

Christian Multiply presents:

Make One into Many



A Proven Discovery Studies Approach (DBS)
to Make Disciples Who Make Disciples (DMM)

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Dedication and Acknowledgements



Dedication

A great coffee or tea can be experienced in a variety of containers. It is not about the containers, it is about what is contained.

Several of the co-developers of the topical content that is being made available are either currently or continually embedded in or visiting countries where exposing them in any way could greatly endanger them. They are the courageous containers in which much of the basic content (the topical passages) were originally compiled and field tested. It is to them, and others like them whose compelling desire to see people discover God that this work is dedicated.

Acknowledgements

We readily express gratitude for our continuing relationship with, and the pioneering work of, Final Command Ministries (FCM), in particular with Jerry Trousdale (author of [Miraculous Movements](#) and [The Kingdom Unleashed](#)), Claude King (coauthor of [Experiencing God](#)), and John King, FCM's Global Coach. John is our mentor and a primary international leader in the major developments and refinements of discovery studies and catalytic disciple-making movements. In 2010 John created the template used in discovery group studies worldwide.

Thank you, John King, for your heart to see people discover God. Thank you for sharing your experience and for allowing the rich writings from your blog to permeate this work. We encourage every person who wants to be a multiplier to follow [John's blog](#) for the latest detailed insights to help you expand your understanding and follow key principles on the path to success in discovery group studies and disciple-making movements.

We are thankful for our ongoing relationship and involvement with International Students, Inc., and especially with their president emeritus, Dr. Doug Shaw, their director of operations, Alex Tovar, and their director of training, Gordy Decker.

We acknowledge with great appreciation the extremely valuable advise, editorial re-structuring and encouragement of Beverly Jean Hargrave.

We are indebted to the invaluable guidance, project design, cover designs, and ongoing consultation provided by 10001 Press. Without the help of Jack Roberts the launch of Multiplier Press would not have happened. (10001 Press).

Greeting from the Founder

If you know me, you know that I have stepped out into many various ventures in my life.

My career path includes being an adjunct professor, a psychotherapist, a clinical director, a pastor, a publisher, a personal and business coach, and an adviser to leaders. Along the way I have written books, created videos and training courses, customized resources, and had the privilege of having close strategic relationships with leading Christian pastors, authors, and major media broadcasters.

(LarryHargrave.com)

“So if you have done that, so what? A number of people have done those things.” I agree, but in all that activity I want you to know what I could have missed.

I could have missed seeing the rapid Kingdom multiplication that is happening in Africa and now beginning to happen in the Americas. Perhaps you have missed this as well, until now.

It was in Africa in 2014 that I was deeply moved, stirred, and changed. God was moving in miraculous and amazing ways. Ordinary, everyday people in discovery study groups were multiplying by finding a person who would invite others and start a study group. Life change was happening in Africans, and in me. I could no longer be on the sideline. I had to find a way to get in the game.

The work of Multiplier Press and Christian Multiply is a result of getting into the game and serving as an extension of what I and our partners have seen and experienced.

Without this information and instruction what could you and others you know have missed?

You could have missed a worldwide movement. More importantly, you could have missed seeing the **compassion** of Christ expressed in a little known and little practiced **command** from Jesus. That command, combined with the command to pray, and go, is the command to start by finding a ‘worthy’ person, staying in relationship with that person, and seeing that person invite others to join them in discovering who God is, and how He wants them to live.

Jesus was deeply moved with compassion. He was stirred, and He responded in obedience to the Father. My hope is that in these pages, and on the website at ChristianMultiply.org you will find the simple process, practical tools, and proven approach you need to respond in obedience and make disciples who will make disciples. Be stirred. Be a multiplier. Let us show you how!

Yours to ‘Make One into Many’,



Larry D. Hargrave

Founder and Executive Publisher, Multiplier Press, Ltd.

Founder and Project Manager, Christian Multiply

Navigating in this Book



We are introducing what can happen in a group, but not just any group, a discovery study group.

Each person in a group can discover who God is and begin to respond to Him with what they have discovered for themselves in the scripture passages.

Previously the instruction for discovery group studies has been mostly available in live training sessions primarily conducted by missions organizations. Access for anyone, anywhere, anytime has been limited or nonexistent.

We are changing that.

With those changes you can be a multiplier. The people you know can be multipliers. Everything you need to explore and experience disciple making that multiplies in discovery group studies is available. The coaching to get you started and help you be successful is available.

In this book you will find the three “Rs” of education, “repetition, repetition, repetition.”

We will say the same thing in slightly different ways, or exactly the same way, for the purpose of reinforcing the elements that are essential in this multiplication process.

The goal of this repetition is to help you by reinforcing content, timely information, and important reminders.

Three practice (trial) studies are included:

- Previous to Practice Study 1 you have stories, testimonial video, and an introductory exercise, but no previous 'how to' background information. You will see that this is a simple process. Anyone can do it.
- Previous to Practice Study 2 you will answer some simple questions and see some defining differences. You will be introduced to practical tools and principals, and the seven critical elements in the Multiplier Cycle.
- Previous to Practice Study 3 you will have more stories and you will review the guidelines for this proven approach. You will see background for the passage that is often referred to as the story of the "Woman at the Well."
- After each session you will complete a "How Did It Go" review. This is an important part of the discovery process, to review the session, what went well, and what could be improved next time.

The instruction in this book emphasizes:

- A reminder to follow the proven approach.
- An introduction to eleven topical books and eBooks.
- The importance of a having a plan that includes coaching, reporting, and even reaching the nations among us.
- An invitation to stay connected.

Mostly Lost



Federico Barocci, 'Nativity', 1597

Many masterpieces like Federico Barocci's 'Nativity' have never been stolen or lost, but some have. When this headline announced that a, "Long-lost da Vinci painting fetches \$450.3 million, an auction record for art.", something had changed.

When a long lost piece of art is discovered and authenticated to be the work of a master artist, the value of that art can become beyond what was previously thought possible even in the wildest imagination.

The value multiplies.

This book is about discovery and multiplication. This simple process with its practical tools and proven approach has been **mostly lost** in the practice of disciple-making. It has now been rediscovered and authenticated in changed lives and in people becoming Christ followers in outreaches worldwide.

It is the experience of multitudes--millions, and each time it began with one person.

It can happen right where you live, beginning right now.

Workshop Schedule

Session One

10 minutes – Introduction

The Making of Multipliers

The “Jesus said” Exercise

20 minutes – Simple Process—Practical Tools—Proven, Innovative Approach

It All Starts with Intercession

NA and Overseas Updates

Discovery in Starbucks

Lori’s Story

Our Story, Your Story, Their Story

20 minutes –

Discovery Study Questions

Group Guidelines/Facilitator Guidelines

Some Defining Differences

The Discovery Group Studies Approach

Note-taker Report

10 minutes – Q & A and Discussion - Personal Break if Needed

Session Two

40 minutes – Practice #1 – Deuteronomy 6:1-12

10 minutes – Evaluation

10 minutes – Q & A and Discussion

Session Three

10 minutes - Practice Engaging and Disengaging with Another Person

30 minutes

Cy and Diane’s Story

Motivations and Methods

Disciple to Conversion

Facilitate, Don’t Teach

It’s Reproducible

20 minutes – Focused Prayer and Prophetic Listening

- Personal Break if Needed

Session Four

40 minutes – Practice #2 – John 15:5-8

10 minutes – Evaluation and discussion

10 minutes – Q & A and Discussion - Personal Break if Needed

Session Five

30 minutes –

Advertising on Craig’s List

A Multiplication Diagram
The Hardest Places
Pursue the Process of Discovery
Be the Change Agent
It's Happening.
Let Lost People Lead
About Leaving the Group
Review the Guidelines
10 minutes – Brainstorming on developing an implementation plan
20 minutes – Present plans to group

Session Six

40 Minutes – Practice #3 – John 4:5-30, 39-42
10 minutes – Evaluation
10 minutes – Q & A and discussion

Session Seven -

50 minutes - Discovery in Starbucks
Find Your Place to Start
Be Moved with Compassion
When We Respond
Keys to Multiplication
Have a Strategy
Have a Coach, Be a Coach, Coach a Coach
Reporting
A Reminder/The Multiplier Cycle Revisited
Staying Connected
The Ancient Passages Book Series
Reaching the Nations
Discovering God Studies
Help Spread the Word
Design Your Own Program for Success
10 minutes – Q & A and Discussion

Within a few weeks of meeting with an individual or in a group that you or your “Person” invited, you will want to challenge the other person or someone else in the group to facilitate the following session.

Meet with that person outside the group to go over the passage and answer any questions they have. This is also a good time, one-on-one, to discuss spiritual questions they have from the previous Discovery sessions and might not feel comfortable asking in the group. You can also ask questions about their spiritual background and where they are in their spiritual journey.

Next, let someone else volunteer to facilitate the group for the following session. You are actively looking for spiritual seekers (especially Persons of Peace) who will eventually invite their friends or others into a new group. Be alert to opportunities to followup.

Session Eight - Followup phone or ZOOM connection with a coach.

The Multiplier Cycle

What if you could invite someone who has an interest in a topic or is going through a difficulty to read what the Bible has to say about that issue? What if you invited folks to read what the Bible actually says about God's nature?

Even when you think the people you know and the people you encounter are not open to the Bible or reading scripture passages, remember that God will be going before you, and He is already at work in the life of the person He wants you to pursue.

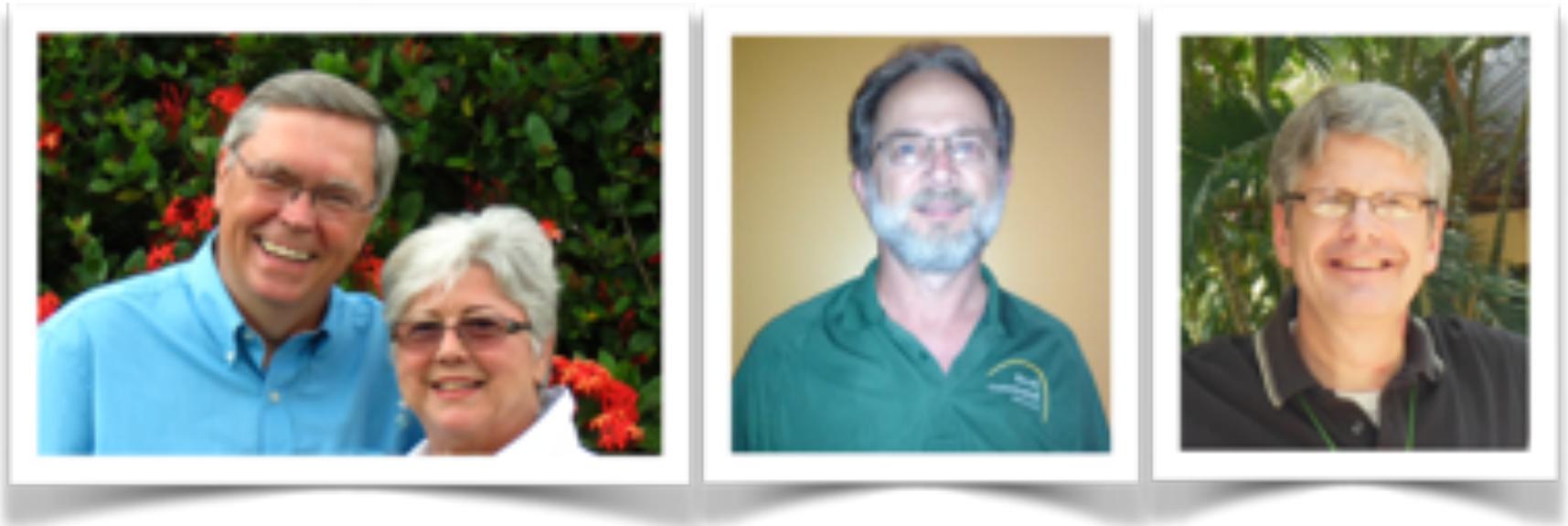
Introduction



There are seven critical elements in the Multiplier Cycle:

- **Pray.** Make expectant prayer and fasting the high/highest priority.
- **Go.** Invest your time with a few to reach many.
- **Find** the right person with the capacity to reach others.
- **Start** discovery study groups.
- **Serve** with purpose. Never settle for revealing just one dimension of Jesus' life.
Serve and meet needs.
- **Trust.** Don't tell people what to think, believe, or do.
- **Respond.** Never substitute knowledge about God for a response-based relationship with God.

The Making of Multipliers and Movements in Sub-Saharan Africa



A team of global pastors, missiologists, their partners, five courageous African leaders, now joined by more than 500 African ministries, documented and reported over one million (1,056,483) new Christ Followers in 28 African countries from 2005 to 2015.

They have rediscovered a strategy given to us by Jesus Christ Himself. Jesus said, **“When you enter a city or town, find some worthy person [a Person of Peace] there...”** Matthew 10:11a NCV

With Discovery Bible Studies (DBS), ordinary people are equipped to go and make disciples in a way that is simple and reproductive.

The resulting Disciple-making Movements (DMM) are miraculous and continuing in an ongoing campaign to ‘Go North’ in Africa.

What they and others rediscovered is now being discovered by millions worldwide!

Jesus said...

And the message of God kept on spreading, and the number of disciples multiplied greatly...”
Acts 6:7a AMPC

Raise you hand if you have heard a sermon preached from the passage in each of these scriptures.

1. PRAY –

Jesus said to his followers, “There are many people to harvest but only a few workers to help harvest them. Pray to the Lord, who owns the harvest, that he will send more workers to gather his harvest.”
Matthew 9:37-38 NCV

2. GO –

Jesus said: “Go and make followers of all people in the world. Baptize them in the name of the Father and the Son and the Holy Spirit. Teach them to obey everything that I have taught you, and I will be with you always, even until the end of this age.”
Matthew 28:19-20 NCV

3. FIND –

Jesus said, “When you enter a city or town, Find some worthy person [a Person of Peace] there...”
Matthew 10:11a NCV

Our previous polling predicts that you raised your hand twice, but probably not the third time. Some have said that those of us who are involved in Discovery Bible Studies (DBS) and Disciple-making Movements (DMM) put too much attention on these third verses, a little known and little followed instruction from Jesus. We know better!

This book is about you applying what Jesus said in these three directives/commands — all three.

Answer the following questions for each of the passages.

What does each passage tell you about God?

Pray

Go

Find

What does each passage tell you about mankind, people, or ourselves?

Pray

Go

Find

How could you apply this passage personally in the next week?

Pray

Go

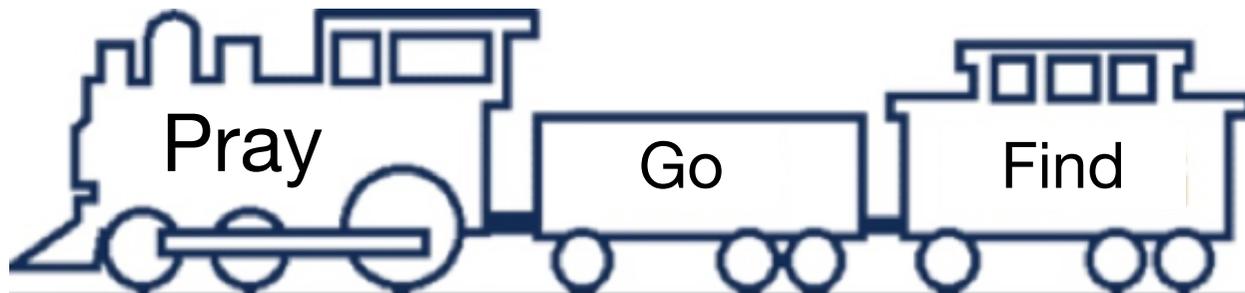
Find

How are these three commands the same?

How are they different?

What do they have in common?

How do they relate to or integrate with each other?



What happens if you don't pray?

What happens if you pray and don't go?

What happens if you go and don't find?

Pray

Session One



Jesus said to his followers, *“There are many people to harvest but only a few workers to help harvest them. PRAY to the Lord, who owns the harvest, that he will send more workers to gather his harvest.”*

Matthew 9:37-38 NCV

Pray. Make Expectant Prayer and Fasting a High/Highest Priority.

This sounds simple, and maybe a little cliché, but multiplication starts with petitioning the Lord, with praying and fasting. Those who are successful multipliers take this first step seriously, and are creative in their approaches.

Aligning ourselves with God is at the heart of praying and fasting. We pray and fast because we want to be like Jesus. We pray and fast because we know that Kingdom multiplication comes from above. We cannot produce it by our strength or great strategies—only God can produce multiplication.

Scriptures:

- Matthew 4:1-11 and Deuteronomy 8:1-18 (After 40 days and nights of fasting Satan tempts Jesus, but He quotes from Deuteronomy 8 about relying on Papa God).
- Matthew 6:1-18 (Jesus disciplines His followers on the crucial nature of praying and fasting).
- Matthew 9:14-17 (Jesus is questioned about why His disciples did not fast, yet).
- Luke 10:1-12, 17-24 (Praying as Jesus directs brings incredible fruit and joy).
- Acts 11:19-26; 13:1-3 (Fasting and praying play a significant role in sending Barnabas and Saul out on their first missionary journey).

Simple Process—Practical Tools—Proven, Innovative Approach

This, Done this Way, Works!

Think of some examples of _____, done this way (in an effective, consistent way), works.

Discover the guidelines, tools, instruction, and coaching you will need to see individuals in study groups discover God. Selected scripture passages progressively make the journey from creation to Christ a reality for not-yet believers. A Christian with great biblical knowledge, very little biblical knowledge, or no biblical knowledge can follow the simple process and practical tools in a proven, innovative approach to:

- pray and find an individual (a potential influencer who is a not-yet believer)
- have conversations that can lead to spiritual conversations
- pursue a simple question-based discovery study and encourage that person (Person of Peace) to invite others to join with them in a study group
- invite the group members, even the not-yet believers, to start more groups



It all starts,
sustains,
strategizes, and
succeeds with
intercession.

Lori's Story



Lori is a single mom with no seminary training and a self-admitted limited knowledge of the Bible. She thought that she was counted out of making a real difference in reaching the lost, or helping someone else grow in their faith. How could she ever do anything great for God?

She described herself as an ordinary person, but her story and the impact of her obedience is extraordinary.

Lori received some basic instruction in the discovery process and decided to be obedient in what she had learned and simply give "outreach that multiplies from one to many" a try.

After that, Lori said, "I began to see life differently. I understood a new freedom in sharing Christ and began to pray, wait and expect the right people ("Persons of Peace") to cross my path at the right time. They have, and they are!"

Lori introduced the "Person of Peace" principles to Parker. Fourteen people met with Parker to study those principles, and then they began to reach out. Four years after that small beginning the ongoing multiplication had at last count become over 3,000 groups. Those groups are impacting their marketplace, churches, communities, cities, and people groups around the globe.

Lori didn't stop there. She prayed and found a Person of Peace who started a discovery group in their workplace.

You could start a movement with proven principles, with a "Person of Peace", and a passion to see a small group of people multiply by finding other "Persons of Peace".

Like Lori, you can reach your workplace to impact your community and the world around you.



Our Story, Your Story, Their Stories

Our Story

Our story may not be in many ways so different from yours. We are just everyday Christians with a growing desire to have a greater awareness of and closeness with Jesus. We are without doubt about who He is, but we have each had many reasons to doubt who we are in Christ.

When it comes to the challenge of reaching out to others to engage our culture in the cause of Christ, it seems that much of what we have been taught in discipleship classes has been more about what happens inside the church walls.

This approach brings individuals to a church and helps them make a decision to know Jesus Christ personally. They are instructed in what it means to know Jesus and in the doctrines of the church. This is all good. Without question people are being added to the Church – individuals are coming to know Jesus Christ.

But what about multiplication? “And the message of God kept on spreading, and the number of disciples multiplied greatly...” Acts 6:7a AMPC

Jesus’ commands are all about our being sent out, going outside the church walls to find and engage the lost. **Three of these commands are to ‘Pray’, ‘Go’, and ‘Find.’**

Jesus said to his followers, *“There are many people to harvest but only a few workers to help harvest them. **PRAY** to the Lord, who owns the harvest, that he will send more workers to gather his harvest.”*

Matthew 9:37-38 NCV

Jesus said: *“**GO** and make followers of all people in the world. Baptize them in the name of the Father and the Son and the Holy Spirit. Teach them to obey everything that I have taught you, and I will be with you always, even until the end of this age.”*

Matthew 28:19-20 NCV

Jesus said, *“When you enter a city or town, **FIND** some worthy person {a Person of Peace} there...”*

Matthew 10:11a NCV

You may be familiar with the commands to pray and go, but what does it mean to find a worthy person? How does that effect multiplication?

The answer is part of our story and it can be a part of your story too.

Your Story

Whether you have never seriously considered how you can be consistent and confident in reaching out to share your faith and beliefs with someone, or you have tried with only some success, this approach will provide answers.

Like us, you may have even been frustrated and feel you failed in previous attempts.

With this proven approach you can equip another person who can then be available to repeat the process in a discovery group study.

Their Stories

In the following videos you will be briefly introduced to an individual and a couple. These three multipliers found their answer to the question, “How can I be fully responsive to God and make disciples who make disciples?”

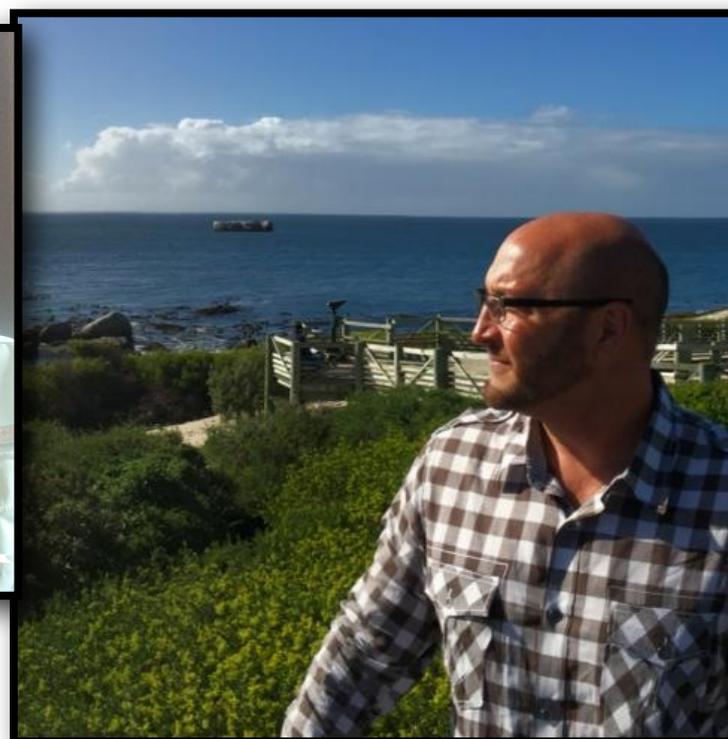
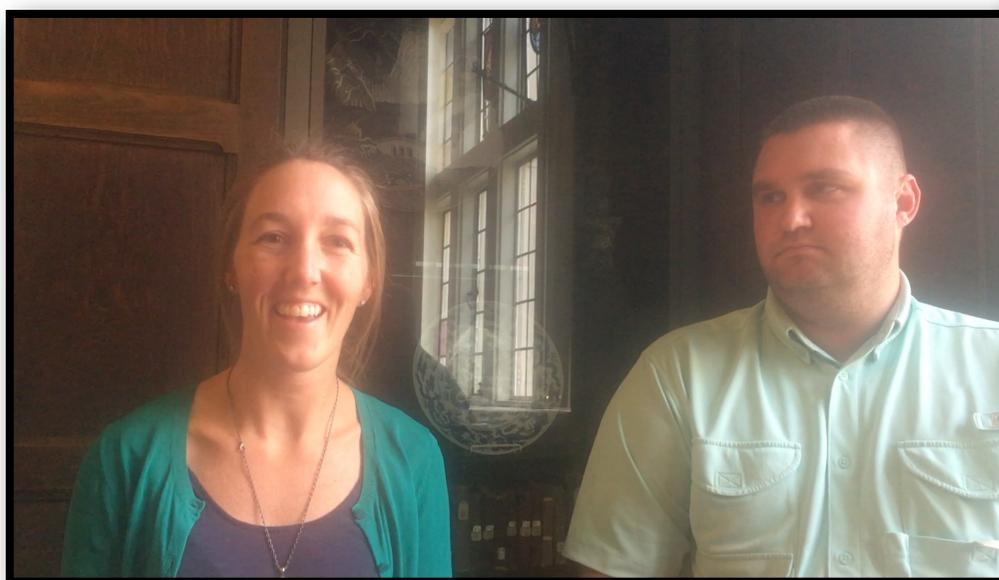
Their stories are being repeated over and over in the lives of others. Gordon, whom we call “G”, started in a group of 15 people in January 2013. That group, started by one person (Lori’s Story), has multiplied and at last count had become over 3,000 groups. The couple, Jordan and Tia, came to one of those groups, received instruction, and have committed themselves to reaching out to immigrants here in the U.S. Their son, Caleb, is in high school and has been actively involved with them since he started his first discovery group in his school when he was ten years old.

Their stories can be similar to the stories that will result as you respond to God and reach out to others.

Multiplication is possible! You can be a Multiplier.

Meet Tia, Jordan, and ‘G’.

[Click here to view The Multiplier Trailer](#)



The Discovery Study questions on the following page are foundational to developing a new approach to disciple-making.

Discovery Study Questions

1. What happened in the last week for which you are thankful?
2. What difficulty or challenge are you facing?
3. How did you apply what you discovered in the last group meeting?
(Not asked during the first session.)
4. What do we learn about God?
5. What do we learn about people?
6. How will your life change if you put this passage into practice and respond to what you discovered in this passage? I Will ...
7. Who else do you know who needs to hear what you have learned in this passage?
8. How can we help with one challenge (# 2)? (The group chooses one of the challenges in question #2 as one they can do something about.)

Guidelines

Before you complete Practice Study 2 read carefully through the discovery study Group Guidelines and Facilitator Guidelines.

Group Guidelines

1. Everyone shares in sentences not paragraphs (to avoid anyone talking too long).
2. Focus only on what this passage is saying (not other passages).
3. Focus only on what this group is experiencing (not other people's ideas, or outside sources). [The question, "Where is that found in this passage?" helps avoid that.]
4. Give people time to respond (don't be afraid of silence, and allow people to "pass" if they so desire).

Facilitator Guidelines

5. Facilitate. Ask the questions, don't teach. Don't lead. Anyone can facilitate. Encourage everyone to take turns being the facilitator.
6. Keep the session on schedule (45 minutes to one hour max)—Complete all the questions. (Note: This may be the hardest part.) Encourage everyone to share.
7. Responding to questions from individuals — Ask, "What in this passage helps us answer that question?"

(The goal is to help the group see that everyone can understand the passage.) Facilitators: Don't be too quick to contribute your answer/comment to the questions. Let the group respond and figure out their responses.

8. If an individual's question is not about the passage, say, "Let's discuss this further after our group time..." If it is a genuine question, the person will make time afterwards. If you don't know the answer and no one else does, say, "Let's do a separate study at another time on a passage that answers that question."
9. Dealing with "strange" or "wrong" interpretations or distracting questions/ discussions. Ask the question, "Where is that found in this passage?" Ask the group if they see the same thing (builds a culture of self-correction). If the issue persists, suggest that you and the person talk about it afterwards because, "The goal for today is to focus on what this passage has to say."
10. Close the group to new members joining when you leave the group, or when the group can be facilitated by the group members. If someone wants to bring someone new after that, help them start a new group with that person and those that person can invite.

Following the group guidelines and facilitator guidelines is very important, but always remember that they are only effective when you are responding to Jesus in loving obedience.

Some Defining Differences



The discovery study group approach happens as an outreach, outside church walls. This approach is new for most people, and may be new for you.

Most commonly discipleship is seen as:

- a person first accepting Jesus as savior, and
- then gaining further knowledge through a class with an instructor, or
- a one-on-one personal mentoring relationship.

When that works you have gained one disciple, and perhaps more (addition), but it is unlikely that you have encountered and engaged a person or persons who can be immediately equipped and empowered, regardless of their biblical knowledge or lack of knowledge, to be effective in reaching out to others (rapid multiplication).

What Jesus instructed is a simple disciple-making process. It starts with finding a worthy person, an influencer (Person of Peace), and trusting the Holy Spirit to do the work. The resources that we are making available have been proven in the U.S., and in missions training and outreach movements worldwide. With these practical tools you can experience, and help others experience, a discovery group that invites openness and receptivity to God's Word.

When outreach is facilitated in a discovery study group, the potential is that many more will be reached, and that many of those reached will also engage in outreach through their sphere of influence. The potential for multiplication grows exponentially.

Nothing in the discovery approach is intended as a replacement for typical discipleship classes or programs. Preaching, teaching, and sharing your testimony are important, but they are not allowed in discovery study groups.

In discovery group studies, you are looking for a Person of Peace (always a not-yet believer) who will invite other not-yet believers to join in discovering what the Word of God is saying to them. The only conclusions to be reached in a group are what individuals discover for themselves, individually, or in the shared group experience.

In groups no one is allowed to tell someone else what to think, what to believe, or what to do. Through a study, people will discover in a greater way who God is, how He wants them to live, and how He wants them to respond to life's opportunities, challenges, and difficulties.

Distinctive Differences – Important terms to understand:

Worthy person – Person of Peace

We met her under a tree on a sunny day in Africa. She is a young woman, a Person of Peace. She invited friends, family, and others in her village to join in a discovery study. The numbers grew and the only place for them to meet was under a giant tree. Behind the tree was the home of a woman who was listening from a distance and watching them warily.

Then the rainy season came and the tree could no longer provide them with protection from the heavy rains. The people still came and to their amazement the woman asked them to come under the shelter of her large porch. Then she asked them to come into her home. Then she became a Christ follower. The woman in the house invited her family and friends to join her in a separate study. This happened because someone shared a discovery study with the young woman and she was God's person to invite others.



One of the key's in the discovery process is finding a 'worthy person' referenced in Matthew 10:11a. We like to refer to this person as a Person of Peace. This individual is by definition a not-yet believer that God has prepared or is preparing with spiritual interest, openness, and hunger. They are people who can draw other individuals together in a group. They can reach people in their sphere of influence.

To multiply in the discovery study group process, you will want to pray and find a worthy person, a Person of Peace, an influencer.

Generally a 'worthy person' or 'Person of Peace' has been often described as being:

- Usually hospitable,
- Often empty inside and disillusioned with their religion (or questioning their current beliefs),
- Ready to receive the message,
- Willing to take the message to others in their community,
- Able to invite their family, friends, and coworkers into a process of discovering God in the scripture passages.

Insider/Outsider

Another key in discovery studies is defining who is an insider/outsider. As Christians we can easily think of ourselves as 'insiders.' We are inside the church and not-yet believers are outside the church. We invite them in, and if they become believers they are insiders like us.

**To radically impact our culture for Christ, we need to change our perspective.
We need a new mindset.**

One critically important way to look at this approach is to see yourself (a Christian) as an outsider, and to see the person you are encountering as an insider. That person has the potential to invite people in his or her sphere of influence to join in a discovery group experience.

That individual, in very real ways, is somehow not like you, either in beliefs, culture, ethnicity, life experience, or any number of definable divides or differences. Keep in mind that by definition this 'worthy person' or 'Person of Peace' is not yet a Christ follower, but this person is the 'insider' to reach a group of people you would never reach.

Your Goal: Group Members Starting New Groups

Discovery group studies are maintained and multiply when there is structure to support their growth. Part of that structure is realizing that starting more groups is not your goal. Your goal is group members starting other groups.

One of the defining differences is the fact that you must leave a group as soon as it can be facilitated by its own group members. If you fail to leave the group, multiplication from that group will be limited, and may not happen at all.

We know a dynamic young leader who caught the vision of how God was using discovery study groups. He fairly quickly had met with individuals, and with those individuals he had started over 50 new groups. He was making things happen, but He was not letting God make things happen.

He realized he could not be the go-to person to keep up with all those groups and he received advice and coaching that helped. He was then able to shift his focus from starting numbers of groups to seeing groups multiply. He is coaching more now and is seeing results beyond what he previously imagined. Part of being ready to be an effective multiplier is learning this critically important lesson as you are getting started. Allow an "insider" to facilitate a group.

In addition to these distinctions, discovery group studies have one very important counter-intuitive difference from traditional approaches. You 'disciple to conversion.' You do not attempt to convert someone in a group session. You rely on the Holy Spirit to guide discoveries from the Word that lead individuals to conversion.

The Discovery Group Study Approach

To be effective you must be responsive. You will need to recognize, understand, and apply the approach Jesus taught His first century disciples. You will see what can happen when an individual who is a Person of Peace, a not-yet believer, gathers other insiders in a group to discover Truth for themselves.

The discovery group studies process is simple and straight forward.

In the process with only Bible passages, eight questions, and ten guidelines as tools you can:

- Sit down with a friend, neighbor, a family member or someone at work and do a guided trial study discussion with the eight questions. We have included initial practice sessions in this book.
- Optional: Start a group with other Christians (potential multipliers). This is a group you can stay in, and return to when you are not helping to launch another group. Encourage and equip the other members of this group to explore finding and engaging with a Person of Peace.
- Pray to find and connect with a Person of Peace, using either topical scripture passages, or 'Discovering God' passages.
- Ask that person to invite others.
- You will meet with the new group and during your initial sessions with the group you will begin to see who is emerging with ongoing or additional interest.
- In one of the necessary and critical practices in the discovery group studies process, you will need to leave the group, and let it be facilitated by its own members, its own insiders. Failure to do this will limit the group's potential to multiply.
- As difficult as this may be, you will no longer attend the group. You can make yourself available for coaching and encouraging those who emerge from the group to start other groups.

Around the world, this process, done this way, is multiplying rapidly. You can multiply!

You begin by reaching out to a Person of Peace or a potential multiplier, or both.

Note-taker Report

In each group study session one person is asked to take notes (preferably not the facilitator for that session although in certain settings the facilitator may need to take the notes.)

It is recommended that the note taker download and print a paper form for this purpose.

Following each session the note taker is to enter the notes (comments, answers, discoveries, and responses) recorded in the group session and when available submit them in an online reporting form.

This is very important!

Information in the submitted form is not and must never be sold to others or otherwise disclosed or distributed for commercial purposes as personally identifiable information.

Go

Session Two



Jesus said: *“GO and make followers of all people in the world. Baptize them in the name of the Father and the Son and the Holy Spirit. Teach them to obey everything that I have taught you, and I will be with you always, even until the end of this age.”* Matthew 28:19-20 NCV

Go. Invest Your Time with a Few to Reach Many.

Trust Papa God. What could happen if thousands of discovery study groups started in the Americas and began to add more groups and multiply until there were tens of thousands?

No, that has not happened, yet. But there are thousands. Some of these groups have even started groups in the homelands of immigrants, refugees, and international students who are in the U.S.

You can help make the tens of thousands happen.

Be encouraged and encourage others in a discovery process! Learn to rely on God and not yourself. Remember, the passages (stories) become even more real (their stories) as group members share them with others. Within their journey together individuals will begin to see how God really views them.

Go with a willingness to fail forward. Perfectionism prevents the risk-taking, trial-and-error learning that each new discovery study group demands. Like a world-class tailor, there are basics of measuring, fitting and sewing that always apply. But each person is unique and that suit is going to hang differently on different individuals. Ripping out seams and re-doing the work is often required.

Invest Your Time with a Few to Reach Many.

As God blesses this process, discovery study groups multiply and the kingdom spreads out. In order to allow this process to work, some ideas have to be embraced, and our paradigms must shift.

This method is a tool for anyone who wants to spread the gospel. This approach is empowered by God. Through prayer, and obedience-based disciple-making, groups spread as the Holy Spirit leads.

**Multiplication comes when we learn to constantly search out and disciple two types of people—
Persons of Peace and Multipliers.**

Multipliers

Multipliers are believers who will be open to learning how to reach people in bunches (like the way you harvest bananas and grapes), not just one by one.

Multipliers will be open to learning group strategies. They are willing to shift their focus toward discipling disciple-makers. They are willing to learn to use approaches which can easily be reproduced by the people they are reaching.

Multipliers are very coachable.

Scriptures:

- John 15:1-17 (Those who abide in Jesus bear fruit, vs. 2; much fruit, vs. 5; and fruit that will last, vs. 16).
- Matthew 28:1-10, 16-20 (The message of the resurrection culminates in the Great Commission).
- Acts 2:42-47; 4:1-4; 5:12-16; 6:1, 7 (These passages reveal the growing spread of the gospel of the Kingdom).
- Acts 8:1-3 & 11:19-30 (The gospel is spread by ordinary disciples as they respond to God even in trials, challenges, or persecution).
- Acts 19:1-20 (Paul and his team see the gospel spread throughout the Roman province of Asia from Ephesus).

Practice Study 1 — Simple Process

This practice session will give you an initial experience in the discovery study process.

- Sit down with a friend, a neighbor, a family member or someone at work.
- Do a trial study discussion with eight questions in the study. We suggest an initial scripture passage, Deuteronomy 6:1-12, for Practice Study 1.
- Go to the following page, a Trial Study Passage, and get started. You can do this.

All the background information and instruction in this book is important and will serve you well in understanding the discovery study group process.



A Trial Study Passage

Read the Scripture Passage – Deuteronomy 6:1-12 NCV [Listen to the Dramatized Audio Version](#)

1 These are the commands, rules, and laws that the Lord your God told me to teach you to obey in the land you are crossing the Jordan River to take.

2 You, your children, and your grandchildren must respect the Lord your God as long as you live. Obey all his rules and commands I give you so that you will live a long time.

3 Listen, Israel, and carefully obey these laws. Then all will go well for you, and you will become a great nation in a fertile land, just as the Lord, the God of your ancestors, has promised you.

4 Listen, people of Israel! The Lord our God is the only Lord.

5 Love the Lord your God with all your heart, all your soul, and all your strength.

6 Always remember these commands I give you today.

7 Teach them to your children, and talk about them when you sit at home and walk along the road, when you lie down and when you get up.

8 Write them down and tie them to your hands as a sign. Tie them on your forehead to remind you,

9 and write them on your doors and gates.

10 The Lord your God will bring you into the land he promised to your ancestors, to Abraham, Isaac, and Jacob, and he will give it to you. The land has large, growing cities you did not build,

11 houses full of good things you did not buy, wells you did not dig, and vineyards and olive trees you did not plant. You will eat as much as you want.

12 But be careful! Do not forget the Lord, who brought you out of the land of Egypt where you were slaves.

Discover and Review

Enter your answers, discoveries, and responses as notes or [click here](#) to download and print the questions.

1. What happened in the last week for which you are **thankful**?

2. What difficulty or **challenge** are you facing?

Scripture Reference _____ Read and listen to the passage.

Retell the scripture passage in your own words (group members can fill in details):

3. **How did you apply** what you discovered in the last group meeting?

(This question is not asked during a group's first session.)

Individuals discover for themselves in a shared experience. Discovery study groups focus only on a current or previously covered passage (not other people's ideas, or outside content/sources). No one is to teach or add outside information into the study. If someone does that, simply ask, "Where is that found in this passage?"

Review and Learn

The last session review/accountability questions (#3A, #3B, #3C) are not asked during the first session.

Enter your answers, discoveries, and responses as notes or in the downloaded and printed form.

Since the last group meeting,

3a. How did you do with your “I will” statement(s)? (Q#6) (Not asked during the first session.)

3b. How did your attempt to share the story go? (Q#7) (Not asked during the first session.)

3c. How did the attempt to help with the one challenge go? (Q#8) (Not asked during the first session.)

4. What do we learn about **God**? (cite scripture reference)

Respond and Apply

Enter your answers, discoveries, and responses as notes or in the downloaded and printed form.

5. What do we learn about **people**? (cite scripture reference)

6. How will your life change if you put this passage into practice and respond to what you discovered in this passage?

Your answer begins with "I Will" and should be Specific, Measurable, Attainable, Realistic, and Time-bound.

I Will ...

7. Who else do you know **who needs to hear** what you have learned in this passage?

8. How can we **help** with one challenge (# 2)? (The group chooses one of the challenges in question #2 as one they can do something about.)

Group Facilitator or Notetaker: Enter your notes (answers, discoveries, and responses) from this group session. [Click here](#) to complete and submit the form.

How Did It Go?

Discover and Review

Please provide a brief statement with your 'yes' or 'no' answer. **Did you...**

Say what happened in the last week for which you are thankful?

Share what difficulty or challenge are you facing?

Read and listen to the passage?

Retell the scripture passage in your own words and fill in details?

Find

Session Three



Jesus said, *“When you enter a city or town, **FIND** some worthy person {a Person of Peace} there...”*

Matthew 10:11a NCV

Find. Find the Right Person with the Capacity to Reach Others.

Start by praying to find that person and that the person you find will be open. Connect and have spiritual conversation. Don't be afraid to invite your person to do a discovery study with you. Oh, and soon after he or she says “Yes,” be sure to ask, “Who else in your family, friends, workplace, or in your social network might join us if you invited them?”

When your desire to reach out and make a disciple is fueled by determination to see it through you will be looking for someone the Holy Spirit is stirring up to become open to hearing about God and changing his/her life to align with what is being discovered.

These people will want their social network to know God and fall in love with Jesus, too. They will want this badly enough that they share what they are hearing in a group with others, week by week.

Find Persons of Peace

Taken from Luke 10 and Matthew 10, as we serve, we are prayerfully seeking out a worthy person, or a Person of Peace. This will be someone who is open to discussing spiritual things, and curious about the idea of finding and following Jesus. A lot of times these are people who have some type of influence in the community or in a group you are trying to reach.

For example, in Africa, it may be the village chief, or it may be the village drunk. If either come to the path of following Jesus their change can drastically impact other people around them. Once you have

this truth seeker, you invite them to experience a Discovery Group with you, and you encourage them to invite their friends and family, and/or to share what they are learning with them.

When you share with someone within a group God is calling you to reach, and they are disinterested, you must move on because they are not yet ready to hear and further efforts may actually decrease their openness and increase their resistance.

Persons of Peace

Persons of Peace are not-yet saved people whom God's Spirit is preparing to be bridges for the Gospel to enter their families and communities. Jesus sent the 72 out in pairs to find Persons of Peace (Luke 10:1ff). Cornelius (Acts 10), Lydia and the Philippian jailor (Acts 16) are examples of Persons of Peace.

In each of these situations "households" came to faith together and that is what we anticipate can happen. Remind other multipliers that when you are harvesting apples and oranges you pick them one by one, but with grapes and bananas you harvest them in bunches.

Scriptures:

- Acts 11:1-18 (Cornelius was responsive, but a vision and tongues from the Holy Spirit were necessary to get the messenger to go).
- Matthew 10:1-16 (Jesus sends the 12 out two by two looking for "some worthy person").
- Luke 10:1-16 (Jesus sends 72 others looking for Persons of Peace).
- Acts 16:6-15 (The gospel enters the household of Lydia after Paul listens to the Holy Spirit).
- John 4:1-42 (The woman at the well contrasts greatly with the thinking of the disciples in this story).

Cy and Diane's Story

Cy and Diane have spent years in evangelism—reaching out to their neighbors, local community as well as people in Russia. They were briefly introduced to the discovery study approach and saw a unique opportunity to help a woman in their neighborhood.

Diane said, *“You should know that we came home to an opportunity to use the (1) ‘What does the passage say about God?’ (2) ‘What does it say about man?’ (3) ‘How can we obey and apply?’”*

“We have seen a 30ish woman in a motorized scooter who lives a few houses away from us, but she was never very friendly (to say the least) – BUT she had a profound JESUS experience on May 11, and was looking for anyone who would read the Bible with her (drugs, alcohol, two suicide attempts jumping off bridges, which resulted in the wheelchair).

“Oh! You have never met anyone with a more beaming face and enthusiasm to tell everyone she sees about the switch from darkness to Jesus' light!

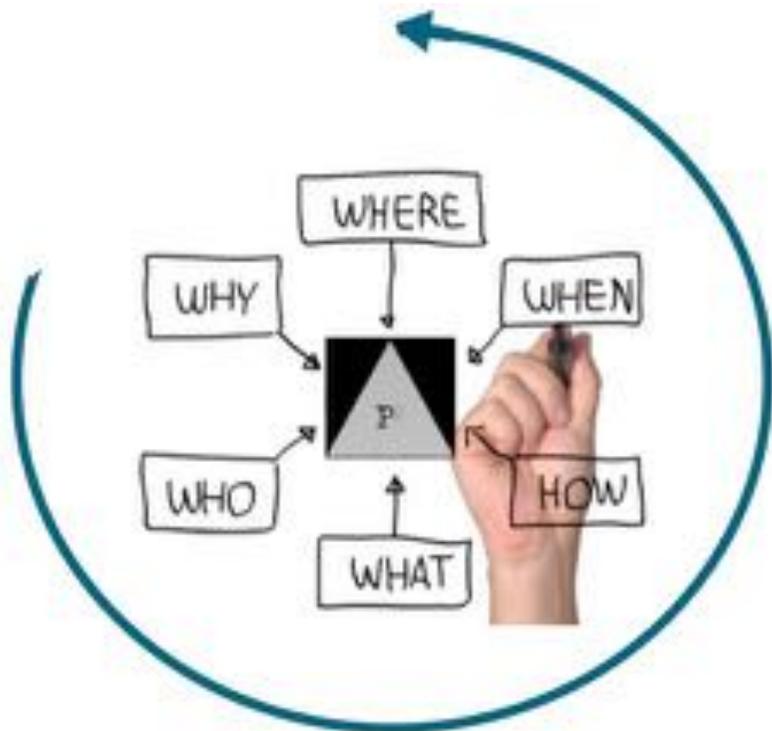
“So we, along with three other neighbor couples are meeting with her throughout each week to read and ask these discovery questions. Such an experience for us all! Thanks for sharing such a simple way to read and learn with her.”

Diane (& Cy)

Whether you work at McDonalds or on Wall Street, at home, on a ranch, or in Congress, your place for multiplication is close by, as close as your workplace, a next door neighbor, or even someone you have never met in a store. This has happened in Starbucks. It can happen anywhere.

Motivations and Methods Questions

Start with 'Why' and Establish Your Answers to Six Basic Questions.
If you don't know your answers yet, you will.



You can be ready and not respond, but you cannot respond unless you are ready.

As Christ-followers we should be concerned when we are failing or refusing to both pray for and reach out to the least, the last, and the lost around us. The Holy Spirit within each of us cares, but we can be overwhelmed by the enormity of the needs around us, or we may simply not know what we can do. Start by exploring your own answers to the six questions, and then take your first steps to being a multiplier. You will start with one person.

Motivations — Be Ready.

Why are you going to do this?

Who are you going to pursue?

What steps will you take to be ready?

To be effective you must be respond by recognizing, understanding, and applying the instruction Jesus gave to His first century disciples. You will see what can happen when an individual who is a Person of Peace gathers other in a group to discover Truth for themselves.

Methods — Be a Responder

How will you proceed with your person?

When will you get started with your person?

Where could you be looking for a person who will invite others into a group?

Each time a discovery study group meets, eight questions and the Word of God open an opportunity for greater discovery of who God is and how He can be related to in more personal, meaningful, responsive, and amazing ways.

Don't get uptight about When or Where. instead, be focused on Why, Who, What, and How. Be ready. When and Where can happen if you are ready.

Disciple to Conversion

Real, rapid replication (individuals inviting others and facilitating groups; group members starting other groups) is only possible when it starts happening among the lost. That is where multiplication takes place. These near to you not-yet believers are critical because of proximity, and because they are insiders to the cultural awareness, language capacity, and potential that makes replication possible. The real work has to be done among currently lost people.

In Western churches we usually attempt to convert people and then maybe sign them up for a six-week discipleship class. Jesus disciplined for years and then asks His followers to reveal who they think He is. It is at this point in Matthew's gospel that they answer their own earlier question, "What kind of man is this? Even the winds and the waves obey him!" (Matthew 8:27).

Peter speaks for the group when he announces, "You are the Christ, the Son of the living God." (Matthew 16:16). Jesus indicates that Peter is blessed to have received this revelation from God the Father. Peter did not learn this insight from another human, it was through divine revelation. Peter's understanding of Jesus' identity and willingness to surrender everything comes because he has been disciplined to this recognition.

When someone comes to recognize who Jesus is, then he/she is ready to be baptized and to be taught to obey all of Jesus' commands. Discipleship entails obedience to the One who has "all authority in heaven and on earth" (Matthew 28:18).

But who is open to disciple-making that leads to conversion in the discovery process? A Person of Peace is, and often that person is:

- Someone who has already been stirred by the Holy Spirit.
- Someone who is waiting for the light to shine in his/her heart.
- Someone who desperately wants to know the answer to her/his brokenness.

When you find a Person of Peace you have a candidate to be disciplined to conversion. Here is a person who will walk with you long enough to move from Creation to Christ, fall in love with God along the way, and be willing to share what is being learned with others. Find a Person of Peace and you will have the opportunity to watch multiplication come to that person, and to others that person invites to join in a discovery journey.

In a discovery group study all the participants in the group share facilitation of the sessions on a rotating basis.

Anyone can facilitate. No one teaches.

Facilitate, Don't Teach

Instruction in the discovery group studies approach is an ongoing process. The process is about being intentional and going to find those who are Persons of Peace or Christians (potential multipliers). The success of these groups depends on you and others transitioning their mindset from a teaching model to a facilitator model. It is important that you do this as you learn and then instruct others in this multiplying adventure.

As a facilitator you will be challenged with the question, “Can we change the questions if it gets boring doing the same questions each week?”

The answer is always the same — No! The purpose of doing the same thing each week is so that each person realizes that this is something they can do and that they don't need the biblical “expert” for them to understand the Word of God. The simpler the process, the more likely they will do it with others. Also, repetition leads to memory and a new confidence to reach out to others.

In the discovery approach, the study experience is not based on teaching, but rather on the inductive method of discovery (asking questions). This allows for all participants to be “facilitators” because prior knowledge is not required. In this model, all the participants in the group share facilitation of the sessions on a rotating basis.

This is an important dimension as both believers and not-yet believers experience the sufficiency of God's Word and the Holy Spirit to lead people to truth. There is no need for advanced bible knowledge to understand God's Truth, respond to it, and be transformed by it. Please note, as well, that no one in the group is ever required to facilitate if they do not want to. They may simply “pass” if they wish.

The designated “facilitator” starts the session by welcoming everyone and then simply guiding the group through the questions. The role of the facilitator is to keep the group engaged with the questions in the allotted time. The facilitator is also responsible for keeping the discussion focused on the passage and making sure everyone has the opportunity to contribute. At no time is the facilitator (or anyone else) to teach or dominate the discussion. The biggest challenge for the facilitator will be to keep the group moving quickly enough to complete the entire discovery session.

If this is a new group, or new members have just been added to the group, the facilitator should quickly review the “Group Guidelines” with the group to ensure everyone understands the discussion guidelines. Once a group has started, it is good to occasionally review these guidelines just to reinforce them and/or to bring the focus back if the group is beginning to stray.

Within the first weeks, you will want to prepare someone else in the group to facilitate the next session. You can meet with them outside the group to go over the passage and answer any questions they have. This is also a good time, one-on-one, to discuss any spiritual questions they may have from the previous discovery sessions, questions they might not feel comfortable asking in the group. You can also ask questions about their spiritual background and where they are in their spiritual journey.

After this person facilitates ask someone else to volunteer to facilitate the group for the following session.

You are actively looking for spiritual seekers (especially Persons of Peace) who will eventually invite their friends, family or coworkers into a new group. Be alert to opportunities to follow-up with individuals in the group during the week to answer questions and initiate spiritual conversations.

It's Reproducible, Like Soccer.

While American football has been among the most popular professional sports in the United States, it has not spread to other parts of the world. The name, football, is reserved throughout most of the rest of the world for what we call soccer.

Why is soccer so wildly popular throughout the world?

Soccer is infinitely reproducible. It is a simple game that demands very little equipment. You can travel most anywhere in the world and you will likely find a soccer field. If you travel internationally we encourage you to carry a couple of new soccer balls and a small hand pump. Be assured that children will know what to do with a ball after you air it up and give it to them. They will be incredibly happy to put your gift to use.



Rapid multiplication of disciple-making groups only happens when the process is simple and infinitely reproducible. When an outreach to others depends on complicated, time-consuming practices, multiplication will not happen.

We are introducing:

- a simple process,
- practical tools, and
- a proven approach.

Start

Session Four



"Lord, teach me your demands, and I will keep them until the end." Psalms 119:33 NCV

Jesus has demands (directives/commands/instructions) for each of us as Christians. As noted, He commands us as He did His first disciples to pray for workers (Matthew 9:37-38), to go make disciples (Matthew 28:19-20), and to start by finding a person (Matthew 10:11a).

Start Discovery Study Groups

Before you start a discovery study, stop and realize that you must continually depend on the Holy Spirit to bring conviction. Trust that God is already at work and going before you to help you find individuals who hunger in their spirits, and who will discover for themselves. Start by realizing that they are to be "fed" by the bread of life!

When you and the person you have found start a group, keep in mind that the discovery approach exhibits deep trust that *"the Word of God illuminated by the Spirit of God is enough to produce the people of God"*. The approach places great confidence in people listening to what God says and being able to identify specific ways to put it into practice in their lives, either individually or collectively.

Scriptures:

- John 6:41-51 (Note verse 45 which says, "They will all be taught by God.")
- Matthew 23:1-12 (In Matthew's Gospel only Jesus is to be called "Teacher").
- Matthew 13:1-23 (Jesus uses parables with the crowds which means they have to "discover" the meaning by asking him).
- Hebrews 8:1-13 (Through Jesus God writes His laws on our hearts).
- Luke 10:25-37 (Jesus models the use of questions in guiding an exploration of truth).

Practice Study 2 — Practical Tools

This practice session will give you a second experience in the discovery study process.

- Sit down with a friend, a neighbor, a family member or someone at work. Preferably with the same person who joined you for Practice Study 1.
- Do a trial study discussion with eight questions in the study. We suggest a second scripture passage John 15:5-8 for Practice Study 2.
- Go to the following page, a Trial Study Passage, and get started.

All the background information and instruction in this book is important and will serve you well in understanding and initiating discovery study groups.

A Trial Study Passage

Read the Scripture Passage – John 15:5-8 NCV [Listen to the Dramatized Audio Version](#)

5 "I am the vine, and you are the branches. If any remain in me and I remain in them, they produce much fruit. But without me they can do nothing.

6 If any do not remain in me, they are like a branch that is thrown away and then dies. People pick up dead branches, throw them into the fire, and burn them.

7 If you remain in me and follow my teachings, you can ask anything you want, and it will be given to you.

8 You should produce much fruit and show that you are my followers, which brings glory to my Father.

Discover and Review

Enter your answers, discoveries, and responses as notes or [click here](#) to download and print the questions.

1. What happened in the last week for which you are **thankful**?

2. What difficulty or **challenge** are you facing?

Scripture Reference _____ Read and listen to the passage.

Retell the scripture passage in your own words (group members can fill in details):

3. **How did you apply** what you discovered in the last group meeting?

(This question is not asked during a group's first session..)

Individuals discover for themselves in a shared experience. Discovery study groups focus only on a current or previously covered passage (not other people's ideas, or outside content/sources). No one is to teach or add outside information into the study. If someone does that, simply ask "Where is that found in this passage?"

Review and Learn

The last session review/accountability questions (#3A, #3B, #3C) are not asked during the first session.

Enter your answers, discoveries, and responses as notes or in the downloaded and printed form.

Since the last group meeting,

3a. How did you do with your “I will” statement(s)? (Q#6) (Not asked during the first session.)

3b. How did your attempt to share the story go? (Q#7) (Not asked during the first session.)

3c. How did the attempt to help with the one challenge go? (Q#8) (Not asked during the first session.)

4. What do we learn about **God**? (cite scripture reference)

Respond and Apply

Enter your answers, discoveries, and responses as notes or in the downloaded and printed form.

5. What do we learn about **people**? (cite scripture reference)

6. How will your life change if you put this passage into practice and respond to what you discovered in this passage?

Your answer begins with "I Will" and should be Specific, Measurable, Attainable, Realistic, and Time-bound.

I Will ...

7. Who else do you know **who needs to hear** what you have learned in this passage?

8. How can we **help** with one challenge (# 2)? (The group chooses one of the challenges in question #2 as one they can do something about.)

Group Facilitator or Notetaker: Enter your notes (answers, discoveries, and responses) from this group session. [Click here](#) to complete and submit the form.

How Did It Go?

Review and Learn

Please provide a brief statement about your answer. **Since your last trial study meeting, how did you do with...**

Your “I will” statement(s)?

(Q#6) (This question is not asked during a group’s first session..)

Your attempt to share the story?

(Q#7) (This question is not asked during a group’s first session.)

Your attempt to help with the one challenge?

(Q#8) (This question is not asked during a group’s first session.)

In this session, how did you do with...

Answering the question, “What do we learn about God”?

Serve

Session Five



“Let us think about each other and help each other to show love and do good deeds.”

Hebrews 10:24 NCV

Serve. Serve with Purpose.

Our ultimate purpose is to create natural opportunities to interact with enough different people to find Persons of Peace. The idea is to prayerfully begin to identify the needs of the person, community, or the group God is directing you to reach.

Meeting highly valued needs is a way to genuinely love on people in the name of Christ. The goal is to genuinely care for the people with the love of God, and allow the Holy Spirit to open doors of opportunity to communicate the love of Christ.

Meeting needs should be included in and even precede your efforts to disciple people to Christ. Serving is a biblical bridge to seeing discovery groups formed. Timing is always important and necessary. Prayer and fasting open us to God’s insight and timing.

Scriptures:

- Matthew 25:31-46 (Meeting needs serves Jesus).
- Philippians 2:1-11 (Having the mind of Christ entails caring for the interests of others).
- Acts 10:30-38 (Serving and doing good was a fundamental part of the message about Jesus).
- Acts 3:1-16 (James and John heal the lame man and that opens doors for talking about Jesus openly).
- 1 Thessalonians 2:1-12 (Paul’s exemplary life involved sharing the Good News and lovingly caring for people, too).

Advertising on Craig's List

A group of people were instructed in how to facilitate discovery studies among their friends who do not know Jesus. One young lady was encouraged by her pastor to come. Her pastor also came. She immediately recruited enough people to have two groups of six ladies. She intentionally invited a few of the ladies from her church to participate. There were two not-yet believers and four believers in one group. The ratio was the opposite in the other group.

This lady immediately began to coach a member of one of the groups to facilitate. She was passing on the leadership from day one.

Her pastor urged her to “think outside the box” as she considered who to invite to the groups. She decided to run a Craig's List ad. Here is what the ad said:

“If you would like to participate with a small group of women as we walk together discovering what God has to say to us through His word then I would love to talk to you!

This is a small group of women (no more than 6) and we will meet together weekly. We will encourage each other as we look to God's word for answers we all want.

If you have never been to church in your life – this group is for you! If you have been to church every time the doors have been open and still feel like you don't know who God is – this group is for you! If you don't know if you even believe in God – this group is for you!

You don't need to know anything about the Bible at all! This is a DISCOVERY group. We will only focus on what the Bible says – not what PEOPLE have to say about God.

I can't wait to hear from you.”

One month later this lady shared:

“The ladies have really opened up and have been very willing to share what is going on in their lives. One lady in particular does go to our church and has for a couple of years but has not made any real connections with anyone in the church. She has been extremely shy. I am happy to report that she has opened up and shared in the group. Tears just flow from this precious lady and I can see that healing is happening in her life.”

This lady also shared that the lady who responded to the Craigs List ad, *“has continued to come. She is having some serious struggles and it is apparent now why God led her to join our group. Even though she is a new believer I am in awe of how God is comforting her and leading her. She is clinging to Him and staying in the Word.”*

Expect the hardest places to yield the greatest results.

This jail is a hard place. No TV or internet. A small radio might play for a couple of hours a day with the news. There is no exercise yard outside and no weights inside. On good days a garage-type door is raised and lets the sun and fresh air into the thirty-foot cube called the ODR. Here the guys walk in circles around the perimeter or play volleyball or hackey-sack with a balled up sock for an hour. Others might sit in a corner to do a discovery Bible study. This facility has often reminded me of a Kevin Youngblood quote from a class on Jeremiah, “Nothing grows in the desert—except faith!” This jail is a desert.

Jeremy, Chris, Michael, Aaron and at least fifteen more became discovery Bible study facilitators during those years. Most of them were in the “hardest” of the sixteen pods. Here many guys passed their days playing cards—gambling for soap, shampoo and other items inmates can buy from the commissary with money their loved ones put on their account. The sharks loved displaying their winnings as though they were gold medals.

But a small group of men prized themselves in hearing from God and finding ways to obey what they heard.

The toughest times were learning that a loved one had died and not being able to go to the funeral. The hard times included missing your oldest son’s graduation, hearing the judge’s ruling denying your motion for early release, or being told you could reapply for parole next year. The guys grew to realize others were watching at such moments wondering whether a Bible would be slammed in the trash can and God’s name blasphemed for not answering prayers.

Several of these men grew by leaps and bounds. Their growing faith often amazed me. But none of them were blessed more than I was. God gave me this place to walk out one of the oddest of the discovery study group Counter-Intuitives—“Expect the hardest places to yield the greatest results.” Guys in this jail took the truths I was sharing to heart because they discovered them for themselves and they were certainly in a hard place. Little did I know that their story would inspire others in Europe and Africa to begin making disciples in jails and prisons. God’s ways are not our ways.

[Personal story excerpted from John King’s blog.]

[Just like John’s engagement with prisoners in a jail, people discover Jesus when you pursue the process.](#)

Pursue the Process of Discovery

Watching Jesus make disciples in the gospels has convicted us of the incredible role good questions play in the process of discovery. Jesus asked the disciples, *“Who do people say the Son of Man is?”* (Matthew 16:13). They needed to chew on the options that people were batting around. After that happens, Then *“Jesus asked them, “And who do you say I am?”* (Matthew 16:15). Are they going to agree with one of the current theories? Does Jesus make them think of John, Elijah or Jeremiah?

After Peter answers, Jesus pronounces a blessing upon him for getting this revelation from God. Who gave Peter insight into Jesus’ identity?

Who is going to give insight into the identity of Jesus to people today?

As He did with Peter, the Holy Spirit will. You can do your part. You can pursue the process of discovery. You will see the Holy Spirit give insight into the identity of Jesus.



You can successfully reach out in your world. It will require change and you can be the change agent!

Be the Change Agent



The Multiplier Vision

“Instructing and coaching individuals and disciple-making discovery study groups to transform lives and multiply by making disciples who make disciples.”

The discovery study approach is counterintuitive and we have learned from experience that when the discovery study group approach to disciple-making is introduced and experienced there will typically be some level of push back (resistance).

This book is introducing changes in the way missions and outreach is being done and changes in how you can successfully reach out in your world. Ask yourself, “Are you feeling compelled, even driven, to see change happen, to change results?”

If so, you will need a new vision.

When you are not able to envision a new reality, a new way to move forward, especially when you are dissatisfied or disappointed with your current experience (the status quo), you need a way to get started — one in which change happens.

When all three, a vision to move forward, a way to get started, and an experience of seeing change happen are in place, their combined force can be greater than any push back, resistance or hesitation you are facing.

So why are we mentioning things like push-back, resistance, the need for a new vision, a simple way to get started, and the importance of seeing change happen? The reason is simple.

We don’t want you to try and fail in the discovery study group approach to disciple-making.

Failed attempts to produce real change lack one or more of these three:

1. A vision to get started
2. A simple way to get started
3. Seeing change happen

A new vision alone is usually not enough to produce change.

Keep in mind that being dissatisfied with traditional default evangelistic strategies and with your personal experiences of trying to share your faith with others may be your starting point to see multiplication happen in your life and in the lives of others.

Most of the established strategies have concentrated on reaching individuals, but are structurally inadequate to support and empower group multiplication. They add, but they do not rapidly multiply. We are presenting information and instruction for a different approach — one Jesus gave to His disciples.

The discovery study group approach provides a way to make that happen.

We are offering a vision with a way for you to see change happen in the lives of people around you.

The purpose for the information and instruction in this book is not to question or replace traditional approaches to discipleship, or the efforts of churches or organizations that teach, train and send out people who have been specifically called to reach others.

The purpose is to show you how you can succeed as a multiplier and see change happen.

This model follows a vision and leads to change that is needed to equip you to make disciples who become disciple-makers.

You will be able to coach and instruct others who can catch the vision, overcome resistance, and see Kingdom change in the lives of others. We are presenting a cycle to get you started with change. This change is not only possible, but it has been proven millions of times! Yes, millions!

It's Happening.

In countries throughout the world an approach commonly called 'Discovery Bible Studies' or 'Discovery Group Studies' has impacted millions of not-yet believers. Yes, millions. In the decade 2005-2015 in Sub-Saharan Africa more than 313 people groups were engaged, with 40% of these groups formally "unreached." The resulting decade of data from 28 African countries was compiled and reported in 2016. The results were:

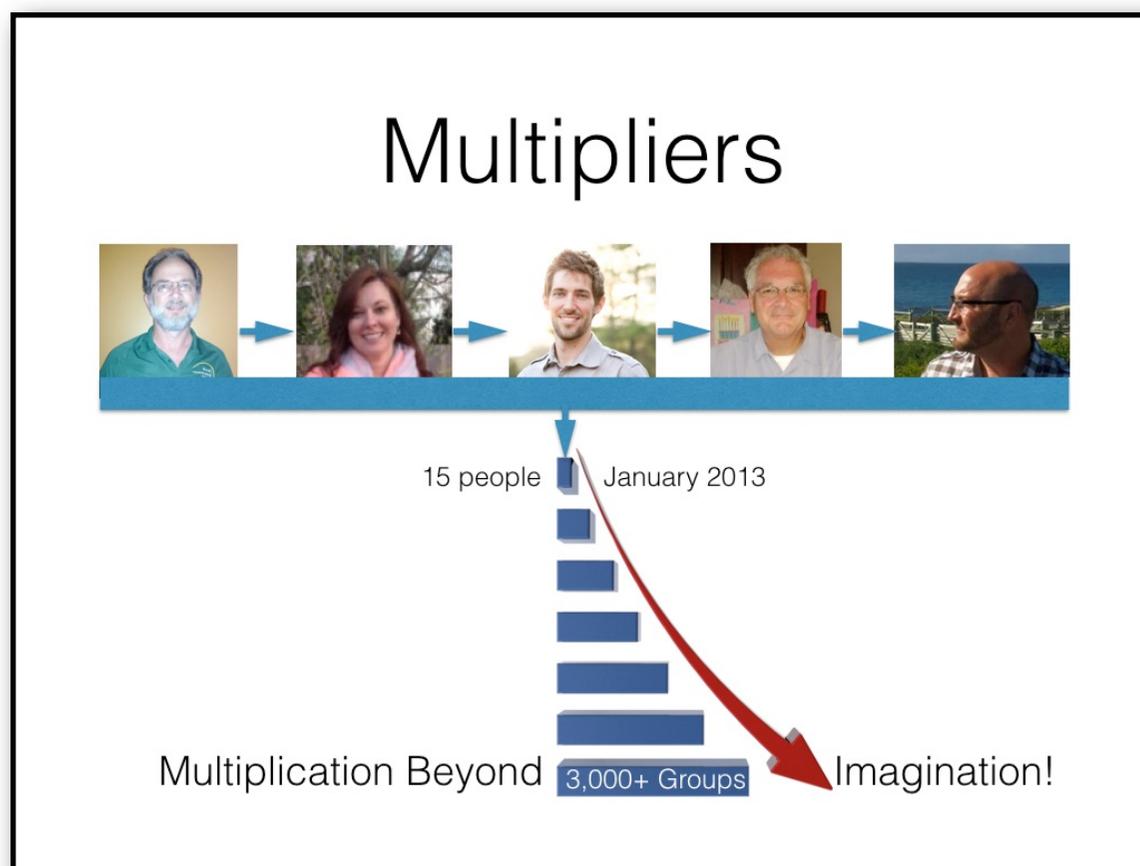
1,056,483 new Christ followers

35,198 simple churches started

In this process more than 500 African ministries have joined in the effort.

What makes this approach different? It is about discipling not-yet believers to a relationship with Jesus Christ. It is about the not-yet believers discovering Truth for themselves in the Word of God. When the guidelines and the principles are followed, exponential multiplication takes place...not just addition.

In the U.S. in January, 2013, a young missions pastor had been searching for an answer. He wanted to see multiplication and was introduced to the discovery study group approach. He **started with a group of 15**. That group multiplied, started other groups, and although it has now become impossible to track the numbers, the last estimate was that it had continued to multiply and had **spread to over 3,000 groups** that were continuing to discover together who God is, and how He wants them to live.



Another group who were not fully satisfied with their ministry's impact, and wanted to see multiplication, **started in the U.S. with 25 individuals**. That group replicated itself and has **multiplied to impact over 140,000 individuals** with discovery group studies. Many of these individuals have now introduced the discovery process into some of the most challenging, gospel-resistant areas of the world. God is moving beyond what was thought possible.

We have been involved with and have worked with both of these initiatives, but there is so much more to do and so many more doors that God wants to open in the Americas.

This simple discovery study group approach includes reading a scripture passage, answering eight simple questions, and following ten guidelines. Two of the eight questions are, “How can I respond to God from this passage? And, how can I share what I am discovering with others?”

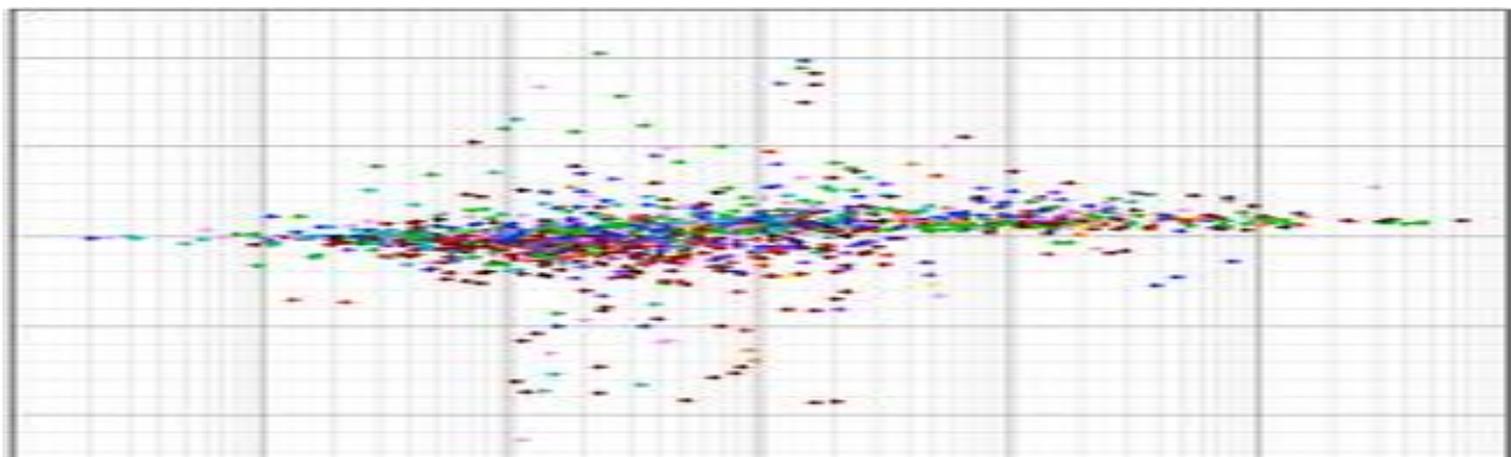
What is so amazing is that in this simple process millions around the world are discovering for themselves in the Word of God, and sharing the Word of God with others, many times even before they themselves accept and know Jesus Christ personally.

People in discovery study groups are not told what they should believe. As the scripture passages are read and people in the group answer questions, they discover Jesus in the Word for themselves.

In remote parts of the world, and increasingly in the Americas, discovery study groups are being put into practice. You can now have a simple way to reach out to co-workers, to members of your family, or to people and people groups in your community.

This approach is about responding to God.

So, what is one of the determining factors that kept the 3,000 groups starting from 15 people, and the 140,000 individuals starting from 25 individuals from ever becoming a movement in the United States?



This dot chart tells part of the story. They went wide, but not generationally deep.

Let Lost People Lead

Who can facilitate a discovery study?

“You can’t seriously let lost people lead Bible studies!” is one response we hear. “There aren’t lost people who are willing to lead a Bible study,” is another assumption. Both reflect a failure to understand who a Person of Peace is.

A Person of Peace is someone God prepares to serve as a bridge to his/her circle of influence.

This person already is looked to as a leader, so we are not putting a lost person into a leadership position. We do equip this person to facilitate a discovery group study. The equipping is done through a relationship that has begun around the spiritual openness of this person.

Finding a Person of Peace

We have met this person by being “overtly spiritual without being obnoxiously religious.” We openly point to God and what we are learning about Him and His expectations for our lives as we interact with people. Our purpose for these comments is to identify and connect with Persons of Peace.

After we find them (or they find us), then a relationship is built that leads to the point of willingness to lead their circle of influence in a discovery process.

A Person of Peace (even while they are still a not-yet believer) is someone who enables, assists, makes possible, promotes, advances, encourages, and helps the discovery group study process move forward.

Persons of Peace do not teach other members in a group. They facilitate. Facilitators lead the group in a process of hearing Bible stories and asking what those stories reveal about God and people along with what an obedient response to the passage entails, and who they know who needs to hear these stories.

The purpose of discovery studies is accomplished as individuals facilitate the discovery process. No one has to teach. No one is allowed to teach. Together the group explores what God is like in the passages they encounter.

The beautiful thing about this type of study is many participants find it easily reproducible. They realize they, too, can facilitate this style of study. Many become willing to take this type of study to other family members, friends and co-workers. Let the lost lead so many learn how to facilitate!

It’s time for an important reminder. It won’t be reproducible unless you fully empower group members. You must release them and leave the group!

About Leaving the Group

Don't miss this.

The MAKE Acronym

Jesus said "Go and 'MAKE' disciples" (Matthew 28:19-20)

- **M**odel the discovery principles and process with groups started by either potential multipliers or Persons of Peace.
- **A**ssist the new group members and prepare them to find and connect with a Person of Peace. Even before they are Christ followers they can facilitate a new group with that person.
- **K**eep the sessions in the new group on track.
- **E**mpower - Stay connected and available to the new group, but release the new group as soon as you can. Entrust the facilitation and multiplication to its members — to fully empower them you must release them and leave the group.

Keep the 'MAKE Acronym' in mind. In the next practice study you will have another discovery study group experience. Please review the group guidelines and facilitator guidelines before you do Practice Study 2.

Review the Guidelines

Discovery Study Group and Facilitator Guidelines

Group Guidelines

1. Everyone shares in sentences not paragraphs (to avoid anyone talking too long).
2. Focus only on what this passage is saying (not other passages).
3. Focus only on what this group is experiencing (not other people's ideas, or outside sources). [The question, "Where is that found in this passage?" helps avoid that.]
4. Give people time to respond (don't be afraid of silence, and allow people to "pass" if they so desire).

Facilitator Guidelines

5. Facilitate. Ask the questions, don't teach. Don't lead. Anyone can facilitate. Encourage everyone to take turns being the facilitator.
6. Keep the session on schedule (45 minutes to one hour max)—Complete all the questions. (Note: This may be the hardest part.) Encourage everyone to share.
7. Responding to questions from individuals — Ask, "What in this passage helps us answer that question?"

(The goal is to help the group see that everyone can understand the passage.) Facilitators: Don't be too quick to contribute your answer/comment to the questions. Let the group respond and figure out their responses.

8. If an individual's question is not about the passage, say, "Let's discuss this further after our group time..." If it is a genuine question, the person will make time afterwards. If you don't know the answer and no one else does, say, "Let's do a separate study at another time on a passage that answers that question."
9. Dealing with "strange" or "wrong" interpretations or distracting questions/ discussions. Ask the question, "Where is that found in this passage?" Ask the group if they see the same thing (builds a culture of self-correction). If the issue persists, suggest that you and the person talk about it afterwards because, "The goal for today is to focus on what this passage has to say."
10. Close the group to new members joining when you leave the group, or when the group can be facilitated by the group members. If someone wants to bring someone new after that, help them start a new group with that person and those that person can invite.

Trust

Session Six



"But the Lord's plans will stand forever; His ideas will last from now on." Psalms 33:11 NCV

Trust. The Holy Spirit Does the Work.

Helping others discover in His Word is God's idea. Using tools (eight simple questions, ten guidelines, scripture passages, instruction, and coaching), you can be part of God's plan to see many more not-yet believers come to Christ.

Jesus not only uses ordinary, everyday people with no special talent or training, but He does impossible things through ordinary, everyday people.

When ordinary people make disciples, the ordinary people they disciple realize they can do it too! Whether they are discipled by "ordinary" people or "professionals," they are ultimately treated by the same specialist—Jesus!

You can do this right where you are. It is doubtful that anyone expected a move of God to break out in the Philippian jail.

Who would have expected that Saul of Tarsus would be chosen as the apostle to the Gentiles? Who could have anticipated Galilean fishermen would be selected to turn the world upside down? When hard places yield great results God gets the glory!

We have seen Muslim sheiks and imams become powerful church planters. We know former terrorists who now make disciples. We know people faithfully serving God with disciple-makers they had previously vowed to assassinate.

Who do you see as the least likely — government officials, Wall Street investors, drug-pushing gangs, sex-traffickers?

Trust the transformational power of God.

God is using common everyday people like us. He is greatly using believers who have previously viewed themselves as unprepared to make significant contributions to the spread of the Kingdom. Stay open to the idea of the Holy Spirit speaking to everyone through the Word.

Trust that God will use you. You can trust Him to work through the discovery study group approach.

In this approach:

- Story-based scripture passages make the works of God come alive.
- God is moving through prayer and people.
- Whole groups are coming to Jesus.
- You first make disciples, not converts. Disciple to salvation.
- People of peace are everywhere.
- Lay people are doing the work.
- No one tells people what to think, what to believe, or what to do.
- Discovery studies provide a simple and practical model.
- The eight questions provide a great template.
- People transition to hearing from God and letting the Holy Spirit teach them.

God is working differently in each life. What He does is beautiful! The discovery study approach is a perfect tool to transition group participants to not only hear from God, but let the Holy Spirit teach them. No one is telling them what a verse or passage means, or how they can apply it, God is!

Empowering “everyday” people to become disciple-makers is exciting. Watching the light bulb come on brings great joy. Hearing people share what they are discovering, especially those who are reading and hearing the Word for the first time in their lives is rich. Being responsive to God is rewarding!

He has already gone before you. He is already preparing the way.

Woman at the Well

Before you complete Practice Study 3, consider this:

In John 4:35 Jesus tells the twelve, “You have a saying, ‘Four more months till harvest.’ But I tell you, open your eyes and look at the fields ready for harvest now.”

Little did they know that He had opened the heart of a Samaritan woman. They could never anticipate that they were about to spend two days watching many of these spiritual outcasts come to faith in Jesus as the Messiah. Many believed because of the testimony of this woman. Many more came to believe because of their time spent with Jesus.

It is estimated that more Muslims have come to faith in Jesus in the last thirty years than all the previous centuries combined. Just like John 4, much of the sowing and harvesting is being done by people within the communities. They too are being visited by Jesus. He is appearing to many through dreams and visions. Believers from Muslim backgrounds are leading the charge to get the Gospel out to those who have never heard.

Practice Study 3 — Proven Approach

This practice session will give you a third experience in the discovery study process.

- This time don't just sit down with a friend, a neighbor, a family member or someone at work. Preferably the same person who joined you for Practice Study 1 & 2 can join you again. **This time invite two or three others to also participate in the practice study.**
- Do a trial study discussion with eight questions in the study. We suggest a third scripture passage John 4:5-30, 39-42 for Practice Study 3.
- Go to the following page, a Trial Study Passage, and get started.

All the background information and instruction in this book is important and will serve you well in understanding and initiating discovery study groups.



A Trial Study Passage

Read the Scripture Passage – John 4:5-30, 39-42 NCV [Listen to the Dramatized Audio Version](#)

6 Jacob's well was there. Jesus was tired from his long trip, so he sat down beside the well. It was about twelve o'clock noon.

7 When a Samaritan woman came to the well to get some water, Jesus said to her, "Please give me a drink."

8 (This happened while Jesus' followers were in town buying some food.)

9 The woman said, "I am surprised that you ask me for a drink, since you are a Jewish man and I am a Samaritan woman." (Jewish people are not friends with Samaritans.)

10 Jesus said, "If you only knew the free gift of God and who it is that is asking you for water, you would have asked him, and he would have given you living water."

11 The woman said, "Sir, where will you get this living water? The well is very deep, and you have nothing to get water with.

12 Are you greater than Jacob, our father, who gave us this well and drank from it himself along with his sons and flocks?"

13 Jesus answered, "Everyone who drinks this water will be thirsty again,

14 but whoever drinks the water I give will never be thirsty. The water I give will become a spring of water gushing up inside that person, giving eternal life."

15 The woman said to him, "Sir, give me this water so I will never be thirsty again and will not have to come back here to get more water."

16 Jesus told her, "Go get your husband and come back here."

17 The woman answered, "I have no husband." Jesus said to her, "You are right to say you have no husband.

18 Really you have had five husbands, and the man you live with now is not your husband. You told the truth."

19 The woman said, "Sir, I can see that you are a prophet.

20 Our ancestors worshiped on this mountain, but you say that Jerusalem is the place where people must worship."

21 Jesus said, "Believe me, woman. The time is coming when neither in Jerusalem nor on this mountain will you actually worship the Father.

22 You Samaritans worship something you don't understand. We understand what we worship, because salvation comes from the Jews.

23 The time is coming when the true worshipers will worship the Father in spirit and truth, and that time is here already. You see, the Father too is actively seeking such people to worship him.

24 God is spirit, and those who worship him must worship in spirit and truth."

25 The woman said, "I know that the Messiah is coming." (Messiah is the One called Christ.) "When the Messiah comes, he will explain everything to us."

26 Then Jesus said, "I am he—I, the one talking to you."

27 Just then his followers came back from town and were surprised to see him talking with a woman. But none of them asked, "What do you want?" or "Why are you talking with her?"

28 Then the woman left her water jar and went back to town. She said to the people,

29 "Come and see a man who told me everything I ever did. Do you think he might be the Christ?"

30 So the people left the town and went to see Jesus.

39 Many of the Samaritans in that town believed in Jesus because of what the woman said: "He told me everything I ever did."

40 When the Samaritans came to Jesus, they begged him to stay with them, so he stayed there two more days.

41 And many more believed because of the things he said.

42 They said to the woman, "First we believed in Jesus because of what you said, but now we believe because we heard him ourselves. We know that this man really is the Savior of the world."

Discover and Review

Enter your answers, discoveries, and responses as notes or [click here](#) to download and print the questions.

1. What happened in the last week for which you are **thankful**?

2. What difficulty or **challenge** are you facing?

Scripture Reference _____ Read and listen to the passage.

Retell the scripture passage in your own words (group members can fill in details):

3. **How did you apply** what you discovered in the last group meeting?

(This question is not asked during a group's first session)

You can discover for yourself, alone, or in a shared group experience. Discovery study groups focus only on what the group is experiencing (not other people's ideas, or outside content/sources). The question, "Where is that found in this passage?" helps avoid that.

Review and Learn

The last session review/accountability questions (#3A, #3B, #3C) are not asked during the first session.

Enter your answers, discoveries, and responses as notes or in the downloaded and printed form.

Since the last group meeting,

3a. How did you do with your “I will” statement(s)? (Q#6) (Not asked during the first session.)

3b. How did your attempt to share the story go? (Q#7) (Not asked during the first session.)

3c. How did the attempt to help with the one challenge go? (Q#8) (Not asked during the first session.)

4. What do we learn about **God**? (cite scripture reference)

Respond and Apply

Enter your answers, discoveries, and responses as notes or in the downloaded and printed form.

5. What do we learn about **people**? (cite scripture reference)

6. How will your life change if you put this passage into practice and respond to what you discovered in this passage?

Your answer begins with “I Will” and should be Specific, **M**easurable, **A**ttainable, **R**ealistic, and **T**ime-bound.

I Will ...

7. Who else do you know **who needs to hear** what you have learned in this passage?

8. How can we **help** with one challenge (# 2)? (The group chooses one of the challenges in question #2 as one they can do something about.)

Group Facilitator or Notetaker: Enter your notes (answers, discoveries, and responses) from this group session. [Click here](#) to complete and submit the form.

How Did It Go?

Respond and Apply

Please provide a brief statement about your 'yes' or 'no' answer. **How did you do with...**

Answering the question, "What do we learn about people"?

Answering the question, "How will your life change if you put this passage into practice and respond to what you discovered in this passage?"

Answering the question, "Who else do you know who needs to hear what you have learned in this passage?"

Deciding how can we help with one challenge (# 2)?

(The facilitator guides the group choose one of the challenges in question #2 as one they can do something about.)

Respond

Session Seven



"From the place of His dwelling He looks on all the inhabitants of the earth; He fashions their hearts individually; He considers all their works."

Psalms 33:14-15 NKJV

Respond. Never Substitute Knowledge About God for a Response-based Relationship with God.

God is going before you. A part of your response can be seeking to maximize your God-given potential to not only make disciples, but make disciples who make disciples.

If we can dare to believe, then we can be open to learning some strategies and tactics that are extremely fruitful. We can shift from addition to multiplication, but we will have to shift, and for some that can be a hard, difficult process.

Change begins when you respond to a new vision, a new mind-set and new possibilities with the question, "What if...?".

There are many strategies and tactics which are easier to learn by watching rather than reading a description. This is the reason YouTube "How To" videos are so valuable to do-it-yourselfers.

It is much easier to facilitate a Discovery Group after sitting in on one for a couple of sessions than it is trying to imagine one from even a detailed description.

With the descriptions and practice sessions (trial studies), you will experience a discovery study from the inside. You will see how it works and how you can reach others.

Will you dare to respond to God and get started? Who will dare to practice what is working in Africa, Asia and Central America long enough to know and trust the strategies well enough to see the tactics

work in Colorado, Texas, Tennessee or wherever you are? You can offer this approach to individuals who have given up on God as they know Him, and on church as they know it.

A daring group of ordinary people or unusual church leaders are the kinds of people we are looking for. If you know anyone that will dare to respond to God and explore new possibilities, please engage with them, and if it will help, send them our way. If you are that person, let us know how we can help you.

A shift in our strategies and tactics, a new way to respond, will open up proven multiplication, rather than just addition.

Respond to new possibilities.

The book of Acts tells stories of big harvests with reputable people like Cornelius and Lydia. It also shows us that God's grace sparks the imagination of new possibilities in the hearts of others like the Philippian jailer. Then there are the stories in the Gospels of a demoniac and the woman at the well.

These and other stories show us that God works through all types of individuals to build His Kingdom on earth. God's stories are happening today. As you respond to new possibilities you can spread the seed of the Gospel more widely than you have ever imagined!

[The following page has an example of where the discovery approach has been used to spread the seed of the Gospel more widely.](#)

Discovery in Starbucks

Elisha was meeting in a small group focused on studies from the book *Passages: Marriage Wisdom*. She had been introduced to the idea and invited by her close friend Clarice who knew that Elisha was hanging on in her marriage, often verbally put down, and not feeling appreciated even when she did everything right. They had talked before over coffee at Starbucks and Clarice had shared a deep pain she was going through. Even in her own hurt Elisha had been trying to help Esperanza with her marriage and with a confusing and controlling relationship with her husband's mother. Elisha invited Esperanza.

The three of them met at a small table in a Starbucks. They glanced through the six topics in the book: "Getting Along at Home," "Serving One Another," "Communication Conflict," "Intimacy," "Spiritually Single," and "Miscarriage,". Each topic had six subtopics. Elisha knew that Clarice had a miscarriage six weeks before and wondered how that topic would work for her.

Clarice began. "I went through a workshop introducing this process and we did practice sessions so I am somewhat familiar with how it works. I think we can each benefit from this study and from sharing in it together. There is a section in the front of your book, 'The "Discovery" Approach.' The essential guidelines are there and although it is just the basics we picked them up pretty quickly in the workshop. Basically we each answer the same questions each time and make a statement about how we will apply what we have discovered.

Clarice turned to the subtopic, 'in good times and bad,' and asked the first question, "What happened last week for which you are thankful?" and after each one had answered she followed with the second question, "What challenge are you facing in your life, family, or community?"

Clarice read the passage and asked Elisha to retell it in her own words and told her that it was not a test so she and Esperanza would help to fill in any details they remembered.

Clarice then asked, "What did you discover about God in this passage? Esperanza started her response by saying, "I read a book that said..."

Clarice immediately interrupted her and said, "If I let you finish I will likely have to ask you where in this passage is that found. In the workshop and in the "Discovery" Approach section in your book it is stated like this, "Where is that found in this passage?" It is important that we stay focused only on the passage itself when we are answering the questions. Anyone in a group can ask that question when it is needed as a reminder to help keep us all on track.

Esperanza rephrased her answer and began with, "What I discovered about God in this passage is..."

They answered the next question, "What did you discover about people (humanity)?and then came to the question, "How will you apply what you have discovered? (Start your answer with 'I will')." Clarice encouraged them to be specific and decide something simple and actionable, something they could do in the next week and report back to the group how they did. After they came up with their "I will"

statements there were two questions left to answer. The first, or actually the seventh question was, "Will you tell the story of this passage to someone this week?" They all said yes, but Clarice named another friend and both Elisha and Esperanza said they would have to think about it.

Then came the last question, "What can we do to help with, or solve a challenge from our responses to question number two. Esperanza said, "Clarice, you said you were still recovering from a medical procedure that made some basic activities, like housework, a challenge and that you needed to get stronger. I used to clean houses professionally. I owned my own business, and I'm good at it. How about I come over and take care of that?" Elisha chimed in, "How about we both come over. I can help."

As they finished with that last of the eight questions two women came from their table and the tall one with her British accent said, "Please excuse me, don't mean to intrude, but we were observing the three of you and I need to tell you that we are not religious, and maybe you are, but if you are going to do another of whatever you just did, we'd like to join you." Clarice answered, "Normally we would meet again in a week, but if you guys can stay I can. Elisha and Esperanza both nodded yes and Esperanza said, "I would like to call a friend and see if she can join us. She lives about five minutes away."

After bathroom breaks and a couple of additional drink orders the six members of this new group sat around a larger table and began the next subtopic, "love, honor, and cherish." A very good news in the process was something the new members would soon discover. No-one in the group would ever try to tell someone else in the group what to think, what to do, or what to believe. Each group member would be free to discover for his or her self and from the collective responses of the other group members.

The newly formed group continued to meet and after three more sessions the tall British-accented woman, whose name was Adwena, said, "I would like to invite a friend to join our group" to which Clarice responded, "We could add one more, but I suggest you start with her and then ask her to invite some others from her circle of influence. You will need to meet with them two or three times to get them started, but then you should no longer attend their meetings and just check in with your friend to see how they are progressing. That way we have multiplied and they can also multiply by starting other groups."

Adwena replied, "I can jolly well do that." She smiled and continued, "I just threw in the 'jolly well' because by now I am quite sure you would expect it."

Find Your Place to Start

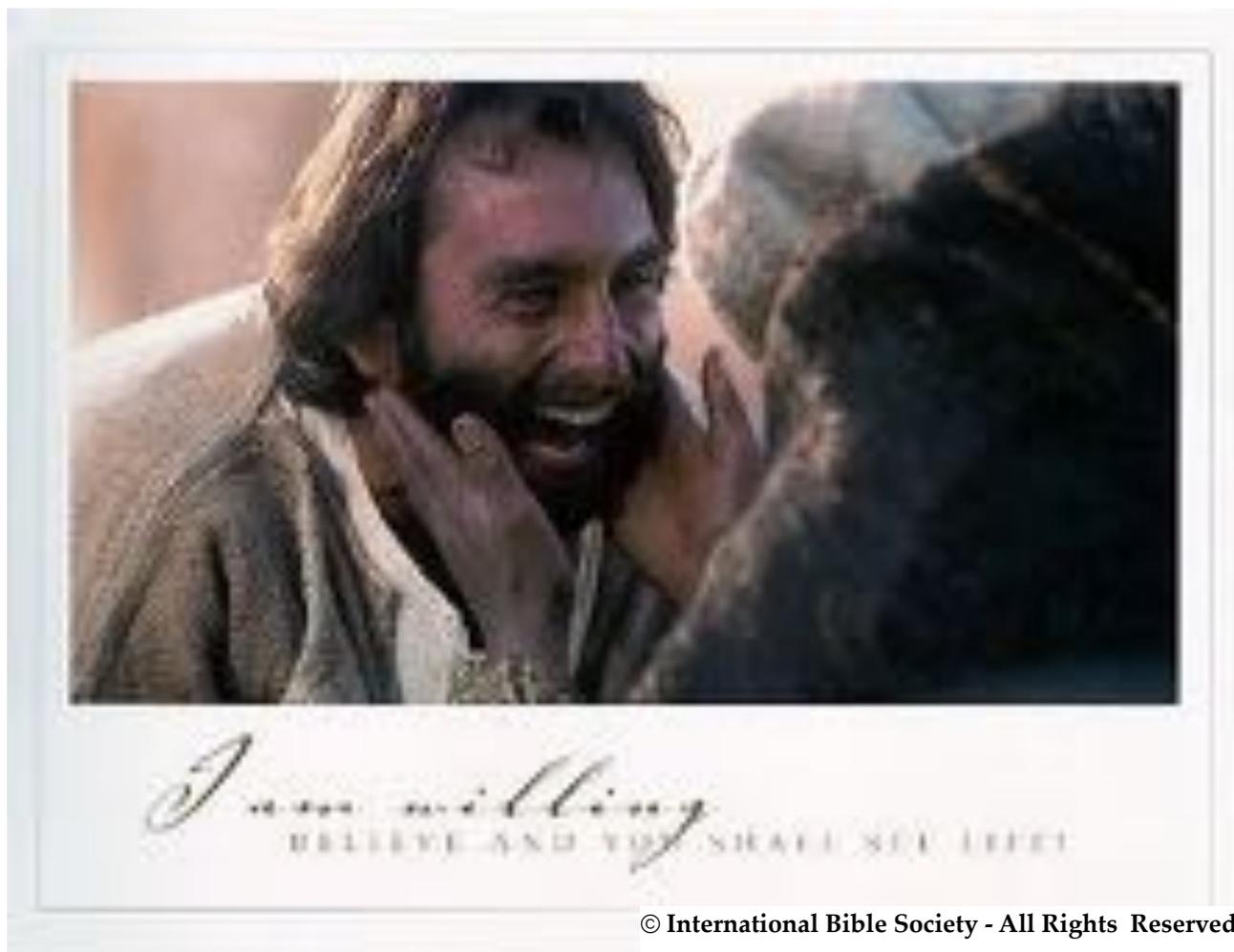
You can easily introduce someone to the discovery group studies approach. You may, or that person may have influence in any of the following categories (or in outreach opportunities that are not listed here). The discovery group studies approach can multiply anywhere.

- family
- workplace
- neighbors
- international students
- ELL (English Language Learning classes and other forms of assistance offered to immigrants and refugees)
- an apartment complex
- local jails and prisons
- a rescue mission
- marketplace chaplains
- social workers
- early/emergency responders
- fire or police departments
- military personnel
- a service organization or local ministry
- missions organizations
- church intercession, outreach, and missions groups, or
- wherever the Lord has gone before, and is asking you to join Him there.

Pray. Go. Invest time with one — to reach many. See multiplication happen.

[To see multiplication happen. be moved with compassion.](#)

Be Moved with Compassion



This picture hangs above one of our desks and is a constant reminder that Jesus was moved with compassion. We must be moved with compassion.

Discovery study groups call us to hear the Word and put it into practice. We obey out of love, just like Jesus did. We know that our obedient responses do not earn us standing before our Father, but we also know that our responsiveness opens us to being channels of His blessing for others.

[We encourage you to get started.](#)

When We Respond...

In John 14 and 15 Jesus expresses numerous blessings that come to those who are responding to Him in loving obedience.

14:15-17: When we obey Jesus, He will pray and in answer to His prayer, the Father will give the Spirit of Truth.

14:23-24: Loving obedience to Jesus results in the Father and Jesus abiding with the obedient disciple.

15:10-11: Loving obedience brings Jesus' joy to completion in the disciple.

15:12-15: Loving obedience reveals we are Jesus' friends.

15:16-17: We will bear much fruit—fruit that lasts!

Whether it is in your family, your workplace, with your neighbors, or as a part of your church's intercession outreach, or missions groups, introducing discovery study groups will create a new level of blessings within a group of people.

The group dynamic will develop a new mindset. People won't just be in a group. They will be in a group that can easily start other groups.

The launching of new groups can happen rapidly, but for a community of people to emerge with a new shared mindset there are essential elements in the approach and the formation of those groups that must be a priority.

This is not about adding groups that you personally start. Remind yourself that this is not about what you initiate, or about adding. It is about group members starting other groups and turning the facilitation of the new groups over to their group members as soon as they can. It is about multiplication. It is about you being a multiplier!

[View the Keys to Multiplication, they are essentials you can come back to over and over to answer the question, "How am I doing?"](#)



Keys to Multiplication

The Christian Multiply Purpose Statement

We train Christians in Discovery Bible Studies (DBS) so they can multiply and make disciples who start disciple-making movements (DMM).

Multiplier Priorities

- Pray, Go, and Find
- The Multiplier Cycle
- Practice disciple-making to conversion, not conversion to discipleship.
- Follow the simple approach, with practical tools, and a proven approach.

Multiplier Principals

- Make expectant prayer the highest priority
- Invest in a few to reach many
- Expect God to go before you. He will.
- God's Word and the Holy Spirit lead people to discover Truth.
- When people hear God's Word and respond by applying what they have heard to their own lives, Kingdom changes happen.
- Outsiders can reach an insider, but only insiders are effective in reaching other insiders.

Multiplier Potential

- Focus on finding a 'worthy' person (an influencer, a Person of Peace) who is ready to hear and respond.
- Facilitate, don't teach or lead. No teaching, preaching or telling your testimony in a group.
- Release the facilitation of a group to members of the group as soon as possible. Leave the group.
- After you leave the group continue to coach, or arrange for coaching, with members of the group, but do not attend the group.

Have a Strategy



Have a plan to include coaching for yourself and for others. Encourage and expect groups to not only complete a topical study or studies, but also complete the 'Discovering God' passages. Great results can come from that plan!

That plan needs to include coaching, reporting, and even reaching the nations among us.

You may want to experience a coaching session. Coaching sessions are offered after you get started and you are active in the Discovery process.

Have a Coach, Be a Coach, Coach a Coach

“...if you do anything, do it all for the glory of God.”

1Corinthians 10:31b NCV

Coaching sessions are available for you or for a group (ZOOM or phone) on the website at <http://www.ChristianMultiply.org> to answer your questions, and help you gain a greater understanding of the discovery group studies process.

Additional coaching sessions, as needed, will focus on two areas:

- Making sure your group experience is resulting in successful and meaningful exchanges that will facilitate multiplication,
- And as needed, providing instruction to help you introduce discovery group studies to others in your workplace, an organization, a church, or in your community.

Coaching sessions will help you learn more about this simple process, with its practical tools, and its proven, innovative approach.

To connect with coaches [Click here](#) and schedule a coaching session.

Coaches will guide you as you apply the proven approach to discovery group studies. They can help as you prepare to coach and instruct others. As an example, the size of the groups, and knowing how to instruct a larger group is important:

1. Keep the groups small. (Five is the ideal number, but 3-8 is okay.)
 - Prevents the practice study sessions from taking too long (45 minutes is ideal).
 - Draws quiet or shy people into the discussion.
 - Models the most readily available settings (e.g., a few people at work over lunch, a few soccer moms at the practice fields, or a handful of friends after a meal).
2. When instructing a large group, divide the group into small groups, and have them work through the questions simultaneously.
 - You get to model how to handle a bigger group.
 - Involves more people in the facilitation role.

3. Remind the facilitators of their responsibilities:
 - Keep the discussion moving and involve everyone.
 - Use the “Where is that found in this passage?” question to keep the group on track.
 - Be sure to save time for questions 6, 7, and 8.
 - Make sure someone takes notes and submits a report for each session.
4. Coaching or instructing in a large group setting should include a time after the sub groups have answered the questions to facilitate a debriefing exercise by having sub-groups list their “top three” insights into God and their “top three” ways to respond to God and apply the passage.
 - The goal is to enable people to hear from God. The larger group review confirms the things each group heard and exposes them to something they may have missed that another small group heard.
 - Provides an interesting review process (the three “Rs” of education are “repetition, repetition, repetition,” but that cannot be boring or you lose them).
 - Exercises the participants in healthy group functions (your long-term goal is to disciple them to be disciple-makers who will make disciple-makers).
 - You can “focus on the positive” by highlighting the healthiest responses. (Rather than causing those with weak responses to lose face, you get to spotlight the ones that are strong and worthy of being imitated.)

Experienced coaches and trainers often do things intuitively like handling the fact that a group was so large that it had to be divided into small groups. These coaches and trainers have been there and can help you avoid those things that will limit or destroy group multiplication. They can give you further insights into the “givens”, the essentials for success in the discovery study group process.

Face the reality that most of us really want the ease of a “one-size-fits-all” strategy. We don’t want to spend the time getting to know a coach/mentor who will ask a gazillion questions about what we are already doing in order to answer the question, “What are the first steps I ought to take to reach this God-sized vision and overcome any resistance I am already facing?”

Don’t be most of us. Get coaching. Everyone needs a coach and everyone needs a companion or colleague, a friend, an associate, people with a common interest to share experiences and encourage one another. It is important that you connect with and communicate with like-minded individuals who are also both desiring to be, and determined to be, responsive to God by becoming a multiplier.

Reporting

Entering your Answers, Discoveries, and Responses

You may download and/or print the discovery study group questions from the practice studies or simply enter your responses in this book. We highly recommended that, where possible, the facilitator or a designated notetaker for a session print and then fill in the discovery study questions during a session.

Session Facilitator or Notetaker Reports

Group Facilitator or Notetaker: Please open, complete and submit a report form for each session. A link to the form is available for the trial study and for each group session. Do not give names of the responding group members. Information you provide to us or your assigned report channel is never sold to others or otherwise disclosed for commercial purposes as personally identifiable information from you or anyone you refer to us.

This report will help us or your assigned report channel better serve and support you and your group. Your report will encourage and help numbers of other groups start, grow, and multiply. Thank you and your group members for making this a priority and completing this report for each group session.

Adding to your answers or comments with any of the questions below can be especially helpful.

- Were there any significant observations/responses from group members?
- How are you doing personally?
- Are you praying daily for the group?
- Is the group meeting consistently?
- Are all members attending and contributing?
- Are you contacting absentees during the week?
- Is anyone in the group dominating or teaching?
- Are group members sharing what they learned with someone during the week?
- Is the group serving each other and others outside the group?



A Reminder

Follow the Proven Approach

The discovery group studies process is simple and straight forward.

In the process with only eight questions, scripture passages, and ten guidelines as tools you can:

- Sit down with a friend, neighbor, a family member or someone at work, and do a guided trial study discussion with the eight questions. We suggest an initial scripture passage (Deuteronomy 6:1-12) for that meeting,
- Optional: Start a group with other Christians. This can be another person or a group you can stay in, and return to when you are not helping to facilitate another group. Encourage and equip the other members of this group to explore finding and engaging a worthy person, an influencer, a Person of Peace.
- Pray to find and connect for spiritual conversations and a guided study discussion with a Person of Peace, either with topical scripture passages or with the 'Discovering God' passages.
- Ask that person to invite others.
- You will meet with the new group and during your initial sessions with the group you will begin to see who is emerging with ongoing or additional interest.
- One of the necessary and critical practices in the discovery group studies process is you will need to leave the group, and let it be facilitated by its own members, its own insiders. Failure to do this will limit or completely eliminate the group's potential to multiply.
- As difficult as this may be, you will no longer attend the group. You can make yourself available for coaching and encouraging those who emerge from the group to start other groups.

Around the world, this process, **done this way**, is multiplying rapidly. You can multiply.

Reminder: Your objective is to engage one person (a not-yet believer) who will invite others into a group experience. Those in the group can become Christ followers and emerge as multipliers; or reach other multipliers (Christians), who in turn find a Person of Peace, a not-yet believer.

The Multiplier Cycle Revisited

In the Multiplier Cycle:

Pray

- Pray continually for God to open doors, grant favor, raise up others who will become multipliers and prepare their hearts in the discovery group studies approach.

Go

- Engage with those you meet or have met. You are going in order to find someone who will invite others to join them in a group study.

Find

- Actively continue praying and seeking potential spiritual seekers and Persons of Peace until you find those who will reach out to others in their circle of influence.

Start

- Engage with those you've met and those they bring into a group study.

Serve

- Prayerfully begin to identify the needs of the person, community, or the group God is directing you to reach. Meet highly valued needs and model group facilitation, but quickly engage others in the facilitation process.

Trust

- The Holy Spirit Does the Work. You may want to meet with individual group members outside the group time to build relationships and answer questions.

Respond

- Instruct those who decide to follow Christ to reproduce the discovery group process.
- Continually coach facilitators who are serving in a group and help them evaluate any needed changes.



Staying Connected

Let's Celebrate together!

"Already, the one who harvests is being paid and is gathering crops for eternal life. So the one who plants and the one who harvests celebrate at the same time." John 4:36 NCV

We will celebrate with you, and if your celebration seems to be delayed, or even unlikely, you will have coaches to encourage you and guide you in getting to a breakthrough. Together, we can create even greater potential for, and possibilities of, life-changing discovery!

[Click here](#). Tell us about your questions, progress, or challenges. Let us know how we can help.

Companions, a Cohort

In the discovery study group process everyone needs a coach and everyone needs a companion or colleague, a friend, an associate, people with a common interest to share experiences and encourage one another. It is important that you connect with and communicate with like-minded individuals who are also both desiring to be, and determined to be, responsive to God by becoming a multiplier.

The Ancient Passages Book Series

"I think that our jobs are our primary place of discipleship, not the church." - Dallas Willard

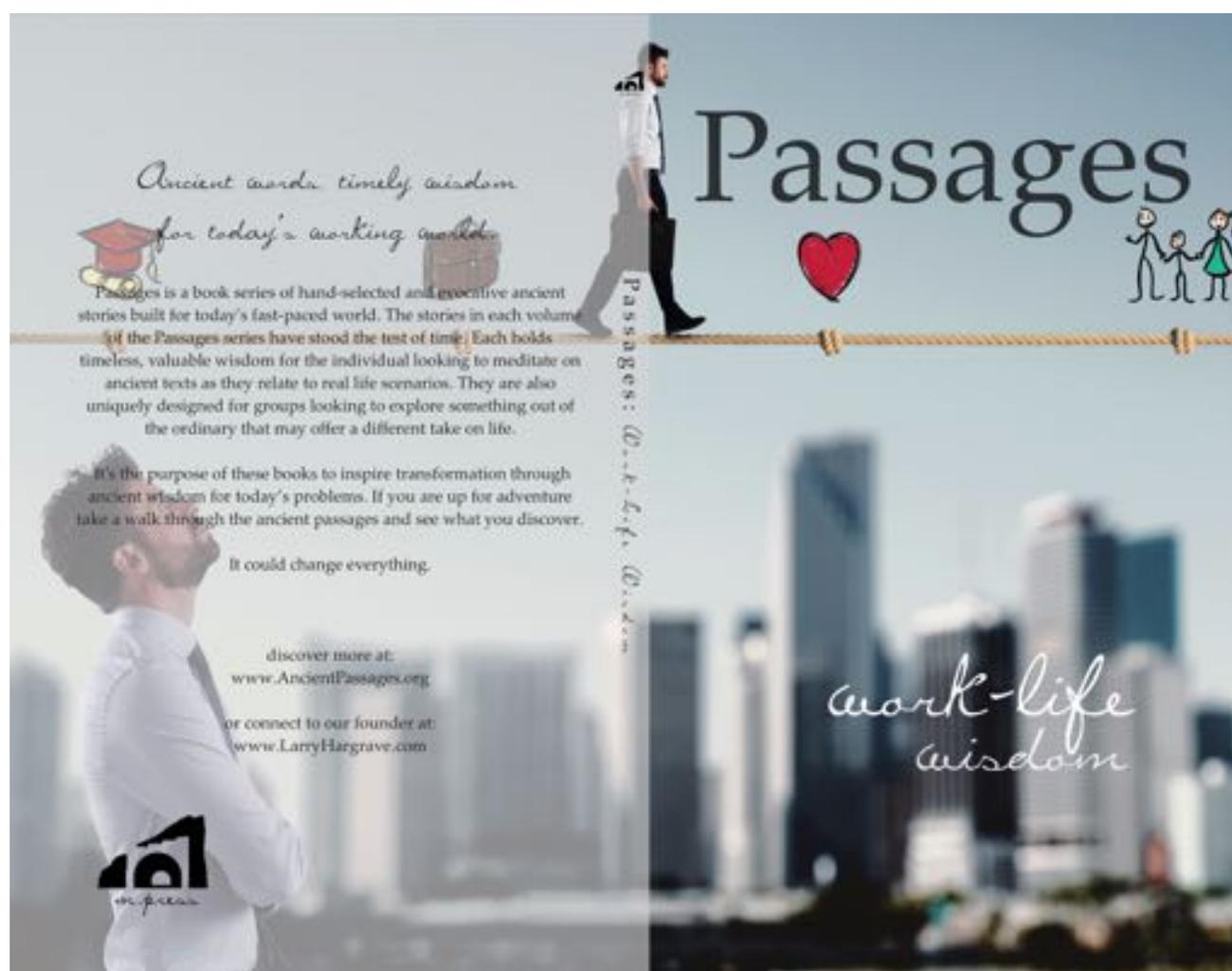
Quote from a commencement service message (transcript and video available)

<http://www.huntvalleychurch.org/willard-disciple/>

There are eleven books in the series

The books with selected scripture passages have been released by Multiplier Press, Ltd. and are available at <https://www.AncientPassages.org>:

FINDING WISDOM, FOLLOWING WISDOM, WORK-LIFE WISDOM, MEN'S WISDOM, WOMEN'S WISDOM, SINGLE'S WISDOM, MARRIAGE WISDOM, PARENTING WISDOM, YOUTH WISDOM, WISDOM for SPECIAL NEEDS, and WISDOM for RECOVERY.



As an example, the study topics and subtopics of Work-life Wisdom are:

Relationships

- life with my coworkers
- life with my boss
- life as a supervisor
- life with my competitors
- letting God be the boss
- letting the Spirit guide me

Stress

- stress from work
- stress on the job (sexual harassment)
- stress in a world you don't feel a part of
- stress from a world changing too fast
- balancing work and rest
- keeping stress in check

Ethics

- living an integrated life
- results of an unintegrated life
- the value of integrity
- integrity and conscience
- integrity and authority
- integrity and rewards

The Right Fit

- overqualified and underappreciated
- overwhelmed
- getting laid off
- unemployment
- unfulfilled
- finding deeper passion

Burnout

- finding purposeful work
- starting with why
- what's next?
- what does God have?
- an honest look at attitude
- time to stay or time to go?

Doing Your Own Thing

- following a dream
- taking the chance
- the cost of a dream
- never giving up on your calling
- paying the necessary dues
- measuring success

Each book has 36 studies. In each you will find the tools to see multiplication happen in discovery group studies. You can see others discover Jesus Christ, and you will see their faith grow.

We are presenting a simple process with practical tools. Kingdom-building multiplication is already happening. Our hope is that you will join us in instructing and facilitating more Christians to reach more Persons of Peace who will multiply and impact cultures for the cause of Christ.

Reach the Nations Among Us

An unreached or least-reached people is broadly described as a people group among which there is no indigenous community of believing Christians with adequate numbers and resources to evangelize this people group without outside assistance.

One of the amazing opportunities with discovery group studies happens as you reach out to find a Person of Peace within the nations in your community.

Reminder: Keep in mind that, by definition, a Person of Peace is not yet a Christ follower, and is in many ways not like you.

Cross-cultural discovery relationships can be very challenging, but they can provide access into unreached people groups, and even into closed nations. Someone in your surrounding community may be God's person (an insider to reach other insiders).

Pray. Go. Find that person. Be an outsider. Be a multiplier.



'Discovering God' Studies

The ultimate goal is disciple-making discovery that leads to conversions and growth.

If that is not your ultimate goal then stop now and don't pursue discovery group studies. When a person invites others from their work or social network to gather with them and do a six-week topical study, they will discover together that the Word of God not only addresses their needs, but gives them hope for better responses and a better way to live.

But, groups don't have to stop there. Before they go on to another topical study in the series, they can study the [Discovering God passages](#) (login required).

A member of the group can suggest a study of the 'Discovering God' passages. This is important before they continue with the next topical eBook. The decision to do the 'Discovering God' passages next in a group should be set before the group completes their first or current topical study.

Discovering God Studies

God Creates All Things	Genesis 1
People Disobey God & God's Response	Genesis 3
God's Special Promise	Genesis 12:1-5
The Blessing of Forgiveness	Psalms 32
God's Suffering Servant	Isaiah 52:13 to 53:12
The Birth of Jesus	Luke 1:26-38; 2:1-20
Jesus Meets a Man Seeking God	John 3:1-21
Jesus Calms a Storm	Mark 4:35-41
Jesus' Authority over Death	John 11:1-44
Jesus Dies on a Cross	Luke 23:26-49
Jesus Rises from the Dead	Luke 23:50-24:12
Becoming a Child of God	John 1:1-18

Help Spread the Word

About Multiplier Press

Multiplier Press, Ltd. (MPress) is a for-profit publishing and consulting firm specializing in books and courses that promote and empower question-based discovery of who God is, and how a person can become more responsive to Him.

Multiplier Press has a simple phrase that describes our publishing commitment to the discovery group study approach. That phrase is, *“People learn best what they discover for themselves.”*

A primary objective of MPress has been the completion and release of topical eBooks to be used in with individuals and in discovery study groups. These topics help not-yet believers experience and apply what they discover in scripture passages.

About Christian Multiply

Christian Multiply (CM^x) is a non-profit that is effectively introducing discovery study group instruction and tools to individuals, and from those individuals into their workplace and their communities.

Join us.

Multiplier Press donates to and supports the charitable purposes and work of [Christian Multiply](#).

When you give to Christian Multiply (CM^x) lives are changed, and those lives set in motion a multiplication where other lives are changed. When you give, Kingdom multiplication happens.

Christian Multiply is an operating project of New Horizons Foundation (NHF). NHF is a GuideStar Gold Participant. As a donor, there are a wide variety of ways you can give meaningful tax-exempt gifts to benefit the charitable purposes and work of Christian Multiply.



[Click here to donate to Christian Multiply.](#)

Design Your Own Program for Success

Purpose Statement

Strategy

Engagement

Support

Communications

North American and Global Champions

People who are influencers of others

People who give of themselves as trainers

People who give of themselves as coaches