth By Multiplication Table

Yr.	Growth	Yr.	Growth	Yr.	Growth	Yr.	Growth
1	2	7	128	13	8,192	19	524,288
2	4	8	256	14	16,384	20	1,008,576
3	8	9	512	15	32,768	21	2,097,152
4	16	10	1024	16	65,536	22	4,194,304
5	32	11	2048	17	131,072	23	8,388,608
6	64	12	4096	18	262,144	24	16,773,216
In theory the world's population of 7.3 billion could be evangelized in less than 35 years.						25	33,554,432

### YOUR CHURCH SCENARIO

Think about how growth by multiplication can impact your local church. Suppose your church started out, like Paul, with three established disciples who desired to become multipliers; if each one trains one person at the end of one year there are six disciples. If each of these six disciples multiplies and win and trains one person each the following year and so on according to the multiplication table the potential impact on the membership would be 3,072 members after a period of ten years.

Yr.	Growth	Yr.	Growth
1	6	6	192
2	12	7	384
3	24	8	768
4	48	9	1,536
5	96	10	3,072

### Points to Ponder

- This scenario assumes, like Paul, the church starts out with three committed multipliers. The growth potential outcome would vary depending upon the number and commitment of the multipliers.
- Every new disciple may not become a disciple-maker as it is assumed. Growth potential outcomes will vary depending upon how many disciples actually become disciple makers.
- Even though the church may not realize its fullest growth potential, outcomes of 75, 50, or 25 percent can still make a significant impact upon the growth of the church.
- In evaluating the growth by multiplication potential, consideration should be given to the growth by addition history, the number of years the church has

existed in the community and the future growth by addition projection for the next few years.

- Growth by multiplication does not negate other forms of growth taking place in the church at the same time. Growth by addition can take place simultaneously thereby increasing the overall growth potential of the church.

### **THE PERSONS OF MULTIPLICATION**

“Where?” You ask, “can I find the kind of person I need to disciple?” The best place to find one is to win one to Christ. That is what Paul did with Timothy. But you can also adopt someone else’s baby. That’s what Barnabas did with Paul. Other people had a part in winning Paul to Christ, but they did not disciple him. It was Barnabas who took him under his wings and carried him to Christian maturity. When the church at Jerusalem sent Barnabas to Antioch to supervise the work there, Barnabas immediately went to Tarsus to enlist Paul as his assistant (Acts 11:22-28). For a whole year they worked together. Barnabas literally poured his life into the apostle Paul. The end result was that Paul became the most outstanding Christian leader and evangelist of his day.

If you become a discipler, some of your disciples may outstrip you, as Paul did Barnabas, and become more effective in God’s service than you. If so, thank the Lord you have succeeded in being a multiplier. Then find another person, and begin work on another one as Paul did with Titus and Epaphras. Paul would never have been the leader he was if Barnabas had not taken him under his wing for that year of specialized training. Don’t waste your time on a carnal Christian who doesn’t want to be a disciple. It is easier to give birth to a new baby than to resurrect the dead. Get a new Christian, or a hungry one that will respond, and get busy carrying him or her on in the Christian life and training to become a multiplier.

### **THE PROCESS OF MULTIPLICATION**

If you want to be a multiplier find a person who is anxious to grow in his understanding of and commitment to Christ. Meet with him on a regular basis, at least once a week for mentoring and prayer. Take him with you as you go visiting for Christ. Teach him what you know and let him catch your spirit. And from the beginning make sure that in time he will be willing to do the same thing with someone else. Just be sure you find a faithful man or woman, one you can depend on, one that is a teachable and willing to pay the price of discipleship.

Discipleship demands relationship. The most important thing necessary to being a multiplier is to develop a close personal relation with another person in which discipling take place. The following prerequisites are essential in developing such a relationship: *time, teamwork, transparency* and *tutoring*.

**TIME:** Jesus did a lasting work in the lives of His disciples by developing a close personal relationship with them and spending time with them. If there had been a better way to do it, Jesus would have done it. We cannot improve on His plan; and He did it without radio, television, printing press, automobile, computer, or internet. And when He ascended to the Father, those twelve were equipped to carry His work

of world evangelism. This kind of multiplication demands time. There is simply no way to multiply you through another person without spending time with him or her.

But, you say, "I don't have time to spend with another person like that." You have the same amount of time that Jesus had. You have the same amount of time the president of the United States has. You have the same amount of time anybody has. We always have time for things that are first in our lives. And multiplication should be a priority.

**TEAMWORK:** Paul developed a close personal relationship with Timothy through teamwork. Timothy had been converted by Paul's first missionary journey. On the second journey Paul saw the potential in him and enlisted him to yoke up with him as a team. Teaming up with Paul, in the years that followed, he accompanied Paul on his missionary journeys and learned from the life and teaching of Paul.

Through teamwork Paul developed such a close personal relationship with Timothy he spoke of him in terms of endearment as his own son. Timothy was not the only one with whom Paul, as a discipler, had such a relationship. There was also Titus and Epaphras. Paul had the unusual ability to establish meaningful relationships with other believers so to be able to disciple them (1 Thess. 2:7; 1 Cor. 4:15, 16; Gal. 4:19). It was out of these close relationships Paul did his discipling and multiplying.

**TRANSPARENCY:** As you develop a close personal relationship with your disciple you should also show him a life that is worth copying. Many times Paul said, "Be followers of me." "Our gospel came not unto you in word only, but also in power...ye know what manner of men were among you" (1 Thess. 1:4). Paul never hesitated to hold his own life as example for others. So you need to be the person you want your disciple to be. Let him see the truth in your life, and it will make a difference.

As he sees the truth in your life he should also hear it from your lips. To be a multiplier is to teach your disciple. What do you teach someone else? Paul said to Timothy, "the things that thou heard of me among many witnesses, the same commit thou to faithful men, who shall be able to teach others also." (2 Tim. 2:2). Paul taught Timothy what to teach other people. Timothy was not to invent a new message. He was to teach the old one. We are to transmitters of truth, not inventors of it.

**TUTORING:** All personal relationships should be developed in the context of tutoring for evangelism. Otherwise in your discipling you will have good fellowship but won't have any fruit. There won't be another one reached for Christ... so that they can be disciplined to win other people to Christ also. You will never have any spiritual grandchildren unless you make a disciple who in turn wins someone else to Christ; it takes a disciple to make a disciple. But discipleship is not complete until you have reached out in evangelism.

Fruit will be harvested in greater abundance if you follow and apply the eight characteristics on how Jesus taught evangelism, mentored His disciples and turned them into multipliers from Robert Coleman's book *The Master Man of Evangelism*.

1. *Selection.* Men were His method, “His concern was not with programs to reach the multitudes, but with men whom the multitudes would follow.”
2. *Association.* He stayed with them. “His disciples were distinguished, not by outward conformity to certain rituals, but by being with Him, and thereby participating in His doctrine.”
3. *Consecration.* He required obedience: “[The disciples] were not required to be smart, but they had to be loyal. This became the distinguishing mark by which they were known.”
4. *Impartation.* He gave himself away: “His was a life of giving--- giving away what the Father had given Him.”
5. *Demonstration.* He showed them how to live: “Surely it was no accident that Jesus often let His disciples see Him conversing with the Father.... Jesus did not force that lesson on them, but rather He kept praying until at last the disciples got so hungry that they asked Him to teach them what He was doing.”
6. *Delegation.* He assigned them work. “Jesus was always building His ministry for the time when His disciples would have to take over His work, and go out into the world with the redeeming Gospel.”
7. *Supervision.* He kept checking on them. “Jesus made it a point to meet with His disciples following their tour of service to hear their reports and to share with them the blessedness of His ministry in doing the same thing.
8. *Reproduction.* He expected them to reproduce. “Jesus intended for the disciples to reproduce His likeness in and through the church being gathered out of the world.”

Jesus and Paul modeled multiplication for the growth of Christianity. Christianity is just one generation from extinction. If Paul doesn't work with Timothy or if Timothy doesn't work with someone else, that's the end of the line. There is no progress beyond that. Let us sit idly by and not reach out in evangelism and Christianity comes to a full stop.

### **THE PROGRAM OF MULTIPLICATION**

Let us suppose that someone has responded in faith and repentance to the gospel and joined the church. What then? The new disciple needs to become an established disciple. Paul says: “As you therefore have received Christ Jesus the Lord, so walk in Him, having been firmly rooted and built up in Him and established in our faith, just as you were instructed and overflowing with gratitude (Col. 2:6,7). The new disciple needs to be rooted, built up and established in the faith.

How is this done, so that the new disciple becomes an established disciple, who in turn becomes a multiplier? The answer is through one-on-one discipling relationships. An established disciple, who desires to become a multiplier, finds a

new believer who is anxious to grow in his understanding and commitment to Christ and develops a close personal relationship with him. Then through mentoring and tutoring, by precept and example, he establishes him in the faith and teaches him how to make a new disciple by leading someone else to Christ.

### **Guidelines And Suggestions**

- The growth by multiplication program is generally recommended for an established disciple and a new disciple. This does not mean two established disciples should not work together if one wants to be a multiplier.
- If the Lord uses you to lead someone to Christ, chances are good that you are the one that should begin working with that new disciple.
- Remember Paul told Timothy to entrust the gospel to faithful men. If the person you are working with turns out to be unfaithful you may need to stop working with him until he get serious about growing spiritually.
- Except in exceptional cases, for example family members, it is not recommended that persons of the opposite sex should work together as new and established disciples.
- The anticipated time frame for someone to move from disciple to established disciple to multiplier is normally about six months to a year.
- After a new disciple becomes an established disciple and wins a soul he should work toward becoming a multiplier himself. His multiplier should then seek another new disciple to establish in the faith and turn into another multiplier.
- Not every person who is won to Christ and is disciplined will go on to be an established disciple and eventually a multiplier; but that should be the aim and goal for every new disciple.
- It is ideal, but not necessary, for the Pastor to follow the leadership of Paul in initiating and leading the program. Any established disciple with the expertise can adequately fulfill that role.
- Before launching a growth by multiplication program in your church, the pastor's support should be solicited and the church board's approval should be requested.
- Don't wait until the majority of the church is on board to launch a growth by multiplication program. You may start with just three committed potential multipliers. This will replicate the method of both Jesus and Paul.
- Trained multipliers should know and be able to impart three things: 1.) The fundamentals of the faith; 2.) How to nurture new believers, and 3.) How to lead and teach others how to lead a soul to Christ.
- Each team of established disciple and new disciple, or multiplier and disciple, should be approved by the pastor and/or the church board.



- An official launch, general coordinator of an organized program, and regular consistent promotion are all vital to the success of a growth by multiplication program.
- It is recommended that each multiplier should read the book and apply the principles of Jesus contained in the book: *The Master Plan of Evangelism* by Robert Coleman.
- There should be a monthly meeting under the leadership of the pastor or general coordinator of all multipliers and disciplers for prayer, training, inspiration and evaluation designed to improve successful outcomes.
- Measurable outcomes and positive reports should be given to the church monthly or quarterly and used as a means of recruiting other members to become involved in the growth by multiplication program.
- In accordance with Romans 13:7 it is entirely appropriate to keep all multipliers motivated with periodic recognition, honors and awards for God-given success in building His Kingdom.
- Don't overlook anyone who has a desire to become a multiplier. Jesus did not select superstars to invest in. He invested in ordinary people who turned the world upside down.
- Pastoral transitions present a unique challenge for the growth by multiplication program. Safeguards should be put in place so as pastors come and go the long-term viability of the program is assured.
- Never underestimate how vital and important the outpouring of the Holy Spirit and God's anointing upon every participant are to the success of the growth by multiplication program.
- In teaching growth by multiplication is it essential to use the examples of Jesus and Paul as well as "the Acts of a Growing Church as part of the framework?"
- It is recommended that the growth by multiplication chapter be duplicated and given to every disciple and potential multiplier as a part of a new believer's orientation.

## CONCLUSION

Paul's admonition to Timothy was that he "commits" the things that he had learned to faithful men who would in turn teach others also (1 Timothy 2:2). The word commit is a banking term "to make deposit" or "to entrust for safe keeping." There are three committals in 2 Timothy (1:12; 1:14; 2:2). In the first instance, Paul speaks of having committed his salvation to the Lord. In the second instance, he speaks of the Lord having committed His Word to us. In the third instance, he speaks of our committing what we have learned to faithful men that they may teach others also.

The first commitment makes you a Christian. The second commitment makes you a witness. The third commitment makes disciples. The first commitment is a commitment to salvation. The second is a commitment to evangelism. The third is a commitment of multiplication. Which of these three commitments represent you?

## GROUP DISCUSSION QUESTIONS

- Describe the three qualities emphasized by Paul in 2 Timothy 2:1-4 as essentials for multiplying your ministry.
- According to 2 Timothy 2: 2, which link in the chain, are you?
  - a.) Barnabas who trained a Paul, starting the chain of multiplication.
  - b.) One reached as Timothy.
  - c.) One of the "faithful men" being trained by Timothy.
  - d.) One of the "others also." Explain your answer.
- Name some of the qualities that you think should characterize a multiplier.
- How difficult would it be to initiate a multiplication ministry in your church? What do you see as some of the barriers?
- Discuss some of the ways a new disciple could be lined with an established disciple in your church.
- Why do you think that church growth by multiplication is largely neglected as an operating evangelistic method in the average Seventh-day Adventist Church today?
- How can a church find balance in church growth by multiplication and church growth by addition?
- How would you go about finding potential multiplier in your church?
- Can just any Christian multiply, if not why?
- What do you think can be done to motivate the average member to become a multiplier?