

<sup>1</sup> Dave Earley and Rod Dempsey, *Disciple Making Is...: How to Live the Great Commission with Passion and Confidence* (Nashville, TN: B&H Publishing Group, 2013), 118.

Notes:

## THE EXPONENTIAL HARVEST MINISTRY STRATEGY

*Never underestimate the power of multiplication to fulfill the Great Commission. When you totally commit yourself to a life of radical discipleship, and making disciples, you can unleash an unstoppable force... If you want to make a huge impact, implement the power of multiplication.<sup>1</sup>*

**Dave Early**

### BEFORE GOING ANY FURTHER, IS CHRIST ON THE THRONE?

If not, make sure He is!

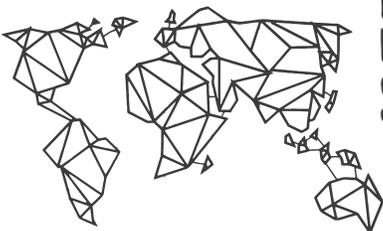
### MEMORY VERSE

*Then Jesus came to them and said, "All authority in heaven and on earth has been given to me. Therefore go and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, and teaching them to obey everything I have commanded you. And surely I am with you always, to the very end of the age."*

**Matthew 28:18-20 [NIV]**

### LEADERS MUST MULTIPLY

Jesus commanded His followers to make disciples of all nations (Matt. 28:18-20). This is the greatest vision ever articulated in history. Joshua was familiar with trusting God for the impossible. One of his first major leadership roles was spying out the land God had called Israel to inherit, along with eleven other men (Numbers 13:1-24). Upon returning, most of the spies gave terrible reports that demotivated the Israelites from accomplishing what God had called them to (Numbers 13:25-33). Only Caleb and Joshua believed God and kept His vision in front of the people (Numbers 14:6-9); God killed the doubting spies and protected Joshua and Caleb for keeping His will first and foremost (Numbers 14:36-38). God ended up appointing Joshua to succeed Moses in leading Israel (Numbers 27:15-23). As soon as Moses died, Joshua became the nation's leader and immediately clarified God's vision for them and then led the people into the land God had given them (Joshua 1). Joshua divided





<sup>3</sup> Steve Shadrach, *The Fuel and The Flame: 10 Keys to Ignite Your College Campus for Jesus Christ* (Tyrone, GA: Authentic Publishing, 2003), 75.

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## THE GREAT COMMISSION

Again, Jesus gives the Great Commission, in Mt. 28:18-20, saying:

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

Steve Shadrach reminds you that the Great Commission is not the Church's responsibility collectively, but yours individually, asking, "How can I tell if you've taken personal responsibility for the Great Commission? Simple. You have a plan to pull it off."<sup>3</sup> Today we'll share a "plan to pull it off" with you. Every godly leader will strive to lead others in accomplishing Christ's Great Commission. The Great Commission will never change but the leader must be creative, resourceful, diligent, and committed to accomplishing it and leading others to do so as well. The second half of this leadership workbook will prepare you to do just that.

→ **How has a lack of direction, knowledge, or vision, kept you from accomplishing the Great Commission?**

## THE EXPONENTIAL HARVEST STRATEGY

The Exponential Harvest Strategy is a blueprint for spiritual multiplication. The strategy comes from the parable of the sower in Mark 4:1-8. Here's the Exponential Harvest Strategy (fig. 16.1):

### The Exponential Harvest Strategy

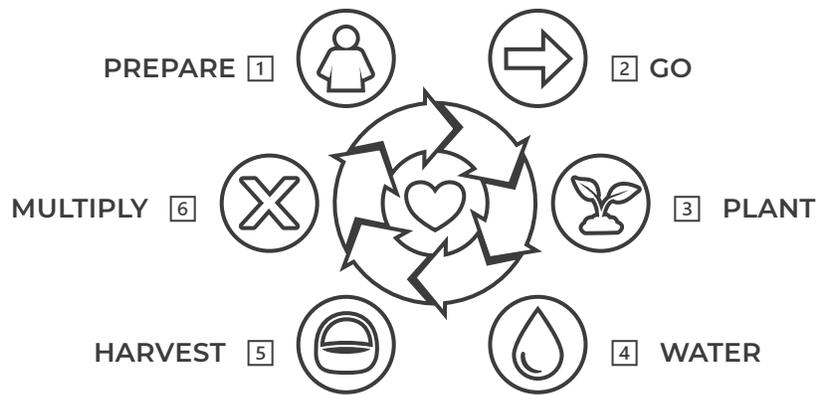
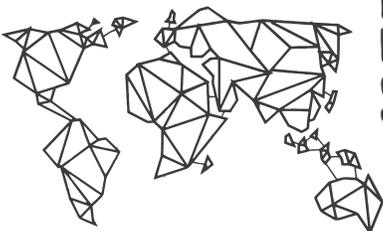


Figure 16.1



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The individual contents of this model have been the foundation of Russ Akins' funnel diagram for more many decades! This model has been be applied in churches and ministries around the globe and it will work for you wherever you live as well. If you memorize and apply these concepts, you will multiply.

### | **1** PREPARE

In Mk. 4:3, Jesus tells us about a farmer who went out to sow seed. Before talking about what the farmer did, we should consider the farmer. Jesus is more concerned with you than He is with your work. Each of us must prepare first with Him—in His Word, in prayer, and in the power of the Spirit—before charging into His work. Apart from Him we can do nothing (Jn. 15:5). We will go into more depth on this and each element of the Exponential Harvest strategy in future homework.

- **How has a lack of preparing with the Lord affected you and your ministry in the past?**

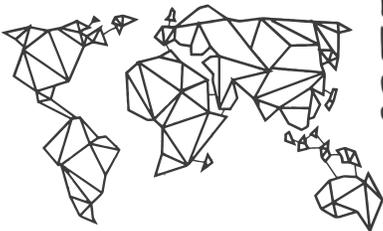
### | **2** GO

Jesus continues, in Mk. 4:3, telling us that the farmer went out to sow seed. You'll never be effective for the Lord if you stay in your comfort zones! We have to get comfortable with meeting and reaching new people and expanding our influence. The moment we quit meeting people, our ministries start to die. Many churches wait for people to come to them but the Great Commission starts with "Go!" You must reach new people, where they are at. Every farmer must be willing to go out! We must too.

- **What difference have you seen between ministries that stop meeting new people and ministries that are constantly reaching out?**

### | **3** PLANT

Jesus continues, in Mk. 4:3, telling us that the farmer went out to sow seed. You'll never be effective for the Lord if you stay in your comfort zones! We have to get comfortable with meeting and reaching new



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people and expanding our influence. The moment we quit meeting people, our ministries start to die. Many churches wait for people to come to them but the Great Commission starts with "Go!" You must reach new people, where they are at. Every farmer must be willing to go out! We must too.

→ **What's been your experience with evangelism?**

→ **Are you willing to follow Jesus, becoming a fisher of people (Matt. 4:19)?**

Yes

No

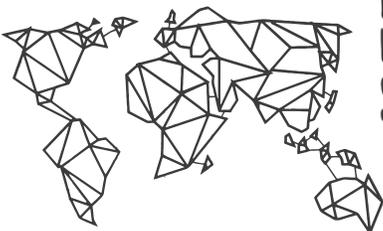
### | **4 WATER**

In Mk. 4:5-6, Jesus tells us some seed sprang up quickly, but because of its shallow roots, it was scorched by the sun. Deeper roots can access water and won't be scorched. Shallow ones cannot. In 1 Cor. 3:6-9, Paul talks about how Apollos watered the seed he had planted. Once you've shared the gospel with new people, you'll have four possible responses:

1. They are not interested at all,
2. they are not interested in Christ,
3. they choose to receive Christ, or
4. they are already a believer.

Based on those four responses, you must evaluate how to best follow up with each. You should not badger those who are not interested. Pray for them and love them but invest your time and energy in those who are interested. When you find those who are interested, be intentional about watering that seed and helping them work through any objections they might have.

→ **Read 1 Cor. 3:5-9. What do you think it takes to faithfully water seed that has been planted?**



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## Ⓢ | 5 HARVEST

In Mk. 4:8, Jesus tells us there will be a harvest if we continue sowing seed. When that happens and people come to Christ we must disciple them. We have to do more than just plug people into weekly events. You cannot streamline discipleship. Jesus invested His life in a handful of men, discipling the twelve. We should do the same. Remember, Jesus called us all to make disciples! Look for believers who want to grow and love Jesus wholeheartedly. Invest most of your time in those who are most interested in growing. Do basic follow-up with them using transferable discipleship resources. We'll share some good ones with you in future chapters. We also need to build relationships with those we disciple. We need to help them apply what they are learning. There are four contexts that really make discipleship work. These are:

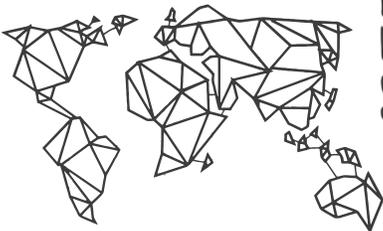
1. Personal weekly appointments (our One Year Discipleship resource is great for this),
2. weekly Bible study small groups,
3. involvement in a local church, and
4. application (especially evangelism).

Continue helping those you are discipling grow where needed. Make intentional discipleship the cornerstone of multiplication in your ministry.

- **Have you ever witnessed authentic, multiplicative discipleship? What did that look like in your experience?**
- **Are you willing to commit to investing in people more than events?**

## Ⓧ | 6 MULTIPLY

Not only does Jesus talk about a harvest in Mk. 4:8, He also tells us some of those disciples will go on to multiply, 30, 60, or even 100 times! Multiplication is exciting and it is the only way we will ever reach the world for Jesus. In fact, if every believer on earth began multiplying



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once each year, and teaching those they reached to do the same, the whole earth would be reached in about four years! One important key in multiplication is equipping those we disciple with the tools and resources they need to continue the disciple-making process.

→ **Why do you think leadership development is critical to multiplication?**

## | SMALL GROUPS

Once you're discipling those you've reached for Christ it is imperative to get them plugged into small group Bible studies. These Bible studies are a great environment for personal growth and leadership development. They also provide a natural framework for spiritual multiplication. Later, we'll discuss three important types of small groups—gospel groups, growth groups, and Great Commission groups—and strategies for leading them well.

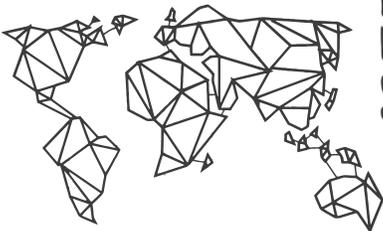
→ **What have been some of the characteristics you have observed in effective small groups?**

## | TOOLS

Tools are all the resources that help keep the process going but aren't themselves the process. Nothing that can be bought, that can be traveled-to, or that begins or ends on a clock is the ministry. Ministry is an ongoing process. A meeting is not a ministry, although ministry can happen at a meeting. Weekly meetings, books, apps, videos, websites, retreats, classes, hobbies, etc., are tools that supplement ministry. We will share some of the GCA's evangelism and discipleship tools in upcoming chapters.

→ **List a couple possessions, talents, or other things God has given you below. Then, write a few notes on how you think God could use those for His Great Commission.**

- 1.
- 2.



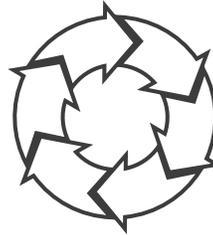
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## | CONTEXT OF AGAPE LOVE

Authentic, *agape*, unconditional love makes ministry work and without it no ministry process is worth repeating (1 Cor. 3:1-8). If you love God, you'll love others also (1 Jn. 4:19-21). It is impossible to lead a truly successful ministry if you aren't loving God with all your heart, soul, mind, and strength, and your neighbor as yourself (Mk. 12:29-31).

→ **How does your love for God motivate you to love others and how does that affect your ministry?**

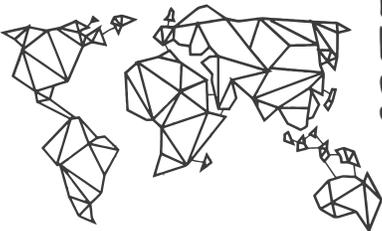
→ **Based on this brief introduction to the Exponential Harvest, fill in the diagram below (include icons/pictures and descriptions).**



## GREAT COMMISSION VISION

If Christians stay committed to this process of multiplication we truly will reach the whole earth for Christ. The Exponential Harvest Strategy is an effective ministry philosophy, and it is one that enables you as a leader to share the vision of the Great Commission—presenting a strategic Great Commission plan that can be done anywhere (we've used this in the U.S and abroad).

→ **Read 2 Tim. 2:1-2. Write down some of your observations from this passage.**





<sup>4</sup> C.H. Spurgeon, *An All Around Ministry: Addresses to Ministers and Students* (BookAndSuchNW, 2009), Ch. 3, Kindle.

<sup>5</sup> Roger P. Peterson, *Perspectives on the World Christian Movement: A Reader* (Pasadena, CA: William Carey Library, 2008).

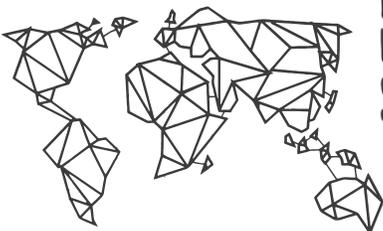
Notes:

→ Paul instructed Timothy, who taught faithful men, who would be faithful to teach others also—that’s at least four clear generations of believers in this passage! What might be some hindrances that can get in the way of disciples of Jesus making disciples of Jesus (who make disciples of Jesus...)?

## JESUS’ COMMISSION IS NOT OPTIONAL

The Great Commission is Christ’s command to you, and every mature believer should be committed to spiritual multiplication (Matt. 13:23). This world has never seemed crazier. Many feel like the depravity of society is reason to back down from bold ministry. Spurgeon encourages us, asking, “What have you and I to do with the times, except to serve our God in them?”<sup>4</sup> God has put you here for this very time, in order to win those around you to Himself (Acts 17:26-27). By doing the Great Commission, Jesus’ disciples and those they discipled reached nearly one third of the world in their lifetimes!<sup>5</sup> As the global Body of Christ, we have failed to reach a larger percentage of the world since then. It is time to get back to the basics, recommitting to the Great Commission Jesus gave us.

*Remember, your weaknesses, inabilities, failures and past present no challenge to God’s will for your life. Your willingness does. Be willing to be and do what God made you for. You don’t have what it takes but God’s Spirit in you does so be the leader He made you to be and turn this world upside down for Him!*



<sup>6</sup> United Nations, Department of Economic and Social Affairs, Population Division (2013), "World Population Prospects: The 2012 Revision" [http://esa.un.org/wpp/unpp/panel\\_population.htm](http://esa.un.org/wpp/unpp/panel_population.htm) (Accessed January 5, 2014).

Notes:

## ACT NOW

### MULTIPLY

Below is a graph (figure 16.2) of spiritual multiplication beginning with one person (that's you!) and doubling once each year. If you commit to discipling one person each year, and then training each new believer to do the same, we could see:

- » **1,024** Christ-like multiplying believers within 10 years.
- » **1,048,576** believers within 20 years.
- » **1,073,741,824** believers within 30 years.
- » **34,359,738,368** believers within 35 years!

Intersecting that graph you'll see the UN's projected global population estimates<sup>6</sup> graphed horizontally.

**The Great Commission Completed**

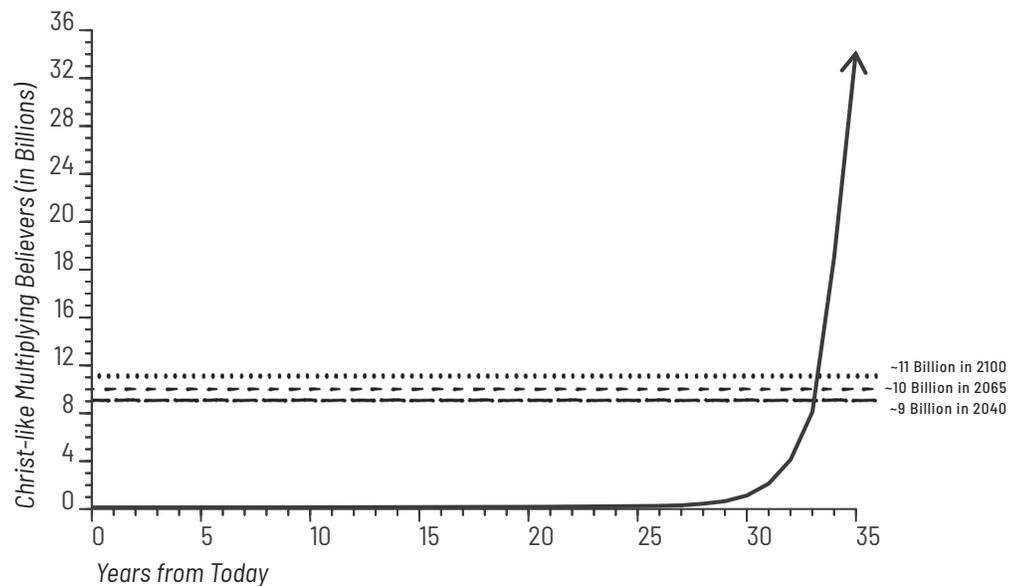
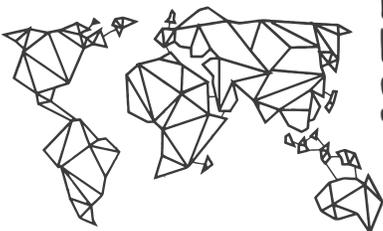


Figure 16.2

- How long might it take to reach the entire world, if the Great Commission started with just you? How long might it take if one-million believers started making Christ-like multipliers this year?
- Why do you think Christians have focused on so many other models (ex. the mega-church, etc.) in an attempt to follow the Great Commission (Matt. 28:18-20)?



<sup>7</sup> G. T. Doran, *There's a S.M.A.R.T. Way to Write Management's Goals and Objectives* (Management Review, Volume 70, Issue 11, 1981), 35-36.

Notes:

## PERSONAL GROWTH

→ Write out this lesson's memory verse (also, write it out several more times this week):

→ List a SMART (Specific, Measurable, Attainable, Relevant & within a Time-frame) goal<sup>7</sup> for this lesson and action plans for achieving it.

SMART Goal:

Action plan:

Action plan:

Action plan:

→ How are you staying close to Jesus, walking by faith and in integrity, trusting Him and the power of His Spirit in life and ministry rather than yourself, and how can you more?

→ Jesus insisted that serving Him and serving others was the highest attribute of leadership (Mt. 20:25-28). How are you growing as a servant leader?

→ How will this lesson help you better accomplish the Great Commission and multiply Christ-like multipliers?

→ List any last thoughts and then put everything you learned in this lesson in God's hands, trusting Him to build these things into your life.

