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THE  
ADVENTURE  
*f*  
DISCIPLING  
OTHERS

*Training in the Art of Disciplemaking*

DEVELOPED BY JOHN D. PURVIS AND RON E. BENNETT



NAV PRESS®

Bringing Truth to Life

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Colorado Springs, CO 80934

*To John's late friend Craig Meyer,  
a discipler for more than twenty years, who died at age forty-three.  
And to all those who helped develop or field test this book.*



*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*

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## PREFACE

WELCOME TO THE EXCITING, challenging, and fulfilling ministry of discipling others. Maybe you're considering this kind of ministry for the first time or maybe you're a seasoned veteran. Perhaps you're looking for help getting started or for resources to keep you going. Whatever your level of discipling experience, we hope this material will help you develop greater heart, vision, and skill in your journey.

We've designed this material for use with a cluster group, preferably with a discipling coach or mentor leading the group. This material can supplement the experience and teaching of the coach as he or she guides the group in learning how to disciple others.

If you don't have a coach, we encourage you to work through this material with a group of fellow learners. Rotate facilitating the leadership for the various sessions. You'll experience great benefits by forming a small group or team of disciples to share and learn together and from each other. If you can't form a cluster group, you can still work through this material on your own. Obviously, some of the activities built around small-group dynamics won't apply. But you can still work through the Bible studies and articles as you're involved in discipling others.

*The Adventure of Discipling Others* is designed to be used simultaneously with the actual experience of discipling at least one other person. Learning by doing is critical to making this material authentic rather than academic. There's no substitute to stepping out and investing your life in someone else's life. Such faith pleases God, and His resources are always adequate.

As you get involved in discipling others, be aware that growing disciples aren't all starting at the same point. Some will be brand-new believers; others will be Christians looking for more depth in their walk with Christ. Therefore, no one set of materials will fit everyone. You'll have to decide what material fits your situation. We've included some suggestions in appendix A, *Discipling Resources* (page 216), but there is a great deal of other material on the market that you can choose from. Your church, pastor, or discipling coach is probably a good source for additional ideas.

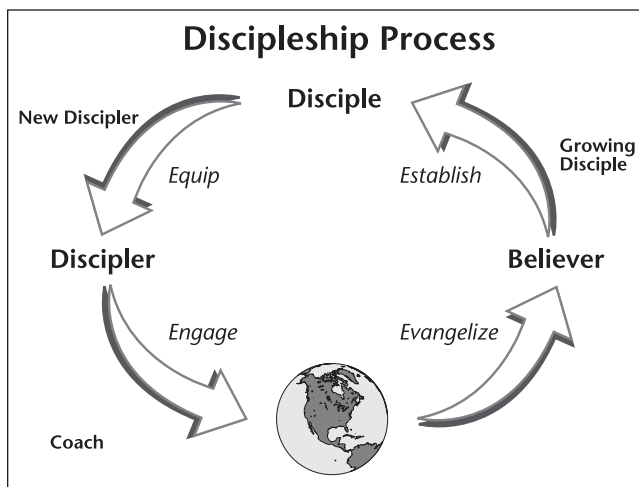
When discipling others, use what's meaningful to you. If you've been disciplined with certain materials, that should be the starting point for choosing the material you pass on to others. If you don't have experience with specific materials, be sure to work through any new material you choose before you use it with others.

# INTRODUCTION

## OVERVIEW

*THE ADVENTURE OF DISCIPLING OTHERS* is a flexible resource that will equip disciples to disciple other people. The goal of this material is to contribute to the development of spiritual generations through a life-to-life ministry of discipling. It will help a third generation of disciples to emerge that is central to an intentional discipling community. Once these people become established, they'll have the heart, vision, and skill to intentionally disciple others whether the context is a small group or individual. (If you're not familiar with some of these terms, you'll learn more about them as you read on.)

In the illustration at right, the first person in this process is the new discipler. New disciplers are the link to a new generation of disciples as they seek to pass on to others what they've discovered in their walk of faith. The new discipler is critical in developing a spiritual heritage that reproduces.



The second person in the triad is the new believer. New believers who are becoming mature disciples are the new generation. They're growing in their relationship to Christ as disciples in the context of a supportive community. Each person at this stage of maturity is establishing a personal faith relationship with Christ that is foundational, lifelong, and intimate.

The third person in this triad is the coach—the one who assists the new discipler as he or she disciplines others. A coach in this concept of generations is much like a grandparent in a physical family. He or she is primarily focused on helping the discipler be successful. The coach, discipler, and growing disciple form a spiritual unity promoted in Paul's ministry through Timothy (see 2 Timothy 2:2).

The hope for this triad is that it will develop future generations of mature believers. As the growing disciple experiences the reality of a changed life through the model of the discipler, he or she will become a new discipler (new spiritual parent). This process develops an ongoing spiritual lineage that can reach the world. No one should be the last link in a spiritual chain.

## DEFINITIONS

We use the following working definitions throughout *The Adventure of Discipling Others*:

- *Believer*—someone who has come to personal faith in Jesus Christ
- *Growing disciple*—a believer who wants to mature as a disciple and is becoming established in his or her faith through the exercise of spiritual disciplines
- *Disciple*—an individual who has received foundational training and has become established in the principles and practices of following Christ
- *New discipler*—a disciple of Jesus Christ who actively shares his or her faith in the process of discipling others. A discipler carries out the Great Commission from Matthew 28:18-20.
- *Coach*—a discipler who trains and assists new disciplers as they disciple others
- *Coaching cluster*—a small group of new disciplers using *The Adventure of Discipling Others* with or without a coach
- *Discipleship group*—a small group of growing disciples
- *Disciplemaking*—the whole process or full spectrum of reaching the lost with the gospel, discipling people in their intimacy and walk with Christ, and equipping spiritual laborers and leaders
- *Life-to-life*—the dynamic of sharing the reality of Christ and the truth of Scripture through a personal relationship
- *Intentional*—done with purpose; a resolve to participate in discipleship and disciplemaking
- *Spiritual multiplication*—developing spiritual generations as modeled in 2 Timothy 2:2

In the generational concept found in 2 Timothy 2:2, each role represents the following:

- The coach represents the first generation (Paul)
- The new discipler represents the second generation (Timothy)
- The growing disciple represents the third generation (faithful men and women)

## ASSUMPTIONS

*The Adventure of Discipling Others* includes some basic assumptions. We realize that some of these may not fit your situation, and you'll have to adjust your expectations as you implement this material.

The new discipler has a solid, personal walk with Christ. He or she has experienced the reality of what is to be passed on to others. The new discipler has firsthand experience with the tools and materials that he or she will use to help others. While this person may not feel adequate or competent, he or she is comfortable modeling a walk with Christ.

During the sessions in this book, we encourage the new discipler to maintain three discipleship life skills: devotional time, Scripture memory, and outreach. We assume that each new discipler has the knowledge to carry out these activities, yet he or she needs encouragement and accountability.

New disciplers are eager to minister in the lives of others. They have a heart for people and a desire to see others mature. During the process of using *The Adventure of Discipling Others*, this heart and vision will grow and become grounded more in Scripture.

Disciplemaking is best learned in the context of actual ministry. Discipling others isn't a classroom skill. Disciplers must combine knowledge with actual experiences of ministering to others. Each new discipler should have at least one person to disciple during the learning period.

Some leaders are willing to function as mentor-coaches for new disciplers. These coaches must be influencers who have the heart, vision, and skills of a discipler. But as coaches, they assume the role of grandparents rather than parents as they help the new disciplers.

New disciplers need to be willing to commit at least one year to an on-the-job learning process. This means they have or find the freedom in their schedule and responsibilities to give their time and attention to investing in at least one person.

## CORE COMPONENTS

We've tried to weave four strands of concentration throughout *The Adventure of Discipling Others*.

### 1. DISCIPLEMAKING VISION

The first strand has to do with developing a solid biblical vision for disciplemaking. Vision is like the seed of the future tree. *The Adventure of Discipling Others* will help ground new disciplers in a lifelong conviction for discipling others. Regardless of their gifting and responsibilities, they'll develop a heart and vision for discipling others that will permeate their understanding of God's call on their lives. They'll come to understand that the heart of the Great Commission is disciplemaking, and that the key to disciplemaking is a committed discipler.

## 12 / INTRODUCTION

### 2. MINISTERING LIFE-TO-LIFE

The second interwoven strand is life-to-life ministry. A life-to-life ministry is more than passing on knowledge. It's more than meeting as a small group or one to one. A life-to-life discipler shares the reality of Christ and the truth of Scripture through a personal relationship that includes authenticity and transparency.

Few people will have a platform ministry of teaching or preaching. Others will lead small groups. But everyone can have a life-to-life ministry. *The Adventure of Discipling Others* develops the understanding and skills people need for this critical ministry dynamic.

### 3. SPIRITUAL POWER

The third strand is reliance on God's resources. Transformation occurs as we complement what God is doing in the lives of those we minister to. Staying in step with God and His Spirit is an essential part of discipling ministry. Without reliance on God, our own endeavors are useless. Spiritual power comes as we grasp the resources of God—faith, prayer, His promises, the Holy Spirit—and are willing to see the reality of the spiritual warfare we're engaged in.

### 4. LEARNING ENVIRONMENT

The final strand is creating a learning atmosphere in the context of community and the mutual support of others. Maintaining core discipleship skills enables disciplers to abide in Christ and model discipleship. Having others to share with and challenge us keeps the cutting edge sharp. An environment of accountability provides encouragement, and support helps each of us strive for excellence. That's why we will be referring you to your cluster group frequently.

Disciplers model and experience these four strands as they become equipped to disciple others. These same four are also key to the discipler's own ministry. The discipler will modify the content but needs to create the same environment with growing disciples.

Finally, these important strands are *not* treated independently in *The Adventure of Discipling Others*. We've tried to integrate them and weave them throughout the material. They're not stand-alone topics, but are meant to be an environment that needs to be continually cultivated and experienced.

## WHO'LL BENEFIT FROM *THE ADVENTURE OF DISCIPLING OTHERS*?

### AUDIENCE 1

*Maturing disciples who are established in the basics of the Christian life and now desire to help others become established as disciples.* They desire to become intentional about reproducing their life of

faith in the lives of others. They desire to see new Christians follow Christ and personalize the Great Commandment and Great Commission.

#### AUDIENCE 2

*Disciplemaking leaders who want to develop and coach new disciplers.* Coaches may be leaders of small groups or a small-group ministry, or are helping maturing disciples. They could be pastors or lay leaders who are developing multiplying ministries. This material will help them understand discipling at a deeper level so they can successfully train new disciplers.

#### AUDIENCE 3

*Small-group leaders who've taken their group through a discipling course like *The Navigators' 2:7 Series* can use *The Adventure of Discipling Others* as the next phase of training. The leaders now become coaches who enable the new disciples to begin their own discipling ministries. These new disciplers have already experienced the disciplemaking process and are familiar with the basic tools for discipling others.*

#### AUDIENCE 4

*Small-group leaders who want to add a more focused discipling component to their existing small group.* These leaders have already established a small-group community, which may include some Bible study. They'll be able to complement their existing ministries with intentional, individual discipling as they lead the small group.

Many small-group leaders develop on the job by leading a small group with (or without) training in small-group dynamics. Few receive mentoring in how to intentionally develop disciples within the group. *The Adventure of Discipling Others* focuses on developing disciples one at a time through the context of life-to-life. The small group is a supplement to the disciplemaking process. Using *The Adventure of Discipling Others* doesn't require a person to lead a small group. However, it will help people who are small-group leaders to focus on individual development as they lead their groups.

#### AUDIENCE 5

*Leaders of small-group ministries.* *The Adventure of Discipling Others* is ideal for use in the context of a small-group leaders' training program. After being taught basic small-group dynamics, group leaders can learn how to become more intentional in bringing about maturity in the lives of those within their small groups. A monthly training format can assist the ongoing development of a church's small-group leaders.

## USING *THE ADVENTURE OF DISCIPLING OTHERS*

This material is arranged to allow for flexibility in the training and development of new disciplers. The structure of twelve sessions forms the heart of the training process. You can find additional material in the Leader's Guide at [www.navigators.org/CDM/ADO](http://www.navigators.org/CDM/ADO).

As coaches become more familiar with the material, they may make adjustments that will more adequately meet the needs of their new disciplers. The recommended twelve-session plan is a starting point; it's not intended to be rigid. Coaches can modify it to meet their needs and the needs of those involved with them.

The core program recognizes that each discipled has a limited amount of time to invest in ministry. Life for the average person in our culture is extremely busy and complex. Carving out time to invest in others in addition to receiving training requires a delicate balance.

We suggest that groups complete the first four training sessions *weekly*, then do the following eight sessions *monthly*. This makes Module 1 important.

During the final eight sessions, disciplers can meet weekly with their potential disciples. In addition, they'll meet monthly with their cluster group of new disciplers. This total structure involves a nine-month ministry period that easily fits into a calendar or school year.

## USING *THE ADVENTURE OF DISCIPLING OTHERS* IN SMALL GROUPS

Each training session uses a combination of tools, including a Bible study that group members need to prepare in advance, article(s), and "Tips for Discipling," all of which disciplers need to read before the subsequent training session. In addition to the Bible studies and articles, each discipled should maintain three basic spiritual disciplines:

- A personal daily devotional life
- Scripture memory
- A witness among the lost

The format of each training session provides both the structure for sharing these disciplines and the personal accountability to keep maintaining them.

## EXPECTATIONS

1. New disciplers must:

- Attend the two- to three-hour training sessions
- Fully prepare homework assignments

- Meet regularly with at least one growing disciple
  - Maintain their own personal walk with Christ
2. During each learning session, the group will:
- Discuss the assigned material
  - Discuss ministry progress and development
  - Share from their personal walks as disciples around three core disciplines:  
  
Devotional life  
Scripture memory  
Outreach
  - Pray together
3. In addition to maintaining their personal walks with Christ, the group members are required to spend two hours in preparation. While some may spend more time, this is a general guideline.

### SUGGESTED SESSION FORMAT

It will take a minimum of two-and-a-half hours for most small groups to cover the content in each session. If a group is larger, it will take more time—three hours—if each person is to have a chance to share.

Time	(Total)	Content
15	(0:15)	Interact casually and connect relationally
15	(0:30)	Share from personal devotional times and review Scripture memory
60	(1:30)	Discuss current Bible study
30	(2:00)	Discuss current article
30	(2:30)	Discuss discipling process and experiences, and pray

For we are God's fellow workers; you are God's field, God's building. By the grace God has given me, I laid a foundation as an expert builder, and someone else is building on it. But each one should be careful how he builds.

## Suggested Scripture Memory

Session	Title	Recommended verses	Optional verses
Session 1	The Discipling Vision		
Session 2	The Great Commission	Matthew 28:18-20	
Session 3	Description of a Disciple	John 15:8	
Session 4	Ministering Life-to-Life	1 Thessalonians 2:7-8	
Session 5	Follow Me	Matthew 4:19-20	
Session 6	Parental Prayer	Philippians 1:3-4	
Session 7	Faith and the Promises of God	2 Peter 1:4	
Session 8	Habits of the Heart	1 Timothy 4:7-8	
Session 9	The Process of Disciplemaking	Colossians 1:28-29	
Session 10	The Importance of the Word	2 Timothy 3:16-17	
Session 11	The Value of Each Individual	Isaiah 60:22	
Session 12	Spiritual Generations	2 Timothy 2:2	

## Discipling Syllabus

Session	Bible Study	Article	Tips for Discipling	Personal Growth	Scripture memory	Discipling process
Initial		Preface; Introduction		Get acquainted		Determine ground rules
<b>MODULE 1: Understanding the Blueprint</b>						
1	The Discipling Vision	Who, Me? Make Disciples?; Born to Reproduce	In Pursuit of Disciples	Share devotional times		Discuss apprehensions
2	The Great Commission	Mentoring Toward Maturity	Mentoring New Disciplers	Share devotional times	Matthew 28:18-20	Develop potential list of disciples
3	Description of a Disciple	Principles of Selection	Finding the Right Person to Disciple	Share devotional times	John 15:8	Identify potential disciples
4	Ministering Life-to-Life	Mentoring Others	Guidelines and Checklist for the Discipler	Share devotional times	1Thessalonians 2:7-8	Identify discipling materials; recruit
<b>MODULE 2: Laying the Foundation</b>						
5	Follow Me	Questions I'd Ask Before Following Jesus	Doing a Life-to-Life Session	Share devotional times	Matthew 4:19-20	Begin meeting with growing disciple(s)
6	Parental Prayer	The Prayers of a Leader	Link Discipling and Outreach	Share devotional times	Philippians 1:3-4	Pray for each growing disciple; discuss progress
7	Faith and the Promises of God	Living by Promises	Promises to Claim for a Disciple	Share devotional times	2 Peter 1:4	Share lessons being learned
8	Habits of the Heart	The Spiritual Disciplines	Habits Make the Difference	Share devotional times	1 Timothy 4:7-8	Share growing disciple's relationship with Christ
<b>MODULE 3: Building the House</b>						
9	The Process of Disciplemaking	We're in This Together	Ways to Help an Apathetic Disciple	Share devotional times	Colossians 1:28-29	Share growing disciple's appetite for Scriptures
10	The Importance of the Word	Speaking God's Language	How to Pray for Your Disciple ...	Share devotional times	2 Timothy 3:16-17	Share growing disciple's evident marks of discipleship
11	The Value of Each Individual	The Importance of Every Individual	Don't Give Up Yet	Share devotional times	Isaiah 60:22	Share obstacles yet to be faced
12	Spiritual Generations	Motivation: For a Lifetime of Disciplemaking	Discipling over the Long Haul	Share devotional times	2 Timothy 2:1-2	Share progress seen and lessons learned

## GETTING STARTED

- Get acquainted with the other members of your group. Locate the “Discipling Others Coaching Cluster” sheet on the next page. Ask members to fill out their sheets as other members share. Talk briefly about your personal backgrounds. Select one or two topics for each person to share, such as where they’ve lived, what jobs they’ve held, their children, interests, or hobbies.
- *IMPORTANT:* Silently read the Preface and the Introduction, and discuss briefly.
- Discuss the frequency of your cluster meetings. (For additional help in alternative scheduling, see the Leader’s Guide on the CDM website.)
- Solidify the logistics for your group (meeting time, meeting length, meeting frequency, handling missed sessions, childcare).
- Highlight the ground rules for this course. Ground rules clarify what the group expects from each person. *IMPORTANT:* It’s critical that every person in the group has a chance to buy into the rules the group will function by. The most important ones are listed under “Rules for the Journey” on pages 20-21, but your group needs to deliberate it’s own so that each group member takes ownership.
- If there’s time, ask group members to share why they’re participating in this group and what some of their expectations, concerns, and anxieties might be.

### DISCIPLING OTHERS COACHING CLUSTER

#### KEY ISSUES

- Who are we?
- What potential people are we going to pursue to build life-to-life discipling relationships?
- What kind of “covenant” rules do we all need to embrace to be successful in this new journey?

## 20 / GETTING STARTED

### CLUSTER MEMBERS

Name: \_\_\_\_\_ Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_ E-mail: \_\_\_\_\_

Name: \_\_\_\_\_ Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_ E-mail: \_\_\_\_\_

Name: \_\_\_\_\_ Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_ E-mail: \_\_\_\_\_

Name: \_\_\_\_\_ Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_ E-mail: \_\_\_\_\_

### CLUSTER LOGISTICS

Meeting time: \_\_\_\_\_

Meeting place: \_\_\_\_\_

Meeting dates: \_\_\_\_\_

### RULES FOR THE JOURNEY

Discuss the ideas in the chart on the next page as commitments for your group. Feel free to change or modify anything to fit your particular group's needs. Discuss any questions you may have, especially those in the following chart. Make sure you take time to add or modify any the group finds helpful.

### ASSIGNMENT FOR SESSION 1: THE DISCIPLING VISION

- Reread and make notes on the Introduction.
- Read the article "Who, Me? Make Disciples?"
- Read the article "Born to Reproduce."
- Read Tips for Discipling: "In Pursuit of Disciples."

Guideline	Changes or improvements
Make a commitment to the group, making attendance a priority.	
Give support and encouragement to the other members of the group.	
Faithfully carry out the assignments for the course.	
Seek to become a discipler of others by the grace and Spirit of God.	
Share both the joys and the struggles of your faith journey in discipling others.	
Hold in confidence all that is shared in the group.	
Others:	

*Module 1*

UNDERSTANDING  
THE  
BLUEPRINT

# THE DISCIPLING VISION

## LESSON PLAN

- Review the Introduction.
- Ask, “How well are we doing in our churches at spiritual reproducing?”
- Discuss “Who, Me? Make Disciples?” by Lee Brase. If you didn’t assign this prior to this session, give time for group members to read the article and highlight key ideas before you discuss it as a group. Utilize questions at the end of the article as appropriate.
- Discuss “Born to Reproduce” by Dawson Trotman. Again, if necessary, give time for members to read the article and highlight key ideas before you discuss it as a group. Utilize questions at the end of the article as appropriate.
- Be sure to discuss the practical side of discipling in the Tips for Discipling: “In Pursuit of Disciples.”
- Launch the sharing of individual devotional times by talking about one of your recent experiences regarding a time with God.
- Discuss any apprehensions people may have as they begin this course.

## ASSIGNMENT FOR SESSION 2: THE GREAT COMMISSION

- Prepare the Bible study “The Great Commission.”
- Read the article “Mentoring Toward Maturity.”
- Write out and memorize Matthew 28:18-20 or optional verse(s).
- Continue your personal devotional times using highlights or a journal.
- Read the Tips for Discipling: “Mentoring New Disciples.”

## GROUP PRAYER REQUESTS

# Who, Me? Make Disciples?

*by Lee Brase*

THE KEY IS NOT in the technique but in the heart.

Who has had a great influence on your life for Christ? What qualities did this person have that enabled him to have such an influence on you?

I've asked hundreds of people these questions. No one has ever said he was helped because the person was so intellectual, had such a dynamic personality, or was so good-looking! Neither do people mention the syllabus they studied, or the hoops they jumped through.

What they do say is that it was the person's relationship with people and God that really mattered. "He really cared for me." "She had such a genuine interest in me." "He believed in me." "He had a close walk with God." "She took the time to listen to me." "She was open and honest."

When the disciples heard Jesus say, "Go and make disciples" (Matthew 28:19), they responded, "Yes, Lord," and did it. Today, when we hear this same command, we respond, "Who, me? I'm not eloquent. I haven't been trained. No one's ever shown me how to do this." However, the qualities of a disciplemaker are available to all of us. To emphasize this truth, our Lord seemed deliberately to train those who were "unschooled, ordinary men" (Acts 4:13) and leave His work in their hands.

I've discovered three essential qualities of a disciplemaker. God expects them of any Christian. If you have them, you can expect God to use you to help others grow.

## 1. A WALK OF FAITH

When God appeared to Moses through the burning bush, He told him He had seen Israel's misery and wanted Moses to go back and lead them out of Egypt. Moses' immediate response was to question God's judgment in selecting him (Exodus 3:11). Forty years earlier, Moses had attempted to help the Israelites and failed miserably. He'd run from Egypt with an Israelite's question ringing in his mind: "Who made you ruler and judge over us?" (Exodus 2:14).

Most of us, like Moses, have attempted to help people along the way and failed. The second person I tried to disciple dropped me a note after several months of meeting regularly: "I want nothing more to do with you or God." I wanted to do what Moses did—run to the desert and work with sheep. It was hard to get excited about discipling the next person who needed my help.

Where do we find the courage to get involved in people's lives after we've failed? Or what about the courage to help that very first person?

The answer lies in God's response to Moses. He gave the promise, "I will be with you" (Exodus 3:12).

God didn't try to encourage Moses to rely on his ability and training. He simply assured Moses of His presence. Jesus made the same promise when He commissioned the apostles to go and make disciples. None of these men had a good record of accomplishment. Yet, each risked his life to disciple people all over the world. Jesus backed up their commission to make disciples with two statements: "All authority in heaven and on earth has been given to me" and "Surely I am with you always, to the very end of the age" (Matthew 28:18; Matthew 28:20).

If Jesus Christ were here in human form and went with us to help someone, we'd go with great confidence that the person would receive what he needed. That's exactly what He's promised to do. Faith is the ability to believe that what God says is more real than what our eyes see. We can rely on the promise of His presence.

People who trust God make excellent disciplemakers. Knowing that only God can change lives, they become people of prayer. They see God work way beyond their natural abilities. God receives the glory only when our ministries go beyond what we could do on our own.

Believing God also frees us to believe in people. I remember a time when my spiritual growth accelerated. Why? The person helping me believed in God and believed in me. He believed God could do things with my life I never dreamed possible. I grew in accordance with his faith.

It was only natural that I should then believe God for the people I was discipling. Some years later, a man I'd discipled said he knew his solid walk with Christ had occurred because, "You believed in me." He boiled down our hundreds of hours together to that one statement.

"The one who calls you is faithful and he will do it" (1 Thessalonians 5:24). A discipler has faith that God will work through him to make disciples.

## 2. A HEART FOR PEOPLE

A disciplemaker must love those he wants to help. In addition, love sees people the way they are and then serves them.

A disciplemaker's goal is to build people up in Christ. The Apostle Paul said, "Knowledge puffs up, but love builds up" (1 Corinthians 8:1). It was Paul's love, more than his knowledge and abilities, that established hundreds of Christians throughout Asia Minor and Europe. He was able to write to the Thessalonians, "As apostles of Christ we could have been a burden to you, but we were gentle among you, like a mother caring for her little children. We loved you so much that we were delighted to share with you not only the gospel of God but our lives as well, because you had become so dear to us" (1 Thessalonians 2:6-8).

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Love, like faith, expresses itself in action. That's why Paul went on to say to the Thessalonians, "Surely you remember, brothers, our toil and hardship; we worked night and day in order not to be a burden to anyone while we preached the gospel of God to you" (1 Thessalonians 2:9). Paul called himself a servant to the Corinthians (1 Corinthians 4:1). Serving is love in action.

Several years ago, a Chinese Christian stayed with us for a month. He observed how I tried to train people using my programs. My experience and knowledge limited the training. Finally, he confronted me: "You train a man and he can only become what you are, but if you serve a man, the sky is the limit."

This liberated me from thinking of discipling as getting people through programs and methods. I began thinking of how to serve each person to help him become more mature in Christ. The person, not my program, became the focus. Those who want to co-labor with Christ in others' lives are not to "lord it over them" (Matthew 20:25), but to serve them.

Every human being has needs and burdens. They're necessary for growth. We help people grow when we "carry each other's burdens" (Galatians 6:2). Doing this takes a servant's heart.

We have a beautiful picture of serving in Jesus' life. "Come to me, all you who are weary and burdened, and I will give you rest" (Matthew 11:28). His invitation came at the end of a very difficult day. Jesus had just had to denounce the cities in which most of His miracles had been performed because the people didn't repent (Matthew 11:20). People who questioned His motives had called Him "a glutton and a drunkard" (Matthew 11:19). And John the Baptist had just sent some of his disciples to ask Jesus, "Are you the one who was to come, or should we expect someone else?" (Matthew 11:2).

Jesus had had enough disappointments that day to make most of us withdraw, sulk, and cry. However, He invited others to bring their cares and burdens to Him.

Love gives us the capacity to serve others even when our burdens are heavy. It enables us to put our cares aside for the moment and give ourselves to someone else. Without love, we'll never truly disciple others. They'll have to fit into our schedule and needs—and they won't, and shouldn't have to.

### 3. A LIFE PATTERNED AFTER JESUS

A disciple follows Jesus Christ with the intent of becoming like Him. This implies two things: That he focuses on Christ and that he's a learner.

#### A FOCUS ON JESUS

Imagine what would have happened if Jesus had called to Peter and Andrew, "Leave your boat and nets and come join my Bible study class" and three years later had said, "Go into all the world

and promote my three-year discipleship program.” No one would give their lives for a class or a program. These things aren’t worthy of our lives. But Jesus Christ is. Everything in life finds meaning when we properly relate to Him. He leads, we follow. We know we’re disciples when we allow Jesus Christ to order our lives—family, finances, career, pleasures, friendships, possessions, etc.

J. I. Packer was once asked what he saw as the greatest need in the Church in the Western world. His response was that we must get back to the centrality of Jesus Christ. Paul said to the Corinthians, “But I am afraid that . . . your minds may somehow be led astray from your sincere and pure devotion to Christ” (2 Corinthians 11:3). One of the major reasons many Christians avoid discipling others is that they have lost that pure devotion to Christ. They give themselves to activities, classes, and programs, and that’s all they have to offer others.

One of the best disciplemakers I know was raised as a flower farmer. Because of the needs on the farm, Dirk had to drop out of high school. However, his mind was alert and his heart set on Christ. This drove him to the Bible. He memorized a verse every day and then meditated on it while working. Such a heart for the Lord was contagious. Before long, university students sought him out for help in their lives. It was the Person of Christ in his life that attracted others.

#### A TEACHABLE SPIRIT

The disciplemaker is a learner. He is open to change. For him, the entire world is a classroom. He not only teaches the one he’s discipling, but also learns from him. The wisest man on earth said, “Better a poor but wise youth than an old but foolish king who no longer knows how to take warning” (Ecclesiastes 4:13).

The disciplemaker studies people and seeks to become skillful in helping them. Paul said he disciplined the Corinthians “as an expert builder” (1 Corinthians 3:10). He became that by observing them so well that he knew just what they needed.

Bob and Dave have a ministry together that reaches into several states. They are both well-educated, mature men. They know enough about the Lord, His Word, and ministry techniques to put most of us to shame. Yet, as I have traveled with them, I have seen them constantly put themselves in the position of learners rather than the ones with the answers. As a result, they always have people around them asking questions.

#### YES, YOU!

Three facts stand out for us as Christ’s people:

1. The Lord wants us to make disciples. He commissioned us to do it when He said, “Go and make disciples of all nations” (Matthew 28:19).

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2. Plenty of people need to be discipled. “The harvest is plentiful but the workers are few” (Matthew 9:37).
3. Any of us can disciple others if we believe God, love people, and follow Christ with the intent of becoming like Him.

Don’t wait until you feel capable. The heart of the disciplemaker is his character, not his skills. Step out in faith, invest your life in someone else, and pick up the skills as you go along.<sup>1</sup>



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### QUESTIONS FOR REFLECTION

1. Who has had a great influence on you? What were some of the qualities of people who you found inspiring as you were formulating your spiritual path?
2. Who is someone you tried to influence but failed? As you now look back, why did you fail?
3. One Brazilian disciplemaker was asked what he felt was the key to the success of many generations of disciples in his country. After thinking on it for a few days he replied, “John 13:34-35.” Why do you think he thought this was the key?

## Born to Reproduce

*by Dawson E. Trotman*

*IN APRIL 1933, LES SPENCER was a young sailor aboard the U.S.S. West Virginia off the California coast. While washing dishes, he received a telegram: “Meet me at the San Pedro dock at 4 p.m. I will be wearing a dark coat, light trousers and tan shoes. Dawson Trotman.”*

*Les was troubled and suspicious. He didn’t know Dawson Trotman. But curiosity got the best of him, and he arrived at the dock just before 4 p.m. Suddenly a man emerged from the crowd of Navy men. He stuck out his hand and made fast friends with the sailor.*

*For the next three months, Dawson spent hours teaching Les about the Bible, evangelism, and*

*follow-up. Then Les brought his friend Gurney Harris to the Trotman house. He told Daws, "Give this man what you have been giving me."*

*Dawson looked at Les and replied, "No, I'm not going to. You're going to give this man what I've been giving to you."*

*Les protested, "But I've never been to Bible school, and besides I don't know how to do it. I can't."*

*Daws replied, "If you can't give to Gurney what I've given to you, then I've failed."*

*Les accepted the challenge. And Daws, founder of The Navigators, began the principle of spiritual multiplication. He believed Christians should not just make disciples, they should reproduce disciples who are also disciplemakers. Only then will laborers increase in the unplucked, spiritual harvest.*



A few years ago, while visiting Edinburgh, Scotland, I stood on High Street just down from the castle. As I stood there, I saw a father and a mother coming toward me pushing a baby carriage. They looked very happy, were well dressed, and apparently were well to do.

I watched them for a little while as they walked on and thought how beautiful it is that God permits a man to choose one woman who seems the most beautiful and lovely to him, and she chooses him out of all the men whom she has ever known. Then they separate themselves to one another, and God in His plan gives them the means of reproduction! It is a wonderful thing that a little child should be born into their family, having some of the father's characteristics and some of the mother's, some of his looks and some of hers.

Seeing that little one made me feel homesick for my own children whom I dearly love and whose faces I had not seen for some time. As I continued to stand there I saw another baby carriage coming in my direction. It was a secondhand affair and very wobbly. Obviously, the father and mother were poor. Both were dressed poorly and plainly, but when I indicated my interest in seeing their baby, they stopped and with the same pride as the other parents let me view their little, pink-cheeked, beautiful-eyed child.

I thought as these went on their way, "God gave this little baby whose parents are poor everything that He gave the other. It has five little fingers on each hand, a little mouth, and two eyes. Properly cared for, those little hands may someday be the hands of an artist or a musician."

Then this other thought came to me, "Isn't it wonderful that God did not select the wealthy and the educated and say, 'You can have children,' and to the poor and the uneducated say, 'You cannot.' Everyone on earth has that privilege."

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The first order ever given to man was that he “be fruitful and multiply.” In other words, he was to reproduce after his own kind. God did not tell Adam and Eve, our first parents, to be spiritual. They were already in His image. Sin had not yet come in. He just said, “Multiply. I want more just like you, more in My own image.”

Of course, the image was marred. But Adam and Eve had children. They began to multiply. There came a time, however, when God had to destroy most of the flesh that had been born. He started over with eight people. The more than two billion people who are on earth today came from the eight who were in the ark because they were fruitful and multiplied.

### HINDRANCES

Only a few things will ever keep human beings from multiplying themselves in the physical realm. One is that they never marry. If they are not united, they will not reproduce. This is a truth, which Christians need to grasp with reference to spiritual reproduction. When a person becomes a child of God, he should realize that he is to live in union with Jesus Christ if he is going to win others to the Savior.

Another factor that can hinder reproduction is disease or impairment to some part of the body that is needed for reproductive purposes. In the spiritual realm sin is the disease that can keep one from winning the lost.

One other thing that can keep people from having children is immaturity. God in His wisdom saw to it that little children cannot have babies. A little boy must first grow to sufficient maturity to be able to earn a living, and a little girl must be old enough to care for a baby.

Everyone should be born again. That is God’s desire. God never intended that man should merely live and die—be a walking corpse to be laid in the ground. The vast majority of people know that there is something beyond the grave, and so each one who is born into God’s family should seek others to be born again.

A person is born again when he receives Jesus Christ. “But as many as received Him, to them gave He power to become the sons of God . . . Which were born, not of blood, not of the will of the flesh, nor of the will of man, but of God” (John 1:12-13). This is the new birth. It is God’s plan that these new babes in Christ grow. All provision is made for their growth into maturity, and then they are to multiply—not only the rich or the educated, but all alike. Every person who is born into God’s family is to multiply.

In the physical realm when your children have children, you become a grandparent. Your parents are then great-grandparents, and theirs are great-great-grandparents. And so it should be in the spiritual.

## SPIRITUAL BABES

Whenever you find a Christian who is not leading men and women to Christ, something is wrong. He may still be a babe. I do not mean that he does not know a lot of doctrine and is not well informed through hearing good preaching. I know many people who can argue the pre-, the post- and the amillennial position and who know much about dispensations, but who are still immature. Paul said of some such in Corinth, "And I, brethren, could not speak unto you as unto spiritual (or mature), but as unto carnal, even as unto babes . . ." (1 Corinthians 3:1).

Because they were babes, they were immature, incapable of spiritual reproduction. In other words, they could not help other people to be born again.

Paul continued, "I have fed you with milk, and not with meat: for hitherto ye were not able to bear it . . . ye are yet carnal (or babes): for . . . there is among you envying, and strife, and divisions . . ." (1 Corinthians 3:2-3). I know a lot of church members, Sunday school teachers and members of the women's missionary society who will say to each other, "Have you heard about so and so?" and pass along some gossip. Such have done an abominable thing in the sight of God. How horrible it is when a Christian hears something and spreads the story! The Book says, "These six things doth the Lord hate; yea, seven are an abomination unto Him . . . a lying tongue . . ." (Proverbs 6:16-17). Oh, the Christians I know, both men and women, who let lying come in! "He that soweth discord among brethren" (Proverbs 6:19) is another.

This is walking as a babe, and I believe that it is one of the basic reasons why some Christians do not have people born again into God's family through them. They are sick spiritually. There is something wrong. There is a spiritual disease in their lives. They are immature. There is not that union with Christ.

But when all things are right between you and the Lord, regardless of how much or how little you may know intellectually from the standpoint of the world, you can be a spiritual parent. And that, incidentally, may even be when you are very young in the Lord.

A young woman works at the telephone desk in our office in Colorado Springs. A year and a half ago she was associated with the young Communist league in Great Britain. She heard Billy Graham and accepted the Lord Jesus Christ. Soon she and a couple other girls in her art and drama school were used of the Lord to win some girls to Christ. We taught Pat and some of the others, and they in turn taught the girls whom they led to Christ. Some of these too are training their friends. Patricia is a great-grandmother already, though she is only about a year and four months old in the Lord.

Some time ago I talked to twenty-nine missionary candidates. They were graduates of universities or Bible schools or seminaries. As a member of the board I interviewed each one over a period

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of five days, giving each candidate from half an hour to an hour. Among the questions I asked were two, which are very important. The first one had to do with their devotional life, “How is the time you spend with the Lord? Do you feel that your devotional life is what the Lord would have it to be?”

Out of this particular group of twenty-nine, only one person said, “I believe my devotional life is what it ought to be.” To the others my question then was, “Why is your devotional life not what it should be?”

“Well, you see, I am here at this summer institute,” was a common reply. “We have a concentrated course. We do a year’s work in only ten weeks. We are so busy.”

I said, “All right. Let’s back up to when you were in college. Did you have victory in your devotional life then?”

“Well, not exactly.”

We traced back and found that never since they came to know the Savior had they had a period of victory in their devotional lives. That was one of the reasons for their sterility—lack of communion with Christ.

The other question I asked them was, “You are going out to the foreign field. You hope to be used by the Lord in winning men and women to Christ. Is that right?”

“Yes.”

“You want them to go on and live the victorious life, don’t you? You don’t want them just to make a decision and then go back into the world, do you?”

“No.”

“Then may I ask you something more? How many persons do you know by name today who were won to Christ by you and are living for Him?”

The majority had to admit that they were ready to cross an ocean and learn a foreign language, but they had not won their first soul who was going on with Jesus Christ. A number of them said that they got many people to go to church; others said they had persuaded some to go forward when the invitation was given.

I asked, “Are they living for Christ now?” Their eyes dropped. I then continued, “How do you expect that by crossing an ocean and speaking in a foreign language with people who are suspicious of you, whose way of life is unfamiliar, you will be able to do there what you have not yet done here?”

These questions do not apply to missionaries and prospective missionaries only. They apply to all of God’s people. Every one of His children ought to be a reproducer.

Are you producing? If not, why not? Is it because of a lack of communion with Christ, your Lord, that closeness of fellowship, which is part of the great plan? Or is it some sin in your life,

an unconfessed something, that has stopped the flow? Or is it that you are still a babe? “For when for the time ye ought to be teachers, ye have need that one teach you again . . . ” (Hebrews 5:12).

### HOW TO PRODUCE REPRODUCERS

The reason that we are not getting this Gospel to the ends of the earth is not because it is not potent enough.

Twenty-three years ago we took a born-again sailor and spent some time with him, showing him how to reproduce spiritually after his kind. It took time, lots of time. It was not a hurried, thirty-minute challenge in a church service and a hasty good-bye with an invitation to come back next week. We spent time together. We took care of his problems and taught him not only to hear God’s Word and to read it, but also how to study it. We taught him how to fill the quiver of his heart with the arrows of God’s Word, so that the Spirit of God could lift an arrow from his heart and place it to the bow of his lips and pierce a heart for Christ.

He found a number of men on his ship, but none of them would go all out for the Lord. They would go to church, but when it came right down to doing something, they were “also rans.” He came to me after a month of this and said, “Dawson, I can’t get any of these guys on the ship to get down to business.”

I said to him, “Listen, ask God to give you one. You can’t have two until you have one. Ask God to give you a man after your own heart.”

He began to pray. One day he came to me and said, “I think I’ve found him.” Later he brought the young fellow over. Three months from the time that I started to work with him, he had found a man of like heart. This first sailor was not the kind of man you had to push and give prizes to before he would do something. He loved the Lord and was willing to pay a price to produce. He worked with this new babe in Christ, and those two fellows began to grow and spiritually reproduce. On that ship 125 men found the Savior before it was sunk at Pearl Harbor. Men off that first battleship are in four continents of the world as missionaries today. It was necessary to make a start, however. The devil’s trick is to stop anything like this if he can before it gets started. He will stop you, too, if you let him.

I believe that is why Satan puts all his efforts into getting the Christian busy, busy, but not producing. Men, where is your man? Women, where is your woman? Where is the one whom you led to Christ and who is now going on with Him?

The curse of today is that we are too busy. I am not talking about being busy earning money to buy food. I am talking about being busy doing Christian things. We have spiritual activities with little productivity. And productivity comes as a result of what we call “follow-up.”

## BEGINNING OF FOLLOW-UP

One day, years ago, I was driving along in my little Model T Ford and saw a young man walking down the street. I stopped and picked him up. As he got into the car, he swore and said, "It's sure tough to get a ride." I never hear a man take my Savior's name in vain but what my heart aches. I reached into my pocket for a tract and said, "Lad, read this."

He looked up at me and said, "Haven't I seen you somewhere before?"

I looked at him closely. He looked like someone I should know. We figured out that we had met the year before on the same road. He was on his way to a golf course to caddy when I picked him up. He had gotten into my car and had started out the same way with the name "Jesus Christ." I had taken exception to his use of that name and had opened up the New Testament and shown him the way of salvation. He had accepted Jesus Christ as his Savior. In parting I had given him Philippians 1:6: "Being confident of this very thing, that He which hath begun a good work in you will perform it until the day of Jesus Christ." "God bless you, son. Read this," I said, and sped on my merry way.

A year later, there was no more evidence of the new birth and the new creature in this young man than if he had never heard of Jesus Christ.

I had a great passion to win souls and that was my great passion. But after I met this boy the second time on the way to the golf course, I began to go back and find some of my "converts." I want to tell you, I was sick at heart. It seemed that Philippians 1:6 was not working.

Paul said to the elders of the church at Ephesus, "Take heed . . . to all the flock, over which the Holy Spirit has made you overseers" (Acts 20:28). You cannot make God the overseer. He makes you the overseer.

Before, I had forgotten to follow up the people God had reached through me. But from then on I began to spend time helping them. That is why sometime later when that first sailor came to me; I saw the value of spending three months with him. I saw an Isaac in him. Isaac had Jacob, and Jacob had the twelve, and all the rest of the nation came through them.

## IT TAKES TIME TO DO GOD'S WORK

You can lead a soul to Christ from twenty minutes to a couple of hours. But it takes from twenty weeks to a couple of years to get him on the road to maturity, victorious over the sins and the recurring problems that come along. He must learn how to make right decisions. He must be warned of the various "isms" that are likely to reach out with their octopus arms and pull him in and sidetrack him.

But when you get yourself someone, you have doubled your ministry—in fact, you have

more than doubled your ministry. Do you know why? When you teach him, he sees how it is done and he imitates you.

If I were the minister of a church and had deacons or elders to pass the plate and choir members to sing, I would say, “Thank God for your help. We need you. Praise the Lord for these extra things that you do,” but I would keep pressing home the big job: “Be fruitful and multiply.” All these other things are incidental to the supreme tasks of winning a man or woman to Jesus Christ and then helping him or her to go on.

Where is your man? Where is your woman? Do you have one? You can ask God for one. Search your hearts. Ask the Lord, “Am I spiritually sterile? If I am, why am I?” Soulwinners are not soulwinners because of what they know, but because of the Person they know, how well they know Him and how much they long for others to know Him.

Effects obey their causes by irresistible laws. When you sow the seed of God’s Word you will get results. Not every heart will receive the Word but some will and the new birth will take place. When a soul is born, give it the care that Paul gave new believers. Paul believed in follow-up work. He was a busy evangelist, but he took time for follow-up. The New Testament is largely made up of the letters of Paul, which were follow-up letters to the converts.

The Gospel spread to the known world during the first century without radio, television, or the printing press because of these produced men who were reproducing. But today we have a lot of pew-sitters—people think that if they are faithful in church attendance, put good-sized gifts into the offering plate, and get people to come, they have done their part.

Where is your man? Where is your woman? Where is your boy? Where is your girl?

Load your heart with this precious Seed. You will find that God will direct you to those whom you can lead to Christ. There are many hearts ready for the Gospel now.<sup>2</sup>

## QUESTIONS FOR REFLECTION

1. Dawson said in the article, “Whenever you find a Christian who is not leading men and women to Christ, something is wrong” and “Are you producing? If not, why not?” How do you respond to these statements?
2. Dawson makes the statement, “The curse of today is that we are too busy . . . doing Christian things . . . spiritual activities with little productivity.” Evaluate your time by comparing your spiritual activities with spiritual productivity.

► **TIPS FOR DISCIPLING**

***In Pursuit of Disciples***

*by Daryl Donovan*

Jesus was always pursuing people for the kingdom of God. Have you developed a “sit and wait” instead of a “go and make” attitude about discipling?

**GET MOVING**

**PRAY**

Ask God to show you those He wants you to pursue. Jesus chose the twelve after a full night of prayer.

**LOOK**

Watch for people with a desire to grow.

**ASK**

Don't wait for potential disciples to come to you. Once God points someone out to you, approach him or her about a discipling relationship.

**COMMIT**

Jesus shared more than His teaching with His disciples. He shared His life.

**ENCOURAGE**

Come alongside the person God gives you to disciple to form a healthy relationship of Christian love and mutual accountability.<sup>3</sup>



CDM is a ministry of The Navigators that focuses on helping churches become more intentional in discipleship and outreach. CDM staff help pastors and church leaders develop an effective and personalized approach to accomplishing the Great Commission.

Through a nationwide network of staff, CDM works alongside the local church to build a strong structure for disciplemaking; one that is intentional. Six critical areas are core to an **Intentional Disciplemaking Church**:

- Mission
- Spiritual Maturity
- Outreach
- Leadership
- Small Groups
- Life-to-Life



CDM offers seminars, materials and coaching in these six areas for those interested in becoming an Intentional Disciplemaking Church. See our web page for further information on how CDM can help you.

[www.navigators.org/cdm](http://www.navigators.org/cdm)

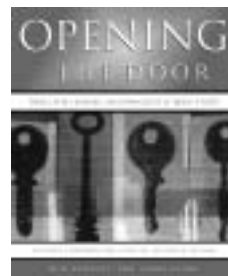
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*Available from NavPress 1-800-366-7788*



### ***Intentional Disciplemaking: Cultivating Spiritual Maturity in the Local Church***

A discipling church significantly impacts its members and its environment. But how does a church make disciples? Disciples don't just happen. They're developed through intentional planning and the effort of a community of believers. While many churches want to produce solid Christian disciples, they are not intentional about making it happen. They don't have a plan. Here's help for churches that want to make disciples — on purpose.

*Available from NavPress 1-800-366-7788*



*The resources listed below are available from the Church Discipleship Ministry of The Navigators,  
at 1-719-598-1212 x2446:*

### ***Mission Master Plan (MMP)***

This vision-building working resource will help your church develop its own foundational elements of Purpose, Vision, Core Values, and Philosophy of Ministry. It also helps you create the bridge to your future through identifying: Critical Success Factors, Goals, Action Steps, and Vital Communication.

### ***Leadership Assessment and Development (LAAD)***

This leadership consultation tool will assist your church leadership team in assessing how they are preparing leaders. It looks at your leadership profile and your development process and helps you assess and correct missing steps.

### ***Authentic Evangelism Seminar (AES)***

This one-day training seminar helps a church develop the vision and strategy for intentional outreach. In addition to helping individuals become more confident in sharing their faith, it helps mobilize the whole church body toward using their gifting in reaching out to a broken world.

### ***Discipling Others Seminar (New from CDM)***

This one-day seminar prepares disciples to disciple others. DOS will launch new disciplers into authentic discipling using either mentoring or small groups. This interactive seminar covers: The Vision for Making Disciples, Creating a Disciplemaking Environment, and Ministering Life-To-Life.