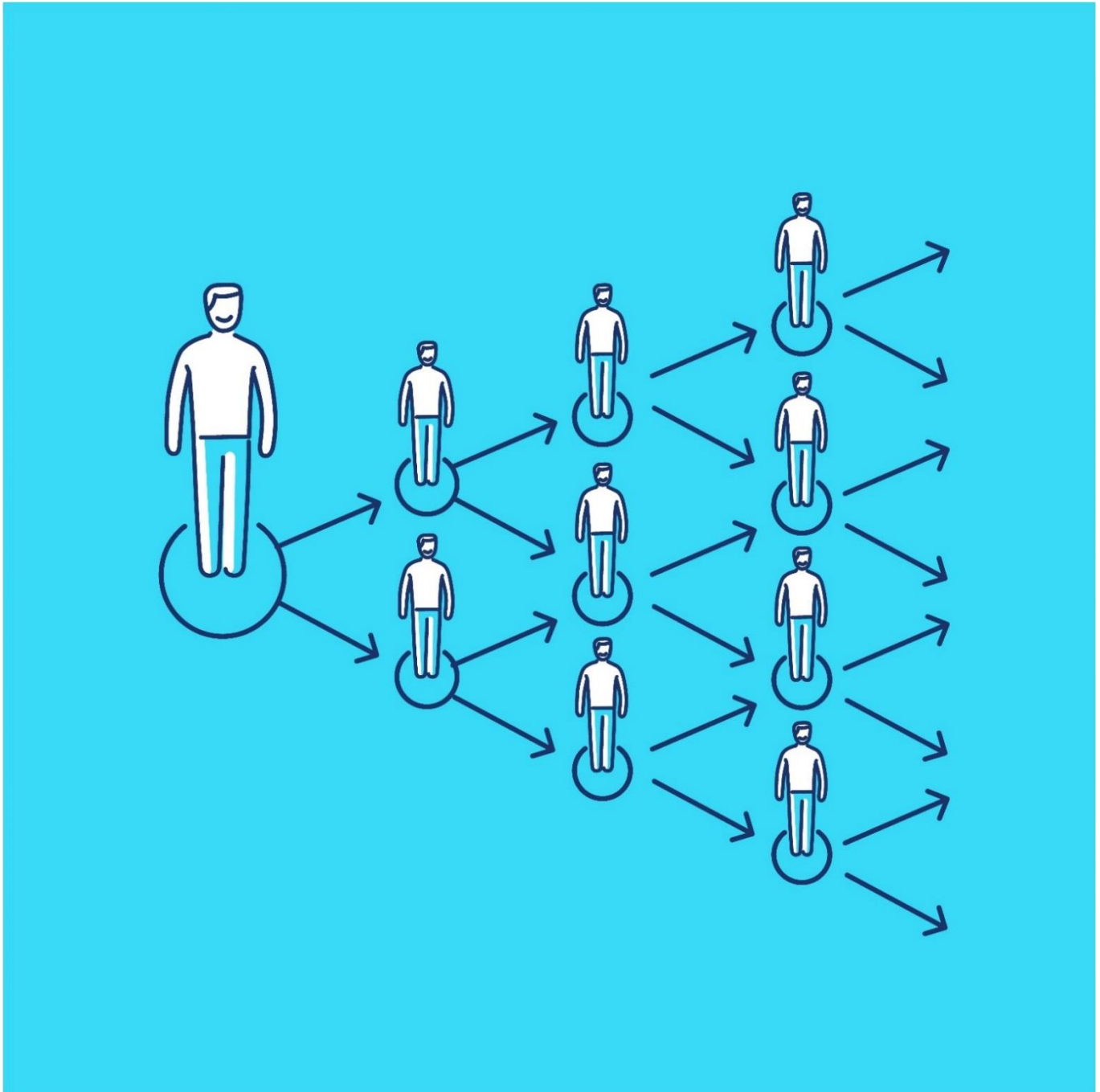


# INVEST in Building Spiritual Reproducers



**Six Week Discussion Guide  
On Investing in What Matters Most**

## Introduction

Kudos for investing your valuable time to engage with other followers of Christ on the topic of making disciples. Over the next six sessions our goal is that you will be challenged, equipped, and mobilized to invest your life in others through life-on-life discipleship – to fulfill the Great Commission of Jesus.

Special thanks go out to Ernie Truax who developed the first version of Building Spiritual Reproducers around the turn of the century. Paul Johnson and Mark Hofert created the 2<sup>nd</sup> version of BSR and made it into a half day seminar. Both versions endeavor to help marketplace individuals fulfill their God-given command of disciple making, using their marketplace connections.

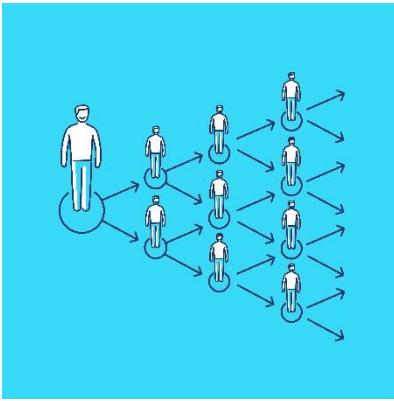
INVEST in Building Spiritual Reproducers, Six Week Discussion Guide on Making Disciples was initially created by and for the NE Ohio CBMC (Christian Business Mens Connection). It is intended to be used in conjunction with the CBMC Building Spiritual Reproducer's Participant's Guide Version 2, in a Connect 3 team format. Participants are encouraged to read through selected pages in the Participant's Guide in preparation of the session. Four teaching videos found at [neohio.cbmc.com](http://neohio.cbmc.com) go along with the first 4 sessions. Each video highlights stories of marketplace ambassadors for Christ in their disciple-making journey along with some pertinent teaching. This booklet and videos have been created as a tool to mobilize our team to follow up and disciple men who are impacted by our May 5, 2017 Cleveland Leadership Prayer Breakfast and Akron Community Prayer Luncheon...and serve as a catalyst for greater disciple-making throughout the year.

Special acknowledgements are in order for everyone who agreed to be in the videos. A big thank you also goes out to Ken Powell from the CBMC national office who graciously utilized his expertise in editing the videos together.

Hopefully, this 6-week discussion guide and corresponding videos adequately build upon the work of earlier versions – and the mission of the Gospel. Our prayer is this series encourages you to invest your life in what matters most.

Enjoy the journey!

Steve Conzaman  
Area Director - NE Ohio CBMC  
[neohio.cbmc.com](http://neohio.cbmc.com)



# **INVEST** in Building Spiritual Reproducers

**#1 - WHY...be an investment maker?**

**#2 - WHO...is an investment maker?**

**#3 - HOW...do you invest?**

**#4 - RETURN...on your investment.**

**#5 - YOU...can use Steps to Peace to invest.**

**#6 - NOW...is the time to follow up!**

- Follow Up Examples and Best Practices

# #1 – WHY...be an investment maker?



## **INITIAL INVESTMENT**

Before meeting with your team:

- Read pages 4-13 in the BSR Participant's Guide.
- Get access to free resources including Operation Timothy by clicking "I Resolve" at [marketplaceambassador.com](http://marketplaceambassador.com)

**Watch: Video #1 – WHY...be an investment maker?** <http://neohio.cbmc.com/invest-bsr>

Questions for discussion:

1. What is one thing that connected with you from the video?
2. Have you ever had someone reach out to mentor or disciple you? How did you feel when they asked? Was it beneficial?
3. Look at the picture of the men hiking on page 6 in the Building Spiritual Reproducers (BSR) Participants Guide. Who do you think is the leader in this picture? How is this a picture of discipleship?
4. Do you agree with Steve's generalization that most American Christians are "pretty good" with loving God and loving others (Great Commandment), but greatly lack in making disciples (Great Commission)? If this is true, what is the danger in this?
5. Read the quote from Mark Cahill on page 9 in the BSR Participant's Guide. Do you think this is a fair comparison or too extreme? Why?
6. If making disciples is God's plan and God's command, what keeps most Christians from doing it?
7. What could we do to change this? What could you do?

## #2 – WHO...is an investment maker?



### **INITIAL INVESTMENT**

Before meeting with your team:

- Read pages 32-33 in the BSR Participant's Guide.
- Fill out the new "10 Most Wanted" card focusing on men for upcoming outreach.

**Watch: Video #2 – WHO...is an investment maker?** <http://neohio.cbmc.com/invest-bsr>

Questions for discussion:

1. What is one thing that connected with you from the video?
2. Read Matthew 9:37-38 (which is on the back of the new "10 Most Wanted" card). What truths is Jesus communicating in this passage?
3. Read the quote from Leroy Eims in the BSR Participant's Guide on page 33. How are laborers (or workers) different than the other options he listed?
4. Dennis could have used a number of excuses to not extend a discipleship invitation to Tony. Three excuses for not inviting others into a discipleship relationship are listed on the bottom of page 31 in the BSR Participant's Guide. Which of those are you most tempted with?
5. In the video, Tony stated the Operation Timothy is important to him because he believes "there are a lot of Christian businessmen who are like me" - who made decisions for Christ, but have not grown. Do you agree with his assessment?
6. Think back to when you were in your 20's. How would have you felt if an older businessman offered to mentor you? Would you agree that Operation Timothy could be a golden investment opportunity for CBMC to reach and mobilize the Millennial generation?
7. Is there someone in your life right now that God is asking you to invite into a discipleship relationship? What are you going to do about it?

# #3 – HOW...do you invest?



## *INITIAL INVESTMENT*

Before meeting with your team:

- Read pages 16-26 in BSR Participant's Guide.
- Think through some questions Jesus asked in the discipleship process?

Watch: Video #3 – HOW...do you invest? <http://neohio.cbmc.com/invest-bsr>

Questions for discussion:

1. What is one thing that connected with you from the video?
2. Nathan started the discipleship process with Ted by asking him to attend the Prayer Breakfast. Jesus also led by asking questions. How many questions do you think Jesus asked as recorded in the Bible? (Answer: Google "How many questions did Jesus ask?")
3. What do you think about the fact that Jesus asked so many questions in the disciple-making process? What can we learn from his example?
4. On pages 16-21 in the BSR Participant's Guide, examples from the life of Jesus and Paul are shared in how they disciplined. What stands out to you to keep in mind in the discipleship process?
5. What is the value of having a plan (such as Operation Timothy) to guide you in the process of disciple-making?
6. What do you think it requires to disciple another (or go through Operation Timothy with someone)? What type of people are good candidates to be invited into Operation Timothy as a "Timothy"?
7. Nathan and Ted both shared their thoughts on why we should invest in others. What was most compelling to you?

# #4 – RETURN...on investment.



## *INITIAL INVESTMENT*

Before meeting with your team:

- Read pages 13-15 & 27-29 in the BSR Participant's Guide.
- Bring your new "10 Most Wanted" cards to pray over them as a team.

**Watch: Video #4 – RETURN...on your investment.** <http://neohio.cbmc.com/invest-bsr>

Questions for discussion:

1. What is one thing that connected with you from the video?
2. At the end of your life -- would rather leave the legacy of Don, have \$10 million in the bank, or be able to share several stories of how you engaged in a life of pleasure? Why?
3. Don shared he once thought the process of discipleship was too slow. Does spending your limited time pouring into a few men (who may even flake out in the future) seem inefficient to you? Why or why not?
4. Look at the slides on page 14 in the BSR Participant's Guide. What can we learn about the power of multiplication and how best to see revival take place in our city and beyond?
5. When thinking of your spiritual impact – would you say you've seen less "return" or less "investment" from your life so far? Why?
6. What steps (if any) have you taken since this series started in the process of fulfilling Jesus command of The Great Commission? Tell us about that.
7. Re-read Matthew 9:37-38 on the back of your new "10 Most Wanted" cards. In this passage, Jesus tells us to, "Ask the Lord of the harvest". The only thing more effective than investing in discipleship, is investing in prayer for the harvest. Break off into pairs and pray for the men on each other's cards.

# #5 – YOU...can use Steps to Peace to invest.



## INITIAL INVESTMENT

Before meeting with your team:

- Read the “Steps to Peace with God” booklet.
- Pray daily this week for the men on your “10 Most Wanted” cards – that you may walk them through this.

**But in your hearts revere Christ as Lord. Always be prepared to give an answer to everyone who asks you to give the reason for the hope that you have. But do this with gentleness and respect... I Peter 3:15**

Questions for discussion:

1. Who first shared the Good News of Jesus Christ with you? Was it a clear presentation or was it something you had to piece together over time?
2. There are many ways to clearly share the Gospel with someone. One clear, simple, and time-tested way to do this is through using the booklet, “Steps to Peace with God”. From the experience of many, it is recommended that once you start the booklet, you don’t stop. If they have questions, write them down and let them know you’ll come back to them. Your goal is to share the Word and the whole Good News of the Gospel. Why do you think this is recommended?
3. Would somebody role play a spiritual seeker and somebody role play a believer sharing the Gospel – and go through “Steps to Peace with God” uninterrupted?
4. What were your thoughts as they role played?
5. Could you see yourself leading a someone to faith using “Steps to Peace with God”? Why?
6. It’s also helpful to share “Steps to Peace with God” with your testimony. Can one or two of you share your testimony in a short “elevator pitch” format (30 seconds or less) as a lead in to Steps to Peace?
7. Who would you most like to go through “Steps to Peace” with? Why? Pray for them as you close.



# #6 – NOW...is the time to follow up!

When a baby first comes out of the womb, does the doctor leave him by himself and check in on him in a week or so?

# NO!

## **FOLLOW-UP IS ...**

- Establishing the new believer
- Saving the baby – preventing the seed from being snatched away



\* Above graphic compliments of OKC CBMC

## **INITIAL INVESTMENT**

Before meeting with your team:

- Make sure you have invited everyone God has asked you to for the upcoming outreach.
- Bring a list of first names of people you've invited and who are attending the outreach.

## Questions for discussion:

1. Did you ever sign up for something and not get a response? How did that make you feel? How did you feel about the company or organization?
2. Why do you think the follow up process is so important after an outreach event for seekers? How is this process important for believers like you investing in them?
3. Read the passages below. What do these passages teach and encourage us with as we follow up?
  - I Corinthians 13:1-2
  - Romans 1:16
  - Matthew 28:20
  - I Corinthians 2:1-5
  - Acts 4:13
  - John 12:32
  - Other helpful ones?
4. Read over the next page (Follow Up Examples & Best Practices). Is there anything you'd add, change, or have questions about?
5. Spend time as a team praying for all the aspects of the upcoming outreach.

## FOLLOW UP EXAMPLES & BEST PRACTICES

### Follow up Phone Call:

Hi \_\_\_\_\_. My name is \_\_\_\_\_. I'm calling to follow up with you concerning the Prayer Breakfast / Lunch you attended on Friday. Do you have a minute or two to speak? (Wait for response.)

I hope you enjoyed the event. (Wait for response.) On the information card/text, you indicated \_\_\_\_\_. It is an important topic and I'm calling to see if we can connect soon over a breakfast or coffee to talk about it.

### Follow up Voicemail:

Hello, this message is for \_\_\_\_\_. My name is \_\_\_\_\_. I wanted to follow up with you concerning the Prayer Breakfast / Lunch you attended on Friday. On the information card/text, you indicated \_\_\_\_\_.

It is an important topic to discuss and I'm calling to see if we can connect over a breakfast or coffee to talk about it. Call or text me at \_\_\_\_\_. I look forward to hearing from you soon. Bye.

### In Person Meeting – Best Practices:

1. Pray beforehand...and have others praying too.
2. Consider paying for their meal as this communicates a servant attitude. Humbly accept if they offer.
3. Before your meal ask, "Do you mind if I pray before we eat?"
4. Let them know your purpose in meeting is to discuss their experience at the event. No financial motive.
5. Take a few moments to get to know each other.
6. Be mindful of the time and their non-verbal cues.
7. Listen first. Don't interrupt. Goal is to get them talking.
8. Affirm their decision/response on their information card/text.
9. Ask what resonated with them from the event and speaker
10. Ask what questions the event spurred in them.
11. Ask if they are at peace about their eternity. Why?
12. Depending on their answer respond, "Can I share what the Bible says?"
13. Pull out "Steps to Peace" and go through it - without stopping. Write down additional questions.
14. Be prepared to invite them to pray with you today the salvation prayer. Nudge, but don't push.
15. Be prepared to share your 30 second "elevator pitch" testimony if appropriate.
16. Invite them to try out Operation Timothy for a few weeks to help answer more of their questions.
17. If not doing OT, consider scheduling a follow up appointment to check on how they're doing.
18. Share about upcoming CBMC events and Connect 3 teams.
19. Communicate the results of your meeting to your CBMC follow up team.
20. Other best practices?