

*The* **ENTRUSTED Leader's Workbook**  
***“Barnabas”* Edition**

*Seven Core Values that Impact Every Leader-to-Follower Relationship:*  
HEART-MISSION-APPROACH-STABILITY-LIFESTYLE-FORTITUDE-WORLDVIEW

**Lesson Seven: The Strategy of Multiplication**

By  
Dr. L. Hollis Jones

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## Lesson Seven: The Strategy of Multiplication

**CORE VALUE:** A MISSION for leading characterized by a faithful commitment to multiplying followers of Jesus Christ that supersedes all other marketplace endeavors.

**BIBLE VERSE(S):** 2 Timothy 2:2

**ONE SIMPLE TRUTH:** Disciple making begins with and cannot be divorced from the life-on-life relationship whereby a spiritually mature disciple personally entrusts to others spiritual truth.

**APPLICATION:** Every opportunity to lead involves life-on-life relationships that hold the potential for a disciple making exchange of spiritual truth.

Jesus assigned a mission to his followers: Make disciples. Jesus' original followers did not have to ask what he meant or how to approach this mission. The Apostles understood Jesus' command. They knew what actions to initiate. First century disciples, as have many since then, faithfully served the mission of making disciples above all other endeavors.

As modern day followers of Jesus Christ, the mission has not changed. An unbroken chain of disciple making exists between 21<sup>st</sup> century believers and first century disciples. We owe our status as a follower of Jesus Christ in large part to disciple makers who have faithfully served this mission for two thousand plus years. Our generation of followers of Jesus Christ stands as a link to future disciples and disciple makers. Modern day followers of Christ must ask if they truly understand the Master's command and what actions to initiate. Leaders, who follow Christ must honestly assess if making disciples

ranks as the top priority in all our endeavors. The future of the church literally hinges on how 21<sup>st</sup> century disciples answer these questions.

Every successful mission comes to life through a practical strategic plan. Jesus gave his followers the mission: Make disciples! The Apostle Paul gave followers of Jesus a practical strategic plan. Disciple making begins with and cannot be divorced from the life-on-life relationship whereby a spiritually mature disciple personally entrusts to others spiritual truth. Paul's relationship with Timothy provides a model of a life-on-life disciple making relationship. Paul summarizes his strategy for making disciples in 2 Timothy 2:2. This passage provides a practical strategic plan that addresses what actions leaders can take today to faithfully serve Jesus' command to make disciples.

Before we look at the practicality of Paul's strategy for making disciples we must define a "disciple." After all we cannot make that which we do not clearly understand. The most common Greek term found in the New Testament that translates into the English word "disciple" is *Mathetes*. This Greek term generally refers to someone described as a pupil or learner. Strong defines the *mathetes* as follows: "μαθητής [*mathetes* /math·ay·tes/] n m. ...269 occurrences; ...**1** a learner, pupil, disciple."<sup>1</sup>

In the context of the first century Christian Church a "disciple" meant much more than a student engaged in an academic exercise of pursuing knowledge. The term *mathetes* refers to a person who fully devoted his or her existence to a transforming way of life, who adhered to all the teachings of Jesus Christ, and personally participated in the mission of making disciples. This concept of a disciple has not changed in two thousand

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<sup>1</sup>James Strong, *The Exhaustive Concordance of the Bible : Showing Every Word of the Test of the Common English Version of the Canonical Books, and Every Occurrence of Each Word in Regular Order.*, electronic ed. (Ontario: Woodside Bible Fellowship., 1996), G3101.

years. To “make a disciple” means to reproduce a follower of Jesus Christ who is committed to living a transformed life, obeys to the Word of God, and makes the mission of disciple making his or her top priority.

Making a disciple requires a spiritual growth process. Discipleship describes the process which produces a disciple. A disciple maker engages the process of discipleship to make another disciple. I like to think of discipleship as a three step process.

The first step in the discipleship process focuses on conversion. A person must come to know Jesus Christ as his or her personal Lord and Savior before one can experience life transformation. Consider John 3:3: “In reply Jesus declared, “I tell you the truth, no one can see the kingdom of God unless he is born again.” (NIV) In this passage, Jesus answers Nicodemus’ question about what a person must do to be saved. A disciple maker’s primary focus in this regard involves evangelism. A person must be born spiritually before he or she can begin to mature spiritually.

The second step in the discipleship process spans a life time of spiritual growth. Learning the Word of God and embracing spiritual disciplines, such as prayer, fellowship, worship, and service, lead a babe in Christ towards spiritual maturity. Peter’s sermon recorded in Acts 2:14-40 resulted in the conversion of 3,000 new disciples. Luke tells us in Acts 2:42 what happened next: “They devoted themselves to the apostles’ teaching and to the fellowship, to the breaking of bread and to prayer.” (NIV) This passage provides a good blueprint for the spiritual growth of a new disciple.

The third step in the process involves becoming a disciple maker. The Apostle Paul provided a strategy leaders who follow Christ can still follow today. Read 2 Timothy 2:2 and answer the following questions. In fact, I want to go one step farther and

challenge you to **memorize** this verse and to make multiplying followers of Jesus Christ the priority in your life which supersedes all other marketplace endeavors.

**And the things you have heard me say in the presence of many witnesses entrust to reliable men who will also be qualified to teach others.  
(2 Timothy 2:2 NIV)**

**Observations of the Biblical Text<sup>2</sup> (2 Timothy 2:2)**

Who spoke this passage? (See 2 Timothy 1:1)

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Who did he direct these comments to? (See 2 Timothy 1:2)

\_\_\_\_\_

What did Paul remind Timothy he had done in the presence of many witness?

\_\_\_\_\_

What did Paul command Timothy to do with the things he had heard Paul say?

\_\_\_\_\_

What word and phrase did Paul use to describe the person to whom Timothy should entrust his words?

1.

\_\_\_\_\_

2.

\_\_\_\_\_

What did Paul expect these “reliable” and “qualified” men to go and do?

\_\_\_\_\_

\_\_\_\_\_

List the four generations of disciples mentioned in the passage:

1.

\_\_\_\_\_

2.

\_\_\_\_\_

3.

\_\_\_\_\_

4.

\_\_\_\_\_

\_\_\_\_\_

<sup>2</sup> Unless otherwise noted the questions listed in *The ENTRUSTED Leader's Workbook* are based on: *The Holy Bible: New International Version* (Grand Rapids: Zondervan, 1996, c1984)

### **Questions of Interpretation (2 Timothy 2:2)**

What past relationship did Paul & Timothy have? \_\_\_\_\_

What kind of things had Timothy heard Paul say? \_\_\_\_\_

What do you think the text means to be a “reliable” person? \_\_\_\_\_

What does Paul mean by the term “qualified”? \_\_\_\_\_

### **Commentary**

In prison and nearing the end of his ministry, Paul addressed his final New Testament epistle to Timothy. Paul wrote Second Timothy to encourage his protégé in his ministerial efforts. Among the many words of wisdom passed from Paul to Timothy we a one sentence summary of Paul’s strategy for making disciples appears. Jesus gave the mission: Make Disciples! Paul provided a strategy: Entrust reliable men. Many describe Paul’s strategy as a strategy of multiplication.

Timothy lived in Lystra when Paul visited there during his second missionary journey. Paul invited Timothy to join him as he traveled. Paul and Timothy co-labored in an effort to make disciples. In many respects, Paul became a spiritual father to Timothy. Paul fostered Timothy’s spiritual growth as a disciple and led him to become a disciple maker himself.

Paul and Timothy worked close together for many years in faithful service to the mission of making disciples. Paul reminds Timothy of all the statements he had heard Paul say in the presence of many witnesses. Paul and Timothy separated at times,

however, little doubt remains that Timothy heard Paul teach all the essential truths related to following Jesus Christ.

Paul directs Timothy to “entrust” all he had heard to others. This concept of “entrusting” parallels the lessons learned from The Parable of the Talents. Please refer back to The ENTRUSTED Leader’s Workbook lesson entitled: The Entrusted Leader for an explanation of the Biblical concept of entrusting valuable assets to another. Paul’s statement to entrust reveals an imperative. Paul commands Timothy to “entrust” all he had heard Paul say to others. Paul charged Timothy with the responsibility of passing on the fundamental teachings of the faith to others.

Paul uses a word and a phrase to describe the type of individual to whom Timothy should “entrust” his words. Paul encourages Timothy to target “reliable” individuals who can become “qualified to teach”. Think of “reliability” as a prerequisite to the act of “entrusting” and “qualified to teach” as the end product of the “entrusting” process.

The advice to target “reliable” individuals remains fundamental to a strategy of multiplying disciples. Without trustworthy people who will carry on the process of multiplying disciples will breakdown. No wise investor would entrust one’s money to an “unreliable” financial institution. Similarly, a wise disciple maker quickly learns that to entrust time, energy, and God’s Word, to “unreliable” individuals often results in a low return on investment. Paul instructs Timothy to look for individuals with proven track records of reliability evidenced by the actions and priorities of their lives.

The Greek word used by the Apostle Paul is *pistos*. This term conveys the characteristic of being a faithful and trustworthy individual. “Reliable” people can be counted on to do what they say they are going to do. “Reliable” people follow orders,

handle responsibility, and discharge their duties without having to be checked on. Strong defines the Greek term *pistos* as follows: “πιστός [*pistos* /pis·tos/] ...**1** trusty, faithful. 1A of persons who show themselves faithful in the transaction of business, the execution of commands, or the discharge of official duties. 1B one who kept his plighted faith, worthy of trust. 1C that can be relied on.<sup>3</sup>

Paul also uses the phrase “qualified to teach” to describe the type of individual to whom Timothy should entrust the truths and disciplines of the faith. Paul wisely looked beyond Timothy to the others who had to be counted on to continue the disciple making process once he and Timothy were no longer around. Timothy demonstrated “reliability” and “qualifications to teach” in his life. Paul witnessed Timothy’s “reliability” and knew he could count on him. Timothy stood “qualified to teach” in large part because Paul had trained him. The time had come for Timothy to carry the torch of disciple making to the next generation of disciple makers.

Paul expected that the entrusting of his teachings to “reliable” people would produce “qualified” individuals who would in turn continue the process. Paul’s goal went beyond reproducing disciples. Paul’s strategy included producing disciple makers. This multiplication of disciples would be the highest return for the investment Paul made in Timothy. Similarly, continuation of this process would be the highest return Timothy could expect for what he entrusted to reliable men.

Two key Greek words make up the phrase: “qualified to teach”. The Greek adjective *hikanos* comes first. The NIV translates this word as “qualified”. The term

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<sup>3</sup>James Strong, *The Exhaustive Concordance of the Bible : Showing Every Word of the Test of the Common English Version of the Canonical Books, and Every Occurrence of Each Word in Regular Order.*, electronic ed. (Ontario: Woodside Bible Fellowship., 1996), G4103.

essentially conveys the idea that some one or thing can be viewed as sufficient or able for the task at hand. Strong defines the term as follows: “**ἱκανός** [*hikanos* /hik·an·os/] adj. ...**1** sufficient. 1A many enough, enough. 1B sufficient in ability, ...<sup>4</sup>

The second Greek term in the phrase describes the “task at hand” or what Paul expects “reliable” people to do with what Timothy “entrusted” to them. Paul expects them to teach others to do the same. The Greek term is *didasko*. The word denotes the action of one person teaching something to another. Strong defines the term as follows: “**διδάσκω** [*didasko* /did·as·ko/] v. ...**1** to teach. 1A to hold discourse with others in order to instruct them, deliver didactic discourses. 1B to be a teacher. 1C to discharge the office of a teacher, conduct one’s self as a teacher.”<sup>5</sup>

Paul commands Timothy to entrust the essential truths of the faith to reliable individuals who will carry on the process with others. This description of the disciple making process contains four generations of disciples. Paul represents the first generation. Paul and the other Apostles lived as contemporaries. Timothy represents a second generation of disciples. Timothy and his peers bridged the gap between those disciples whose lives overlapped Jesus’ and all future disciples who will believe on him by the witness of others. Reliable men stand as the third generation while the others they teach reside in generation number four.

Paul’s strategy for executing Jesus’ mission of making disciples relied on a process multiplication. Paul instructed Timothy (singular) to invest his life in men (plural). Paul expected these men (plural) to invest in others (plural). This describes a multiplicative process that has the potential to expand the faith exponentially.

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<sup>4</sup> Ibid., G2425.

<sup>5</sup> Ibid., G1321.

### **The Strategy of Multiplication Explained:**

To illustrate how a multiplicative strategy of making disciples works one can compare the process to an additive strategy. For example, I could choose to teach the word of God to 100 people per year for ten years. At the end of this 10 year period, I could claim to have made 1,000 disciples. Teaching 100 people at a time would require a classroom setting of a large group and would afford very little life-on-life interchange between me and the students. The focus would center on the transfer of information with little or no time to model behavior or follow up what the students did with what they learned. This is an additive strategy because I simply add up my efforts at the end of each year to determine the results.

An alternative approach would require a teacher to concentrate on only three individuals for one year. The goal of this approach becomes to teach the three disciples to replicate the process themselves by becoming individual disciple makers. At the end of year one, my expectation of these three individuals would be for them to each find three other individuals to train, while I started over with three new reliable men. If all goes according to strategy at the end of year two, three generations or sixteen capable disciple makers have completed the process: me, the original three I trained year one, the nine they trained year two, and the three I trained year two. This illustrates a multiplicative strategy because my efforts become multiplied through the lives of others.

Now, one might say: Wait a minute if you used an additive strategy at the end of year two you, would have produced 200 disciples while under a multiplicative strategy you only had trained 15 new disciples. In the short run, this appears true, but the genius of a multiplicative strategy lies in the later years where the math expands exponentially.

In this example, the break even point is reached at the end of year five where under the additive strategy I would have made 500 disciples while using a multiplicative strategy there would be 537 new disciples. Consider, however, what happens by year ten during which I could have trained 1,000 disciples additively. Under the multiplicative strategy, I would have trained 30 disciple makers myself, but when you multiply my efforts through the efforts of 30 reliable men, we would have collectively made over 132,000 new disciples. To take this strategy one step further if we let the strategy of multiplication run for twenty years at the rate of three new disciple makers a year the entire world population of 6 plus billion could be reached for Christ. Take out a calculator and do the math if you don't believe me.

### **Application**

At this point, you may be thinking something like: So what! I understand Paul's command to Timothy. I accept my role for making disciples. I can even comprehend the potential of a multiplicative strategy, but how does the teaching of 2 Timothy 2:2 intersect my role as a leader? The answer: God desires you to apply the strategy of multiplying followers of Jesus Christ among those you lead in the marketplace.

Consider every relationship you have as a marketplace leader. Take into account every superior, subordinate, and peer that surrounds your position as a leader. Think of all the customers, suppliers, and services, such as: bankers, lawyers, and consultants, with whom you have contact. These individuals make up your mission field for making disciples. Within this pool of relationships reside reliable individuals who God desires you to entrust spiritual truth, so they in turn can teach others. I would suggest that at this very moment there are more opportunities to make disciples among your marketplace

relationships than you have the capacity to disciple. Being a follower of Jesus Christ who leads in the marketplace provides you many relationships that hold a potential for disciple making.

Every leader who desires to make disciples needs a Paul. Do you have a more spiritually mature believer entrusting spiritual truth and discipline to you? Do you have a Paul equipping you to make disciples? If you are willing to make disciples, but have never been equipped, then the first step is to find a Paul. Remember, there were fifteen years of relationship and equipping that preceded Paul's speaking of 2 Timothy 2:2. I doubt Paul would have expect this from Timothy the first time they met. Find a Paul!

Once equipped, the next step is to identify reliable men in which to invest. A multiplicative discipleship strategy for making disciples works best when implemented in a proactive and intentional manner, not a passive and reactive one. Jesus commanded his followers to initiate action that resulted in disciple making. Paul commanded Timothy to entrust in reliable men who would teach others. Jesus and Paul both spoke in the imperative expecting their audiences to go and take action.

Modern day followers of Jesus Christ who lead in the marketplace must initiate actions that lead to disciple making relationships and opportunities. We serve Christ with the marching orders of Jesus and Paul still in force. God expects us to proactively initiate action. Making disciples requires organization and intentional actions. A leader should always stand ready to identify the reliable men or women they strive to disciple with an eye towards them replicating the process. Can you identify such an individual in which you are intentionally investing? Find a group of reliable men or women and start the

process of entrusting the truths of the faith. Keep an eye on the day that you challenge them to begin to entrust in others.

### **Conclusion**

The mission focuses on making disciples. The strategy involves investing in others who in turn will do like wise. Reliable men and women represent the target. The marketplace is a mission field that God has already prepared in advance for you to make disciples in. Furthermore as a leader, the Lord has entrusted relationships to you which represent potential for making disciples.

Disciple making begins with and cannot be divorced from the life-on-life relationship whereby a spiritually mature disciple personally entrusts to others spiritual truth and disciplines. Every opportunity to lead involves life-on-life relationships that hold the potential for a disciple making exchange of spiritual truth. The opportunity for a Paul to Timothy relationship exists all around you.

Today's lesson is the second of three designed to teach the Entrusted Leader core value number two: A MISSION for leading characterized by a faithful commitment to multiplying followers of Jesus Christ that supersedes all other marketplace endeavors. The previous lesson established that God expects every follower of Jesus Christ to personally engage the mission of making disciples. This lesson considered the strategy of multiplying disciples by entrusting the truths of the faith to reliable men and women who can become qualified to teach others. The next lesson will go one step farther and discuss how to build a specific disciple making plan of action for each leadership platform entrusted by God.