

The Multiplication Toolbox

The Multiplication Toolbox was created in 2025 by New Life Christian Church with the help of fruitful disciple-making practitioners. Please use it and pass it on. May God alone receive the glory!

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How to Use

If you're winning lost people to Christ then use the left hand column. If you're training saved people to be and make disciples then use the right hand column.

Lost People

1. Enter My Mission Field

- List the names of lost people you already have a relationship with (Tool 1: Lost & Saved List). If you don't know any lost people then go find people of peace (Tool 2: Person of Peace Search).

2. Sow Gospel Seeds

- Share your story (Tool 3: 15 Second Story), the Gospel (Tool 4: The 4), and help them respond (Tool 5: 4 Responses).
- If a lost person or a group of lost people aren't ready to believe the Gospel yet... then invite them to learn more about Jesus using a Discovery Group (Tool 6: Discovery Group and use the 7 Discovery Lessons).
- Invite the group or individual to make a profession of faith and be baptized. (Now go to step 2 in the right hand column).

Saved People

3. Make Disciple-Makers

- Train them to make disciples (Tool 7: Disciple-Making 101).
- Teach them to be and make disciples using a Discipleship group (Tool 8: Discipleship Group and use the 7 Discipleship Lessons).

4. Form Disciple-Making Communities

- Lead your discipleship group to function as a disciple-making community (Tool 9: Disciple-Making Community).

5. Develop Leaders

- Identify potential leaders (Tool 10: F.A.I.T.H.), train those leaders on the job (Tool 11: M.A.W.L.), help them become a Level 3 leader (Tool 12: 3 Levels of Leadership), and track the health and generations of disciple-making communities (Tool 13: Gen Map).

Step 1: Enter My Mission Field

Tool 1: Lost & Saved List

You already have a relational network in your mission field. As a disciple-maker there are two types of people to engage. Lost people and saved people. Win lost people to Christ and train saved people to make disciple-makers.

1. Pray: Pray now and ask God to bring both lost and saved people to your mind (think of people in your relational network).
2. Write: Write their names down (both lost and saved people).
3. Prioritize: Put a 1 beside the lost people you will share the Gospel with this week. Put a 1 beside the saved people you will train this week.
4. Pray: Pray now that the lost people hear and believe the Gospel. Pray that the saved people catch Jesus' vision and start making disciple-makers.
5. Text: Send a text message to one of your lost people and ask when's a good time to call and talk this week. Send a text message to one of your saved people and ask when's a good time to train this week.
6. Accountability: Each week (with an accountability partner, discipleship group, or disciple-making community) review who you shared the Gospel with and trained last week and who you will share the Gospel with and train this week.

Lost People

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.

Saved People

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.

Tool 2: Person of Peace Search

There are many lost people in your mission field that you currently don't have relationships with. All of them desperately need the Gospel. Some of them are already hungry for God. Jesus called those spiritually receptive people "people of peace" (Luke 10:1-12). The person of peace is the bridge for the Gospel to get into a new relational network.

1. Prayer Walk
 - Prayer walk your mission field (neighborhood, apartment complex, grocery store, local park, gym, etc.). Ask God to direct you to people of peace (spiritually hungry lost people) and to bring peace to families and communities.
2. Introduce Yourself
 - Walk up to a potential person of peace, smile, and with a warm tone introduce yourself.
3. Offer Prayer
 - Tell them that you take prayer walks and ask God to bring peace to families and communities. Ask if you can pray for God to give them peace. Pray.
4. Ask a Question
 - Thank them for allowing you to pray. Ask them if they are near or far from God. Ask them their story. Tell them your story. That you were far from God and Jesus brought you near to God.
5. Share the Gospel
 - Tell them the Gospel and how Jesus has made it possible for them to have peace with God through his death, burial, and resurrection.
6. Invite Them to Start a Discovery Group
 - Ask them if they would be interested in getting some friends and family together to discover who Jesus is and what difference He can make in their lives.
7. Follow Up
 - Ask for their contact info. Save it to your phone. Send them a text or call within 24 hours. It might take multiple texts or pushing past no responses.

Step 2. Sow Gospel Seeds

Tool 3: 15 Second Story

One way to sow Gospel seeds is to share your 15 second story. Tell people the story of how Jesus has changed your life in order to then tell them about His death, burial, and resurrection. Use your story to bridge from a casual or spiritual conversation to a Gospel conversation.

"Hey, we've been friends for a long time. But I don't think I've ever told you the story of how Jesus has changed my life."

1. Before Meeting Jesus

"There was a time in my life when..."

-
-

2. Meeting Jesus

"But then I met Jesus..."

-
-

3. Since Meeting Jesus

"And since then..."

-
-

Jesus changed my life. I'm not sure how familiar you are with Jesus' story but the first thing to know is that God loves you...

Tool 4: The 4

One way to sow Gospel seeds is to share the Gospel and invite people to respond. The 4 is one method of presenting the Gospel.

1. God Loves You

- You aren't an accident
- God loves you and created you for a purpose

But there's a problem... all of us have turned our backs on God. We've sinned against God.

2. Sin Separates You

- Because of sin, you and I are separated from God
- We're dominated by the desires of our body
- And we're going to die

But here's the Good News...

3. Jesus Came to Rescue You

- God loves you so much He sent His Son Jesus to earth
- Jesus lived a perfect life
- Jesus died in our place taking our punishment on a cross
- Three days later God raised Jesus from the dead
- Jesus is alive and King over the universe
- One day Jesus is going to return to judge the world, destroy evil, and make all things new

God wants you but you've got to respond. The question you've got to answer is...

4. Will You Trust and Follow Jesus?

- In other words will you stop being on the throne of your life living however you want and will you let Jesus take the throne and let Him be King of your life?
- If you admit you're a sinner, believe that God raised Jesus from the dead, and commit to trust and follow Him then Jesus will change your life.
- God will forgive you, adopt you into His family, give you the power to live a new life, and give you a life of purpose both now and forever.
- Is there anything keeping you from trusting and following Jesus today?

(Listen for 1 of 4 responses to know how to help them respond.)

Tool 5: 4 Responses

Part of sowing Gospel seeds is to see how people respond and then invite them to take a next step toward Jesus. When you ask someone, "Will you trust and follow Jesus?" There are 4 ways that people can respond. Here's what to do in each situation.

1. "No."

- Move on to people who are spiritually hungry but keep loving and praying for this person. God can change their heart over time.
- Ex. "Thanks for listening, I hope you have a great day."

2. "Not Yet."

- Invite them to take a next step. Invite them to read the Bible with you and some of their friends. Use the Discovery Group and Discovery Group Lessons.
- Ex. "That's okay. Thanks for listening. Would you be interested in getting some friends together to read the Bible and learn more about Jesus?"

3. "Yes!"

- Help them make a profession of faith and then make a plan for their baptism.
- Ex. "Repeat after me.. I admit I'm a sinner, I believe God raised Jesus from the dead, I commit to trust and follow Jesus for the rest of my life. The first step of obedience we take is being baptized. What day this week can you make time to be baptized and even bring your friends and family who are far from God to hear why you're doing this?"

4. "I'm already a Christian."

- Cast vision and invite them to be trained.
- Ex. "That's awesome! God's heart is for all people. We need more Christians telling people about Jesus. When's a good time for you to talk more about how to practically make disciples of Jesus?"

Tool 6: Discovery Group

If someone isn't ready to trust Jesus yet then invite them to gather friends together to learn more about Jesus. Use the Discovery Group framework and the 7 Discovery Lessons.

Look Back

1. What are you thankful for this week?
2. What stressed you out this past week? How can we help?
3. What did we talk about last week?
4. How did you live differently as a result of last week's story?
5. How did sharing the story go?
6. How did meeting the needs of people in our community go?

Look Up

1. If you've got a Bible let's read Luke 7:36–50. (Lesson 1 of the 7 Discovery Lessons)
2. Someone retell the story in your own words as if you were sharing it with a friend
3. Do we agree with the retelling or did they add or leave anything out?
4. What does this passage teach us about God?
5. What does this passage teach us about people?
6. What significance does this passage have for our lives?

Look Forward

1. If we believe this passage is from God, how must we live differently?
2. Who are you going to share this passage with before we meet again?
3. How will we meet the needs of people in our community this week?
4. When do we want to meet again?

7 Discovery Lessons

If you're sowing Gospel seeds with lost people then use the Discovery Group framework and these 7 Discovery Lessons to help them trust and follow King Jesus.

Lesson 1| Hope for the Rejected: Luke 7:36–50

Lesson 2| Hope for the Non Religious: Luke 18:9–17

Lesson 3| Hope Changes Things: Luke 18:18–30

Lesson 4| Hope Forgives: Matthew 18:21–35

Lesson 5| Hope Through Death: Luke 23:26–43

Lesson 6| Hope Rose From the Dead: Luke 24:1–20

Lesson 7| Hope is Waiting For You: Luke 15:11–32

Lesson 8| Use the Discipleship Group format (Tool 8) and 7 Discipleship Lessons

Step 3. Make Disciple-Makers

Tool 7: Disciple-Making 101

Making disciple-makers requires casting vision and training saved people to enter their mission field. Start with saved people you know. You need 90 to 120 minutes to train your disciples. Consider one long meeting or possibly two shorter meetings. If you do two meetings, train them to win the lost in the first meeting and train them to train the saved in the second meeting.

1. Why?
 - Let's read Matthew 28:16-20
 - Q: Why do we make disciples?
 - A: That's right. Jesus, the resurrected King with all authority, commands us to make disciples. We get to experience the adventure and purpose of partnering with Jesus in His world wide mission!
 - **Do: Repeat after me. "I am." "A disciple." "Who makes disciples."**
2. Who?
 - Q: Who do we make disciples of?
 - A: All nations. Correct. And as we make disciples of all nations there are two types of people we interact with. Lost people and saved people.
 - **Do: Now we're going to write our Lost & Saved List (Tool 1)**
3. What?
 - Q: When we go to lost people... what do we say?
 - A: We share your story, the Gospel, and help them respond.
 - **Do: Now write your story and the Gospel, practice saying it outloud to yourself, then pair up and roleplay sharing it with someone (Tools 3, 4, and 5)**
 - Q: When we go to saved people... what do we say?
 - A: We cast vision, train them to make disciples, and then weekly give loving accountability (Tools 7 and 8)
 - **Do: Pair up and practice training each other using the Disciple-Making 101**
4. When?
 - Q: When will you share the Gospel or train someone this week?
 - A: Think about your schedule. What day will you naturally see one of the people on your list? What day will you have time to call and talk to one of the people on your list?
 - **Do: Now, let's text each other our commitments to share the Gospel and train people for this week and share the updates of how God works.**

Tool 8: Discipleship Group

If you're making disciple-makers start by training them (Tool 7) and then use a weekly group meeting for loving accountability. Use the Discipleship Group framework and the 7 Discipleship Lessons.

Look Back

1. What are you thankful for this week?
2. What stressed you out this past week? How can we help?
3. What did we talk about last week?
4. Who did you share the Gospel with?
5. How did you obey what you learned?
6. Our vision is to WIN _____ FOR CHRIST!

Look Up

1. If you've got a Bible let's read Luke 19:1-10. (Lesson 1 of the 7 Discipleship Lessons)
2. Someone retell the story in your own words as if you were sharing it with a friend
3. Do we agree with the retelling or did they add or leave anything out?
4. What does this passage teach us about God?
5. What does this passage teach us about people?
6. What significance does this passage have for our lives?

Look Forward

1. Practice doing what we learned, sharing it, or using a disciple-making tool
2. How will you obey this week?
3. Who will you share the Gospel with this week?
4. Pray for the lost, saved, and ourselves this week

7 Discipleship Lessons

If you're making disciple-makers then use the Discipleship Group framework and these 7 Discipleship Lessons to help them win the lost and train the saved.

Lesson 1| Repent and Believe: Luke 19:1-10

Lesson 2| Be Baptized: Acts 8:26-39

Lesson 3| Go and Tell: John 4:1-42

Lesson 4| Pray: Luke 6:6-15

Lesson 5| Love: Luke 10:25-37

Lesson 6| Give: Mark 12:41-44

Lesson 7| Lord's Supper: Luke 22:7-20

Lesson 8| The Gospel According to Mark: Mark 1:1-8 (read through the whole book)

Step 4. Form Disciple-Making Communities

Tool 9: Disciple-Making Community

Lead your discipleship group to become a disciple-making community that starts disciple-making communities.

Read Acts 2:36-47. Ask your group... "What did those disciples of Jesus do?" (Write down the list of 10 practices.) Ask your group, "Which of these 10 practices have we done?" (Draw those shapes in the circle.) "Which haven't we done?" (Draw those shapes outside the circle.) Ask your group, "How can we start to incorporate these into our community?" Make a plan and follow through on doing all 10 practices.

1. Repentance and Faith
2. Baptism
3. Leadership
4. God's Word
5. Fellowship
6. Lord's Supper
7. Prayer
8. Giving
9. Worship
10. Multiplication



Step 5. Develop Leaders

Tool 10: F.A.I.T.H.

Who do you develop? Developing leaders who develop leaders requires identifying a few of the right kind of people and giving them time and attention. Look for 2-3 people who exhibit f.a.i.t.h.

F: Faithful

- Do they trust and obey Jesus... or do they just talk a good game?

A: Available

- Do they have time to be invested in and to invest in others... or are they too busy?

I: Involved

- Are they already involved in your discipleship group, disciple-making community, or church... or are they brand new/disconnected?

T: Teaching

- Are they already passing on the Gospel, Bible stories, or disciple-making tools to others... or do they keep their faith to themselves?

H: Humble

- Do they listen and implement... or do they think they know it all and do their own thing?

Tool 11: M.A.W.L.

How do you develop leaders? One job training. M.A.W.L. is a simple framework for on the job training. It stands for Model, Assist, Watch, and Launch. Model for them until they understand it, assist them until they can do it, watch them until they're consistently able to do it and train others, and launch them so both of you can M.A.W.L. others who M.A.W.L. others. Check the boxes to keep up with the leader(s) you're training.

Tool	Model	Assist	Watch	Launch
1. Lost & Saved List				
2. Person of Peace Search				
3. 15 Second Story				
4. The 4				
5. 4 Responses				
6. Discovery Group				
7. Disciple-Making 101				
8. Discipleship Group				
9. Disciple-Making Community				
10. F.A.I.T.H.				
11. M.A.W.L.				
12. 3 Levels of Leadership				
13. Gen Map				

Tool 12: 3 Levels of Leadership

What do you develop leaders to do? Develop leaders to become Level 3 leaders who develop Level 3 leaders. Identify which of the 3 levels your leader is and help them take their next step.

Level 1

- Disciple-Maker
- The leader you're developing has entered their mission field, sowed Gospel seeds, and made disciple-makers
- They've used and passed on tools 1-8 effectively
- Help them win the lost and train the saved to win the lost and train the saved

Level 2

- Disciple-Making Community Starter
- The leader you're developing has entered their mission field, sowed Gospel seeds, made disciple-makers, and formed a disciple-making community
- They've used and passed on tools 1-9 effectively
- Help them lead their discipleship group to function as a disciple-making community

Level 3

- Disciple-Making Community Multiplier
- The leader you're developing has entered their mission field, sowed Gospel seeds, made disciple-makers, formed a disciple-making community, and developed leaders who've repeated the process
- They've used and passed on tools 1-13 effectively to leaders who have used and passed on tools 1-13 to other leaders effectively to the 4th generation
- Help them develop and coach leaders who develop and coach leaders to get to the 4th generation of disciple-making communities

Tool 13: Gen Map

Develop leaders who multiply 4 or more spiritual generations of disciple-making communities. The Gen Map will help you and your disciples track the quantity and quality of disciple-making communities. Get to the 4th generation!

