

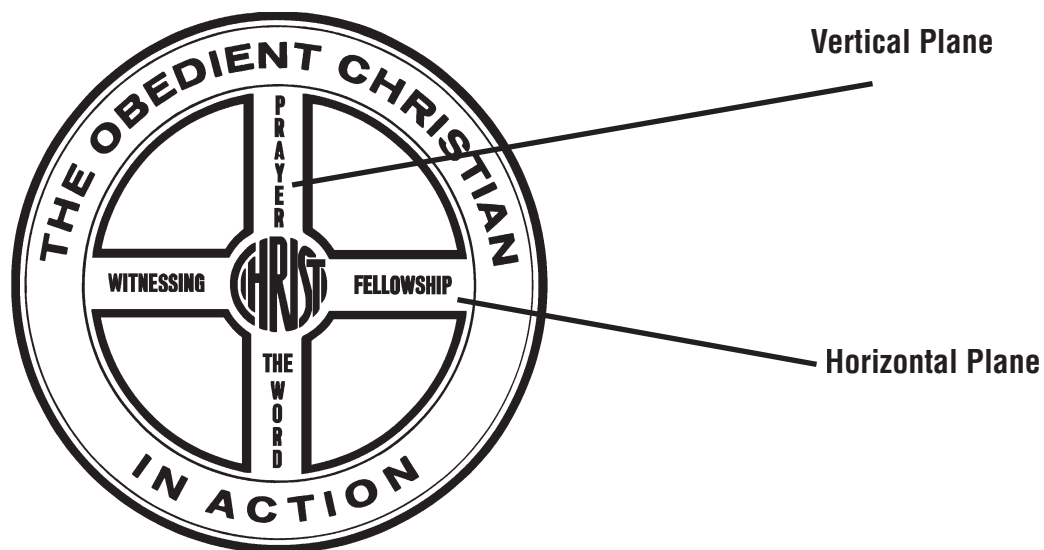
Introductory Guide to Using ETS Materials

CHAPTER 8

ETS Beginnings

Thirty-six years ago, when I was National Director for The Navigators in the nation of Singapore, *ETS* was born. For over seventy years, The Navigators have specialized in training laypeople to do the work of the ministry. Navigator ministries are now conducted in over two-hundred plus countries around the world.

As Navigators in Singapore, we worked on college campuses, among the military, with young professional and business people, and students in their last years of high school. The Navigators have a very simple ministry where training is concerned. It revolves around the understanding that the Christian life is lived on two planes. One plane, the vertical, has to do with our own personal relationship to God through His Son Jesus Christ. The other, the horizontal, has to do with our relationship to the people for whom Christ died.



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Many of you will recognize this illustration as The Navigators' *Wheel*. The outer rim represents the obedient Christian living out his life in accordance with God's revealed will for us. The "hub" represents Christ at the center of life, the source of power to accomplish God's objectives in and through us.

Our relationship with God, the vertical plane, is established through the Word of God and prayer; our relationships on the horizontal plane are conducted through evangelism as we relate through our witness to the lost, and through the fellowship of believers, as we relate to our brothers and sisters in Christ.

When I speak of fellowship, I speak not of a social gathering revolving around coffee, cake, punch and conversation having to do with everything other than the Lord Jesus Christ. Rather, I speak of the fellowship of believers described in Acts 2:41,42, a passage of Scripture which states that the 3,000 people converted on the day of Pentecost "continued steadfastly in the ***apostles' doctrine, fellowship, and the breaking of bread and prayers.***"

This fellowship truly was a "follow-up" for these 3,000 converts who came from all the nations of the world. Through this "follow-up fellowship", they were prepared to return to their homes and continue in their vertical relationships to God and in their horizontal relationships to the lost and to other believers. It was a "follow-up" of bringing people to full maturity in Christ, enabling them to do what Christ commanded His disciples to do in Matthew 28:19: "Go and make disciples of all nations." The training process in The Navigators grew up around these principles.

One day in Singapore, a pastor from a major denomination came to see me. He was president of the Board of Evangelism for his denomination. He wanted to know if I could come into a local church and train his people as effectively as he saw me training the people related to The Navigators. As this man looked at our ministry, he was enamored of our

ability to train people on both the vertical and horizontal planes—winning people to the Lord and discipling believers. He felt the real problem in the ministry of the local church was getting people out of their pews to go and share their faith with others. Further, if anybody *did* win somebody to Christ, they did not seem to know what to do to help that new convert grow to maturity.

I thought very carefully about his particular question. Could I train people as effectively in the local church as we were training them through The Navigators? I realized that if I said I could not, then what I really was saying was that the ministry was contingent upon the geography in which we were working. However, I knew in my heart that our work was founded upon solid principles of Scripture, and if that were true, the principles should be as effective in the local church as they had been in our mission agency.


I realized, however, that if the training was going to work in the local church it would have to be extensively adapted. For example, in my own ministry I spent anywhere from two to five years with a particular individual in the training process. Where my team in Singapore was concerned, I was with them for twelve years. But when a pastor invites a teacher into his church, he would like for him to do whatever is necessary in a shorter period of time—at the most, three to six weeks. It was apparent to me that I could not do what the pastor was asking me to do in a week, three weeks or even in six. I felt that it would take, at a minimum, six months just to begin addressing the issues involved in effective training, provided I could extract the absolute maximum response from the people being trained.

I also wanted to address a weakness that I felt existed in most training offered to laypeople through mission organizations, expressed in the proverbial saying: *“More is caught than taught.”* In my limited experience, it seemed to me, that only a few people out of a hundred ever rose to the surface in a “more-caught-than-taught” system (the system used predominantly for training in most churches

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and Christian organizations). The reason for this is that people who effectively learn in this system must be able to **analyze** what they both see and hear, **synthesize** the principles that provide the structure for what they've seen and heard, then **package** those principles into an "application," or usable tool. Finally, they need to **program** both the tool and the people into a course of study and **train** their people until the principles become a reality in their lives. *I had often contended with my colleagues that only about five out of every one hundred people can do those things!* The following diagram will summarize the training system employed in many Christian groups.

Principles Worth Weighing



"More is CAUGHT than is ever TAUGHT"

(Perhaps only five out of one hundred people can develop in this kind of training environment.)

- **ANALYZE** what you see and hear.
 - **SYNTHESIZE** the principles you have been taught.
 - **PACKAGE** the application into a usable tool.
 - **PROGRAM** the principles and tools into a course of study.
 - **TRAIN** the people.

In the system illustrated above, you can understand why so few "rise to the top" and become multiplying disciplemakers! When I discussed the validity of my observations with Dr. Howard Hendricks of Dallas Theological Seminary, he completely agreed, except for the fact that he felt only **two** out of **one hundred** excel in this environment!

To underscore this important concept (for it is the heart and soul of *ETS*) let me illustrate the point. My wife,

Mary, is a very gifted musician with perfect pitch. When any piece of music is being played, she will automatically begin analyzing, synthesizing, and packaging it into a program. If I comment, “Isn’t that a beautiful piece of music?”, she will reply, “Do you realize there are only three chords used in that song?” Because of her special gift to analyze, synthesize, package and program music, she can sit down at a piano and within two or three minutes play any piece of music she has heard. That is the secret to *all* so-called “ear-player” musicians.

Just as it is a fact that people who have such musical gifts are rare, it is also a fact that in the process of making disciples, few possess such innate abilities. A person must be able to analyze, synthesize, package and program all that he hears and sees about making disciples if he is to rise to the surface in a “more-caught-than-taught” system.

But what about those who are not so gifted? I wondered if there was a way to do for the other ninety-five or ninety-eight percent what they were not gifted to do for themselves. *ETS* is my attempt to help this audience, and it is my hope that around each person who invests himself in this training a healthy disciple-making ministry will spring up.

Could we train people in the local church as effectively as we had been able to train people through The Navigators? That question posed by a Singapore pastor nearly thirty-one years ago began a six-year involvement with a group of Singapore churches, and more particularly with the Board of Evangelism of that denomination. That board eventually adopted *ETS* as its official lay-training program for their churches and allowed other churches in Singapore to send people for this kind of practical training.

This life preparation system, in which you may decide to invest yourself, has been extensively field-tested and demonstrated repeatedly to be effective. It works! I hope you will be one of thousands who will see outstanding results in your own life and in the lives of people I am confident God will raise up around you.

The Basics of ETS

ETS is an application of something my friends have called “Dawson’s Law.” This law states: Biblical principles require application, which will result in some kind of methodology, which allows for production in one’s own life and reproduction in the lives of other people.

Let me strengthen that statement. Biblical principle doesn’t *require* application; rather, it **demand**s application.

Principles Worth Weighing



“Dawson’s Law”

Biblical principle ~~requires~~ **demand**s application,
which results in methodology,
which allows for production
in a person’s life and reproduction in other’s lives.

BUT

Biblical principle not applied results in
ACTIVITY without *PRODUCTIVITY*,
which prohibits production in one’s own life, reproduction in the lives of
others, and normally leads to spiritual abortion.

Any time you encounter a principle, that principle *must* be applied. Whenever you apply a principle, the application will result in some kind of methodology or tool that allows people to produce the principle in their own lives and to begin reproducing it in the lives of others.

Biblical principles not applied result in *activity* without *productivity*, which prohibits both production in one’s own life and reproduction in the lives of others, normally leading to spiritual abortion. Many times we are taught principle without application; we are taught activity without pro-

ductivity; we are taught observation rather than obedience. *ETS* makes extensive use of the New King James version of the Bible; however, as much as I love it, I recognize there are certain passages where the word chosen in A.D. 1611 does not carry the same meaning today.

One such word is included in Matthew 28:20, where Jesus instructs “the twelve” to go and make disciples and to teach those disciples to “**observe** all things, whatsoever I have commanded you” (KJV and NKJV). We have taught people to observe (meaning “see them from afar”) the commandments of Jesus, but we have not taught them to apply them to their lives or to obey them.

We teach a principle to people and we are in effect saying to them, “Do you see that?” or “Do you understand that?” They reply, “Oh, yes, I see and understand that.” But if we ask them, “Are you doing it?,” they’re likely to reply, “Well, not exactly.” But the Greek word translated “observe” in the King James, literally means “to keep” or “to obey.” We are therefore deceiving ourselves if we feel we have taught this concept without adequately underscoring *obedience* or *application* rather than *knowledge* or *understanding*.

Principles Worth Weighing



Knowledge vs. Application

A disciple is a learner

This implies a student/teacher relationship, which necessitates the disciple adopting the philosophy, teachings, and practices of the teacher.

THEREFORE

ETS assumes we have taught nothing to our disciples until we see the truth being produced in their lives and they are reproducing it in the lives of others.

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The Greek word for disciple is “mathetes”—meaning a “learner.” As noted in the illustration, the word “disciple” implies that there is a student/teacher relationship that calls for the disciple to adopt the philosophy, teaching and practices of Jesus—not just to know or understand them.

Therefore, *ETS* assumes we have taught nothing to a disciple until we see the principle being produced in the disciple’s life and then reproduced through him into the lives of other people. When we have taught someone to apply principles to his life, it becomes *reality*, rather than just *philosophy* or *theology*. We have accomplished what Jesus commanded us to do when He said, “Teach them to observe (*obey*) all that I have commanded you.”

Evangelical teachers can face the same danger today to which Pilate succumbed to when he called for water to wash his hands in order to absolve himself from guilt in the death of Jesus Christ. If we teach principles without application and obedience, then try to absolve ourselves of responsibility for application on the part of God’s people, we become like Pilate. Remember: knowledge without application leads to spiritual abortion!

Principles Worth Weighing



Knowledge vs. Obedience

We must teach people to:


- **KNOW**
- **BE**
- **DO**

Knowledge without application leads to:
Spiritual Abortion.

This course not only gives you knowledge, but it also provides you with a basic set of tools. People need both. If you give people the knowledge without the tools, there is little possibility that they will be able to translate the principle into a usable tool such as ETS.

ETS Organization

Below, you will see a reproduction of the “Course Content Overview” of *ETS*. This overview lists the ten major subject areas that are incorporated into this discipleship course. Review this very carefully, since it will show you the scope of this material.



EQUIPPING THE SAINTS

Course Content Overview

The Equipping The Saints Course consists of Eight Books covering Ten Major Subject Areas essential to growth and discipleship in the Christian Life. These subjects are “layered” throughout the various courses so that a student is normally working on at least three areas simultaneously. This structure will be indicated in the numbering system used throughout the Course. The first number (example: 1 / 1) refers to the book; the second number refers to the chapter (see Contents pages 2 and 3).

① The Layman and the Great Commission

② Personal and Spiritual Management

③ Evangelism

④ Basic Christian Living

⑤ Follow-Up

⑥ Discipleship

⑦ Advanced Follow-Up

⑧ Leadership

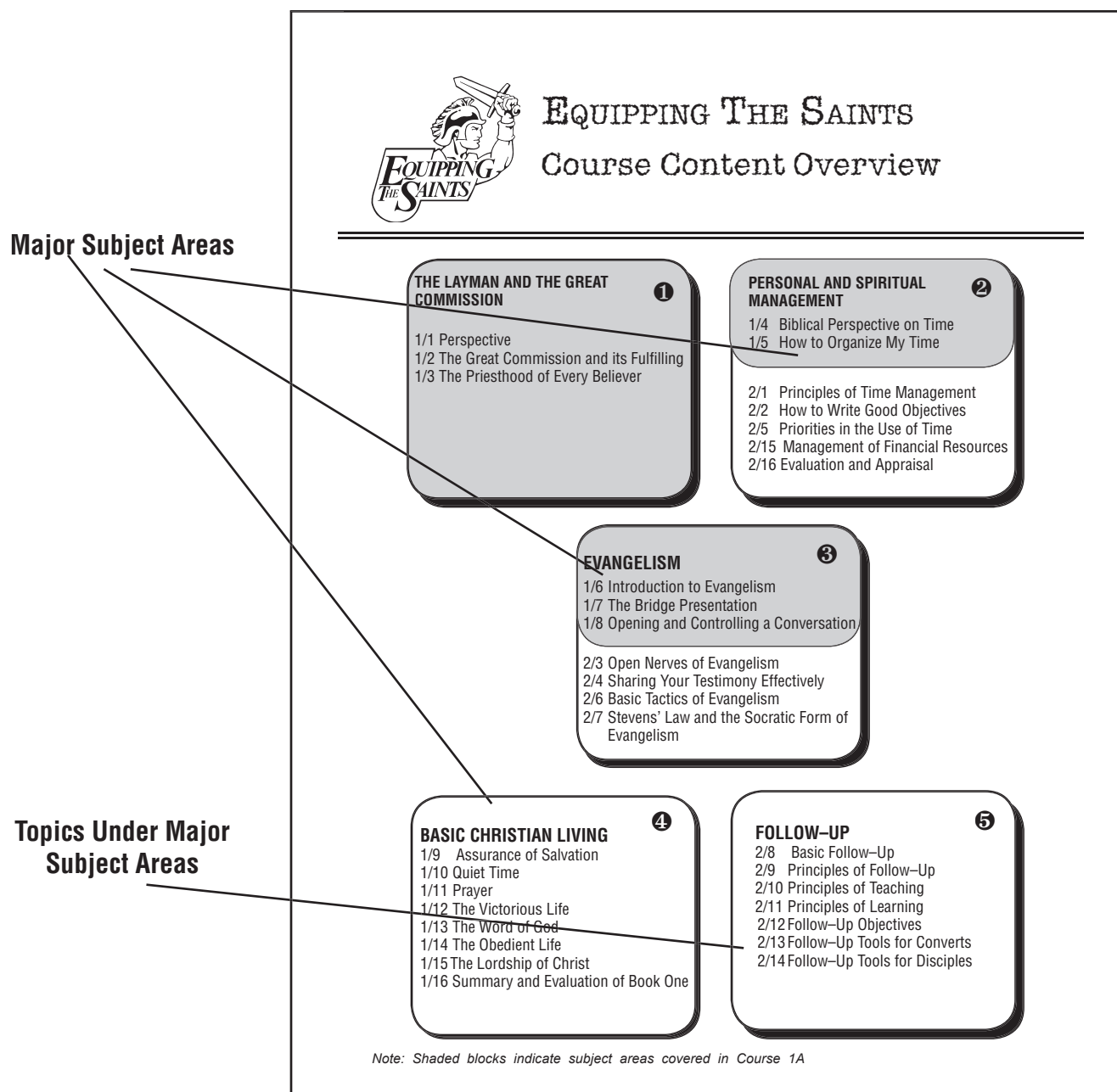
⑨ Christian Character

⑩ Visual Survey of the Bible

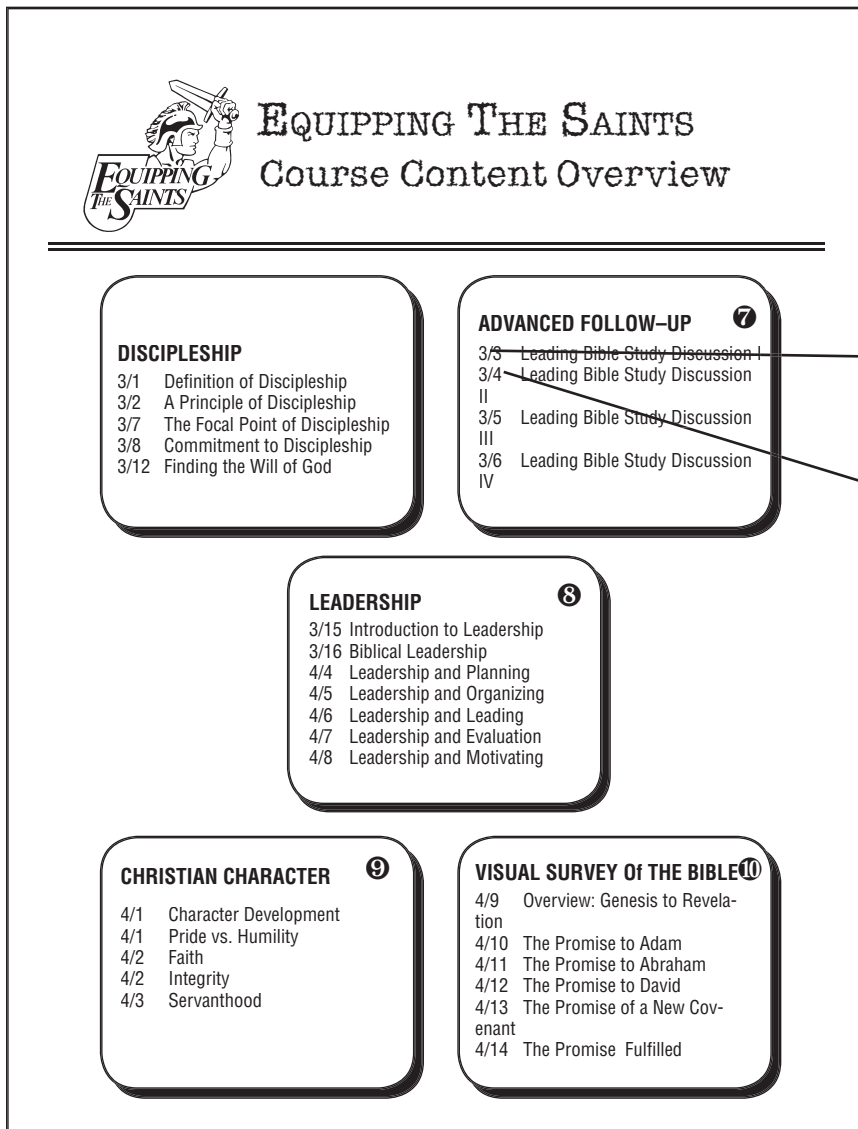
Note: Shaded blocks indicate subject areas covered in Course 1A

Course Contents

The example below shows you the course content in Books One and Two. Under each major subject area, you will find topics covered to develop the subject. The number beside each lesson indicates where the topic is located. The first number refers to the book; the second number refers to the chapter in the book (example: 1/9, Book One, Chapter 9). Study the “Course Content Overview” carefully, as it will acquaint you with the material in *ETS*.



The example below shows you the course content in Books Three and Four. Under each major subject area you will find topics covered to develop the subject. A careful examination of these two pages will point out the way the topics have been layered together. Review carefully.



The Book Where Topic
is Found

Chapter Number

This consolidated reproduction of the “Course Content Overview” is a quick reference that allows you to see the chronological flow of topics as they appear in each book. This page eliminates the need of searching through the contents for the next topic.



EQUIPPING THE SAINTS Course Content Overview

BOOK ONE

- 1/1 Perspective
- 1/2 The Great Commission and Its Fulfilling
- 1/3 The Priesthood of Every Believer
- 1/4 Biblical Perspective on Time
- 1/5 How to Organize My Time
- 1/6 Introduction to Evangelism
- 1/7 The Bridge Presentation
- 1/8 Opening and Controlling a Conversation

- 1/9 Assurance of Salvation
- 1/10 Quiet Time
- 1/11 Prayer
- 1/12 The Victorious Life
- 1/13 The Word of God
- 1/14 The Obedient Life
- 1/15 The Lordship of Christ
- 1/16 Summary and Evaluation of Book One

1A

1B

BOOK TWO

- 2/1 Principles of Time Management
- 2/2 How to Write Good Objectives
- 2/3 Open Nerves of Evangelism
- 2/4 Sharing Your Testimony Effectively
- 2/5 Priorities in the Use of Time
- 2/6 Basic Tactics of Evangelism
- 2/7 Stevens' Law and the Socratic Form
- 2/8 Basic Follow-Up

- 2/9 Principles of Follow-Up
- 2/10 Principles of Teaching
- 2/11 Principles of Learning
- 2/12 Follow-Up Objectives
- 2/13 Follow-Up Tools for Converts
- 2/14 Follow-Up Tools for Disciples
- 2/15 Management of Financial Resources
- 2/16 Evaluation and Appraisal

2A

2B

BOOK THREE

- 3/1 Definition of Discipleship
- 3/2 A Principle of Discipleship
- 3/3 Leading Bible Study Discussion I
- 3/4 Leading Bible Study Discussion II
- 3/5 Leading Bible Study Discussion III
- 3/6 Leading Bible Study Discussion IV
- 3/7 The Focal Point of Discipleship
- 3/8 Commitment to Discipleship

- 3/9 Pacesetter
- 3/10 Selecting People for Discipling
- 3/11 Team and Teamwork
- 3/12 Finding the Will of God
- 3/13 Spiritual Reproduction
- 3/14 Interpersonal Relationships
- 3/15 Introduction to Leadership
- 3/16 Biblical Leadership

3A

3B

BOOK FOUR

- 4/1 Character Development / Pride vs. Humility
- 4/2 Faith / Integrity
- 4/3 Servanthood / Purity
- 4/4 Leadership and Planning
- 4/5 Leadership and Organizing
- 4/6 Leadership and Leading
- 4/7 Leadership and Evaluation
- 4/8 Leadership and Motivating

- 4/9 Overview: Genesis to Revelation
- 4/10 The Promise to Adam
- 4/11 The Promise to Abraham
- 4/12 The Promise to David
- 4/13 The Promise of a New Covenant
- 4/14 The Promise Fulfilled
- 4/15 The Promise Expanded
- 4/16 The Promise Through Prophecy

4A

4B

The Layman and the Great Commission

This subject area is the “vision” aspect of the course. Proverbs 29:18 tells us that “where there is no vision, the people perish,” or, in the New International Version, the people “cast off restraint.” I believe lack of vision is the greatest single problem facing the church of Jesus Christ today.

Principles Worth Weighing



“Where there is no **VISION**, the people perish (KJV)...”

“Where there is no **VISION**, the people cast off restraint (NIV)...”

—Proverbs 29:18

THEREFORE

You *cannot* extract from people more than you are able to bring into FOCUS.

We live in a world that is perishing. It perishes not because it is not reachable, or because the Gospel is no longer the “power of God unto salvation,” but because the people responsible for reaching it are leaving the task to somebody else. “That’s what we pay our minister to do,” the laymen say. “That’s what we pay our youth minister for; that’s what we pay our missionaries for,” they echo.

Thus, they leave the business of reaching the world to all those “full-time Christian workers,” thinking the ministry is theirs because they have special training, or because they’ve been to Bible college or seminary. Most laymen think


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vocational Christian workers have forgotten more about the Kingdom than they themselves will ever know. “Let’s let *them* build God’s Kingdom,” the laymen say, “while we build our own kingdom.” The only thing wrong with that idea is that *it is totally unscriptural*.


Ephesians 4:11,12 is a passage around which much of the *ETS* curriculum is centered. “And He Himself gave some to be apostles, some prophets, some evangelists, and some pastors and teachers, for the equipping of the saints for the work of ministry, for the edifying of the body of Christ...”

With these words, Paul instructs us that these gifted people—apostles, prophets, evangelists, pastors and teachers—are given for a specific purpose; that is, to “equip the saints,” or, in some translations, to “train the saints.” Why do the saints need equipping or training? Because *they* are responsible for doing the work of ministry and for edifying the body of Christ! You cannot pay someone else to do the work of ministry on your behalf because the Scripture says that those people you’re paying are given to equip *you* to do the work of the ministry, as illustrated below.

Principles Worth Weighing



“And HE gave some...



Apostles, Prophets, Evangelists, Pastors and Teachers...

▼ FOR ▼

the perfecting of the Saints

▼ FOR ▼

the work of the ministry; for the edifying of the Body...

In the first lesson, “Perspective”, we try to get the student to look at life through the eyes of God—as He intended life to be lived, *rather* than to see it through *our own human perception or misconception*. The Lord wants us to have our eyes fixed on the “eternal things of God”, rather than the “temporal things of the world.” If we cannot utilize the Scripture to bring the eternal things of God into focus for other believers, then we are never going to be able to accomplish what this course requires—the training of people to do the work of the ministry (make disciples) and to edify the body of Christ.

The lesson on “Perspective” contrasts the eternal with the temporal in an effort to bring the eternal things of God into focus for the *ETS* student. If a person understands that his life is being dissipated on the temporal rather than invested in the eternal, then that person will begin to reach out and say, “How do I go about investing my life in the eternal things of God?”

In the second lesson, “The Great Commission and Its Fulfilling,” the student learns that the responsibility for fulfilling Christ’s Great Commission belongs to *him*, personally, a truth necessary to grasp to benefit fully from *ETS*.

Until the people who sit in the pews on Sunday morning recognize that Christ’s words in Matthew 28:18-20 were directed to them *personally*, we will never get them out of their pews to do anything. This lesson is an effort designed to aid students in their grasp of the imperative of the Great Commission—*making disciples*. This introduces a multiplying factor in the building of God’s Kingdom.

Unfortunately, the end product of most Christian organizations is not the making of *disciples*, but the making of *converts*; therefore, they only **add** to the Kingdom. The great cry is “Win the World!” So we win folks to Christ and give them a pat on the back. “God loves you,” we tell them, “Read your Bible and go to church,” and then we’re off to win still others to Christ. Meanwhile, the new converts are

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walking out the back doors of our churches faster than we can bring them in the front doors!

It is interesting to note that nowhere in the pages of Scripture are we commanded to convert anyone. The only thing we are commanded to do is to make disciples. Conversion is only the first step in that process and not the end product.

In the third lesson we deal with the “Priesthood of Every Believer.” This topic changes the direction of the vision from what God wants me to *do* (which is the focus of “Perspective,” and “The Great Commission and Its Fulfilling,”) to *who* I am, and *what authority* I have to engage in the work of ministry.

In this “Priesthood” lesson, you will help your disciples to see that each believer is vocationally called of God to be a “priest.” He then can function wherever God places him in the Body of Christ. In the military, every soldier is first and foremost a rifleman—no matter what position he may be assigned. So, in the Body of Christ each believer is a priest first of all. Then he is directed by God to a specific area of service where he can best fulfill his priestly role. This may be as a mechanic, an attorney, a missionary, etc. Each area of service has its own “congregation” of people where the priest may carry out his two-fold ministry—interceding before God on behalf of the people and representing God back to them.

These three lessons—collectively titled “The Layman and the Great Commission”—comprise the vision aspect of this course. It should be noted that vision is nothing more complicated than the “ability to bring into focus everything we can see throughout our entire range of sight.” The only things in focus for too many Evangelical Christians are the temporal things of the world and the building of their own kingdoms, rather than the eternal things of God and the building of His Kingdom. The burden of these first three lessons is to bring the eternal values into focus for the student

and to help him see that his life should be invested in the eternal realm. Only then will believers reach out and grab hold of us and say, “How do I do that ?” *ETS* was created to aid you in discipling those for whom you have helped bring God’s eternal values into focus.

In these opening lessons, we give people principles with which they may begin to alter their lives. However, since *principle without application becomes activity without productivity*, we want the student to *apply* the principle of the first three lessons by getting involved in this training, thus equipping him to do the work of the ministry. Once we bring the eternal things of God into focus for our student and he begins to exchange his life for them, then we will deal with what I consider to be the *second* greatest problem that we face today in the church of Jesus Christ: managing our lives in accordance with the eternal.


Personal and Spiritual Management

When people begin to see that their lives should be invested in eternal, rather than in temporal things, the very first thing they will tell you is, “Yes, I understand that, *but I just don’t have the time.*” We seek to deal with this issue before it even becomes a problem, and we do that with what we call “Personal and Spiritual Management.”

The first lesson in this subject area trains the student from God’s Word in how to manage the resource of time. Here, disciples learn that God has given them all the time they need to accomplish the specific tasks God has assigned them. When they have learned to live by this principle, it will give them time to invest in the matters of His Kingdom. Following that, we teach students how to organize their time. We introduce them to a worksheet that will help them learn how to manage their time around the eternal things of God. That worksheet, called the “Personal and Spiritual

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Management Aid” (PSMA), is divided into three parts. The top section deals with the students’ personal devotions—day by day spending time with God, preparing their hearts to walk with Him, and receiving direction for what God wants them to do during the day. The middle section focuses on the basics of the Christian life: Bible reading, Bible study, prayer, Scripture memory, witnessing, follow-up, and caring for God’s temple, the body. The final section is a time management aid on which the students make out a “do list,” rearranging their activities in keeping with their newly-formed Biblical priorities, arranged around the eternal.



EQUIPPING THE SAINTS
Personal & Spiritual
Management Aid

Date


Passage



**Quiet
Time**


Observations _____

Application _____



Basics

Area	✓	Description	Comments
Scripture Memory: Current			
Scripture Memory: Back			
Scripture Memory: New Verses			
Bible Reading			
Bible Study			
Prayer			
Witnessing			
Follow Up			
Exercise			



**Time
Manage-
ment-**

Daily Schedule	Prior-	Do List	Errands & Projects
8			
8:30			
9			
9:30			
10			
10:30		Write	
11			
12		Phone	
1			
1:30		See	
2			
3			
4			
5			
6			
7			
8			

If our students do not plan their days according to *God's* priorities, there is a whole world out there waiting to plan their days *for them* according to worldly priorities. If people cannot manage their time, they will never properly manage anything else in their lives!

The basic principle—*God has provided us with time to invest in the eternal things of God*—is the heartbeat of this subject area. Once a disciple begins to steward the resource of time, he can move on to our next subject area (another great problem in the Body of Christ): reaching the lost.

Evangelism

The first lesson in this section is devoted to teaching our students another principle from God's Word: "If you follow me, I will make you fishers of men." This is a worthy vocation, one which demands our obedient application.

Unfortunately, research reveals that only five percent of people in the church ever share their faith with another person. If that is true, there is something desperately wrong with the "following" of the other ninety-five percent of the Body of Christ, because Jesus clearly said, "If you *follow me*, I **will** make you fishers of men." If this ninety-five percent of the church is not fishing, it is obvious they are not following. Can a person be a fisherman if he never catches a fish?

We first introduce our students to the principle—*people who follow will fish*—and since principle without application becomes activity without productivity, we introduce them in the next chapter to a tool which we call the "Bridge Presentation," a very simple means of presenting the Gospel of Jesus Christ to another person.

Then we go a step further. In the next lesson of this book, we teach them how to open and control a conversation so they will be able to go right to the heart of the "Bridge" in order to make a Gospel presentation. As a follow-up, we move to the fourth great problem of Christianity.

Basic Christian Living

The lessons involving this subject area deal with the very basic business of living out one's Christianity, including such matters as having the assurance of one's salvation, learning how to have a quiet time, the importance of prayer, walking in victory, understanding the importance of the Word of God and obedience, and coming to grips with the Lordship of Jesus Christ.

If people do not have these basic concepts in operation in their lives, it is only a matter of time before Satan will knock them out of the race. These lessons, which complete Book One, are very important.

As we begin the second book, we resume our study of "Personal and Spiritual Management," teaching our students further principles of time management: how to write objectives which are clear, concise and measurable, and having them write out some objectives for themselves.

We also return to the issue of evangelism, adding to their previous instruction by touching on some of the "open nerves" of evangelism and helping them determine what their own "open nerves" were before they were saved. This is followed by the development of personal testimonies— including those areas that lost persons will be able to identify with and realize that we have found an answer in Jesus Christ.

As students work on their testimonies, *ETS* layers another "Personal and Spiritual Management" lesson which deals with priorities in the use of time and learning how to prioritize the things that fill our days so that God's Kingdom comes first.

Another lesson on "Evangelism" teaches basic tactics of personal evangelism and exploring "Stevens' Law." This Law states, "Never tell them what you can show them, and never tell them what you can ask them." The student is then ready to address what to do with converts once they have

trusted the Savior and are ready for the growth process to continue. We call this “Follow-Up.”

Follow-Up

After learning exactly what follow-up involves, principles of follow-up are introduced, including the principles of *teaching* and the principles of *learning*. We explore some basic objectives for follow-up and some rules for follow-up with a new convert.

The “Follow-Up” syllabus we used in Book One will be replaced in Book Two with a lengthier syllabus for use with a new convert (2/13) and a more complete one for use with a disciple (2/14). These new “Follow-Up Guides” will incorporate the new tools that have been introduced in Books One and Two and will guide the students step-by-step in following up with both the new convert and the more mature disciple.

At the conclusion of Book Two students put the finishing touches on “Personal and Spiritual Management” with a lesson that deals with evaluation and appraisal. They are asked to evaluate the objectives they wrote fourteen weeks before, in order to see how capable they have been in actually accomplishing those basic objectives in their own lives.

You will recall, that the moment every disciple begins working with *ETS*, he begins to pray for two people to win to Jesus and one person to disciple. As he finishes Book One and moves to Book Two, he should be ready to begin reproducing Book One into the life of the disciple God gave him.

As your disciple moves from Book Two to Book Three, his disciple should have completed Book One and be ready for Book Two. In addition, he should be ready to reproduce Book One in the life of yet a third generation. As each generation begins to reproduce itself in the next generation, *ETS* becomes less of a cognitive course in philosophy and

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theology of ministry and more on-the-job training.

Every person involved in ETS training is taking that training into the mission field week after week. If a student runs into problems, he can bring those problems right back to his own discipling session where he can get the problem resolved. If your disciple brings you a problem you can't resolve, please remember that we are not in the book-selling business, but in the people-training business. Call the *ETS* office and let us try to help.

The imperative of the Great Commission in Matthew 28 is "*Go and make disciples.*" At this moment, the whole world is talking about discipleship. If you're not into discipleship, you're missing it! I would point out to you, that there may be a difference in the discipleship Jesus talked about and the discipleship the church talks about in the twentieth century.

Most discipleship curricula deal basically with the vertical spokes of the wheel, the relationship between the disciple and God. The end product is a growing Christian, but a Christian who is neither winning the lost nor discipling the saved. This course is built especially for the horizontal aspect of discipleship, which begins with the vertical but branches out to evangelism of the lost and the discipling of the saved. That, of course, is another of our subject areas.

Discipleship

Book Three of *ETS* begins by evaluating what Jesus meant when He talked about being His disciple. Students are presented with a principle of discipleship before continuing on to the subject area of Advanced Follow-Up, discussed below.

After working on the application of new knowledge about leading Bible study discussions (in the next section), the student returns to Discipleship to look at some principles having to do with the focal point of discipleship and the

commitment to discipleship.

NOTES

The Discipleship section concludes with lessons on finding the will of God, spiritual reproduction, and interpersonal relationships. With this blend of subject matter, students are reminded of their own need to continue spiritual development, as well as insure the development of their ministry skills to others.

Advanced Follow-Up

In this area, there are four lessons that deal with leading Bible study discussions—the emphasis being on *discussion*. Our students learn how to be discussion *chairmen*, rather than *lecturers* or *teachers*.

This subject area is of vital importance to the maturing disciple-maker. With over a year of study and application behind him, he embraces issues such as pacesetting, selecting people to disciple and how to form a band of people into a team—to accomplish spiritual objectives in a particular ministry situation.

Leadership

As the student nears the end of Book Three, he begins to delve into the subject of leadership. Leadership is a “hot” management topic and is the subject of numerous workshops and seminars in business and industry. Since ministry involves the leading of people, this area is of vital interest in the development of disciple-makers. We cannot adequately develop people without examining the Biblical approach.

The Church of Jesus Christ is forever putting people in places of leadership without teaching them how to really lead. Because there are so many military and secular leadership courses, people try to bring this approach to leadership training into the ministry.

But there is a difference between *secular* and *spiritual* leadership! Jesus said, “...the princes of the Gentiles exercise dominion upon them, but it shall not be so among you.”

NOTES

Biblical leadership is marked by three distinct roles clearly taught in the Bible. First, God's leader must be a *servant* not only to God's person, but to God's people. Second, he must recognize that he is a *steward* of the resources entrusted to him; he is to build God's Kingdom rather than his own. Third, he must be a *shepherd* of God's people. Whenever you find these three distinct roles fulfilled, you find true Biblical leadership.

Further discussions of leadership are covered in the fourth volume of *ETS*—dealing with the tools leaders use to Plan, Organize, Lead, Evaluate and Motivate. Taken together, these lessons are aimed at increasing the level of leadership in disciple-making ministries. God is still looking for people!

Christian Character

In Book Four our major emphasis will be on developing Christian character in light of the holiness of God. First, we'll discuss the definition of Christian character and how it is developed in the life of a disciple. Then follow lessons on "Pride vs. Humility," "Faith and Integrity," "Servanthood and Purity." Each of these is an essential character trait that must become a reality in the life of a disciple of Jesus Christ, if he is to be a usable vessel in the hands of the Living God.

Having completed these character lessons, the student again returns to the leadership tools discussed previously—(planning, organizing, leading, and evaluating). Because motivating others is such an essential part of leading, *ETS* includes an entire lesson on legitimate ways to motivate people in the disciple-making process.

Visual Survey of the Bible

The final subject area covered in *ETS* is a visual survey of the entire Bible. Here students are introduced to a 15-foot chart which places every major Bible event in its proper chronological order, beginning in the Book of Genesis and moving to the Book of Revelation.

That chronological order weaves a golden thread that ties together the sixty-six books of the Bible into a cohesive whole. It also enhances the student's ability to understand the central message of the Bible: the story of God's fulfilling His promise to mankind. God promised that through the seed of the woman, whom Satan had deceived, God would bring forth One who would crush Satan's head and whose heel Satan would bruise—that promised One is Jesus Christ.

In the concluding chapter of Book Four, the student is confronted with Christ's Second Coming and with the four prevailing views of the fulfilling of that prophecy.

Summary

If students can grasp the ten subject areas of the Christian life covered in the *ETS* discipleship life preparation system, along with the application required week by week, they will be growing in their vertical relationship with God, and they will be both winning and discipling others. By engaging in each of these activities, students will be exchanging their lives for the eternal things of God, rather than the temporal things of the world. They will have developed a Biblical focus of life.

NOTES

Lesson Plans and Forms

In each volume of *ETS*, a lesson plan is included for that particular book. This lesson plan outlines the system as it is to be executed with someone who is already a believer, but who desires to be discipled. A lesson plan for a brand new convert, who needs more basic instruction, is also part of Book One. There are two basic formats in this system—one for a Disciple and one for a new Convert.

Sample Disciple's Lesson Plan


Book/Chapter Reference

That Week's Topic

Memory Verses for the Week

Bible Study and Ministry Assignment

Outside Reading and Miscellaneous Assignments for the Week


EQUIPPING THE SAINTS
 Book One-A Disciple Lesson Plan

Book	Topic	Memory	Ministry • and Bible Study •	Outside Reading and Other Assignments
1/1	Perspective	Ephesians 4:11,12	• Ministry Prayer Guide * Pray for 2 Converts * Pray for 1 Disciple	• Born to Reproduce
1/2	The Great Commission and Its Fulfilling	Matthew 28:18-20	* Pray for 2 Converts * Pray for 1 Disciple	• The Need of The Hour
1/3	The Priesthood of Every Believer	Colossians 1:28,29	* Pray for 2 Converts * Pray for 1 Disciple	• Pole Town USA • 100 Word Essay
1/4	Biblical Perspective on Time	Psalm 90:12 1 John 5:11,12	• Assurance of Salvation * Pray for 2 Converts * Pray for 1 Disciple	• Beginning With Christ
1/5	How To Organize My Time	Ephesians 5:15,16 John 16:24	• Assurance of Answered Prayer * Pray for 2 Converts * Pray for 1 Disciple	• Write Out Your Life Objective • 5 PSMA
1/6	Introduction To Evangelism	Matthew 4:19 1 Corinthians 10:13	• Assurance of Victory * Pray for 2 Converts * Pray for 1 Disciple	• Whatever Became of Evangelism? • 5 PSMA's
1/7	The Bridge Presentation	Romans 10:9,10 1 John 1:9	• Assurance of Forgiveness * Pray for 2 Converts * Pray for 1 Disciple	• Memorize First Half of Bridge Presentation • 5 PSMA's
1/8	Opening and Controlling a Conversation	2 Timothy 1:7 Proverbs 3:5,6	• Assurance of Guidance * Pray for 2 Converts * Pray for 1 Disciple	• Memorize Second Half of Bridge Presentation • 5 PSMA's

Lesson Plans 1

These two formats are laid out for you in the Chapter Application Guides. Find these two Lesson Plans and study them carefully. The Disciple Lesson Plan is followed by the Convert Lesson Plan.

An overview of the entire course content of *ETS* is located after this Introductory Guide, and after the overview is a registration form. This registration form provides information about a students' walk with God vertically and horizontally and what they are doing to win and disciple others.

On the reverse side of the registration form, is a commitment form for students who wish to become involved in this training. This commitment is a very important aspect of the course. If someone is going to involve himself in the training of other people, he needs to be sure that those he is training (1) recognize their need for training, (2) want to be trained, and (3) know that God wants them to be involved in this *ETS* training process.

When people express a desire to become involved in *ETS*, it is important to explain to them as carefully as possible what the program involves, the content of the course, and the problems it addresses. They are then to go home, get alone before God, and find out whether God wants them to be involved in this particular program of training. If He does, then He certainly wants them to regularly attend sessions when they're scheduled, and He wants them to come on time with their lessons completed.

Before the course begins, it is crucial to challenge prospective students to settle with God the matter of whether He wants them involved in this particular training course. From that point on, it should not be an issue.

If students decide to participate, they are asked to sign the commitment form, which includes this statement: "I understand that if I fail to comply with my covenant I will be asked to drop the course until I am able to give the course the priority it requires." Any student who becomes involved


NOTES

in *ETS* must understand that he cannot *audit* this course. If he does, it becomes mere philosophy and theology rather than reality. *The only way ETS can become a reality in students' lives is by their making the necessary application of the principles they learn.* If they will not do this, simply ask them to drop the course.

The “Ministry Outreach Plan,” “Ministry Prayer Guide,” “Ministry Prayer Tree,” and a “Ministry Disciple Guide” are a series of forms which follow the course layout. These forms and guides are the *core* of *ETS* which challenge each student to carry out the work of the ministry and allow the students to see *how* they have progressed.

Ministry Outreach Plan

In the Ministry Outreach Plan you will find instructions on how to fill out the three tools we use in the *ETS* course.



EQUIPPING THE SAINTS Ministry Outreach Plan

The next three pages are the most important pages in the *Equipping The Saints* course for several reasons. They:

- make the *Equipping The Saints* course an on-the-job training program,
- make the *Equipping The Saints* course training practical and not just cognitive, and
- make the disciple reproduce in others what is being taught.

The end product or objective of *Equipping The Saints* is to make you a reproducing disciple. From the onset of your training you must start praying for two people to win to Christ. This engages you in evangelism—fishing for people. You also begin praying for one person to disciple. This causes you to reach back into the church for people who are not growing the way they should in their walk with God.

Ministry Prayer Guide
On the next page you will find the Ministry Prayer Guide. This will help you identify potential people for your ministry.

Non-Christian Friends
Make a list of all your non-Christian friends and begin to pray for them. When you have peace from God about a name, move the person to the evangelism section of your Ministry Discipleship Guide and follow the four line syllabus. Move the person to the Ministry Prayer Guide in the space marked “Convert.”

Christian Friends
Make a list of Christian friends who do not seem to be growing in their walk with God. When you have a commitment from a person to go through *Equipping The Saints* with you, write the name in the Disciple-Making section of your Ministry Discipleship Guide and on your Ministry Prayer Tree on the line marked “Disciple.”

Ministry Prayer Tree
The Ministry Prayer Tree helps you visualize God's plan for your ministry. Write your name in the box on the left side of the page. The three you win and disciple must be trained to reproduce the next generation. Set your heart now to labor until at least this page is filled with your spiritual children. What a wonderful gift of obedience this would be to present to your Savior at the Judgment Seat of Christ!

Ministry Discipleship Guide
This guide will direct you in what to do with your converts and disciples until we get to this subject matter later in your training.

Evangelism
The four-point outline will guide you in what to do with the people you want to win.


Discipleship
The nine-point outline will guide you in what to do with your new convert or disciple as you help the person grow toward discipleship.

Both of these initial guides will be replaced in lessons 2/13 and 2/14 by a more detailed instructive guide.

Ministry Prayer Guide

The first day a student begins his involvement in *ETS*—if he or she already is a disciple of some degree of maturity, rather than a new convert—he is asked to pray for two people to win to Christ and one person to disciple who is not growing in their walk with the Lord. As the student prays for two people to evangelize, he reaches *outside* the church towards lost people with the goal of bringing people into a right relationship to God. At the same time, he begins to pray for one person to disciple, which forces him to reach back *into* the church for discipling relationships with people who are not growing in their faith the way God intended.

If we are going to reach the world, we need every Christian involved, not only in winning the lost, but in helping his brothers and sisters grow to their full maturity in Christ!



EQUIPPING THE SAINTS

Ministry Prayer Guide

Student's Name _____
Date _____

Make a list of your non-Christian friends and begin to pray for them. When you feel peace about two of them, enter their names on your Ministry Discipleship Guide.


Non-Christian Friends	

Make a list of your Christian friends who are not growing in their walk with God. When you have peace about one of these, enter that person's name on your Ministry Discipleship Guide.

Christian Friends	

Ministry Prayer Tree

This tool is designed to help put a conceptual idea into visual form. The Prayer Tree shows how the ministry of praying for two to win and one to disciple is carried out during the period of training. People *must* be taught to reproduce themselves. If people you teach go through this training and remain spiritually sterile, this course was a giant failure and waste of time and energy. It did not serve you, the church, or the building up of God's Kingdom in which we have been charged to extend to the end of the earth. We began in Our Jerusalem. This Prayer Tree shows how one person who works with two to win and one to disciple, can touch thirty-nine people if they teach people to reproduce. Don't give up until this chart becomes a reality in your life. Wouldn't it be wonderful, when you account for the stewardship of your life, to be able to present your disciples to the Lord?



EQUIPPING THE SAINTS

Ministry Prayer Tree

Paul First Generation	Timothy Second Generation	Faithful Men Third Generation	Others Fourth Generation
<div style="border: 1px solid black; padding: 10px; margin: 0 auto; width: 80px;"> Your Name </div>	<div style="border: 1px solid black; padding: 10px; margin: 0 auto; width: 100px;"> Convert </div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;"> _____ _____ _____ </div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;"> _____ _____ _____ </div>
	<div style="border: 1px solid black; padding: 10px; margin: 0 auto; width: 100px;"> Convert </div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;"> _____ _____ _____ </div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;"> _____ _____ _____ </div>
	<div style="border: 1px solid black; padding: 10px; margin: 0 auto; width: 100px;"> Disciple </div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;"> _____ _____ _____ </div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;"> _____ _____ _____ </div>

*"And the things you have heard from me among many witnesses, commit these to faithful men who will be able to teach others also."
(2 Timothy 2:2)*


Ministry Discipleship Guide

NOTES

This simple convert and disciple's guide will help the student know what to do with the people he is praying for. It guides them in what to do with their non-Christian friends as well as what to do with their disciple.

On the "Ministry Discipleship Guide", we ask students to fill in the names of prospective converts and a disciple. If the student does not know how to lead somebody to Christ, he need not reach for the "panic button" because in this course we never ask anyone to do what we have not specifically taught him to do. However, once we've taught a person how to do it, we're going to ask him to go out and begin doing what he has been taught. There is a four-line syllabus to guide you on what to do with the people you are trying to win.

In the course, we will replace these guides with more extensive guides as we come to the subjects of Follow-Up and Discipleship.



EQUIPPING THE SAINTS

Ministry Discipleship Guide

Student's Name _____ **Date** _____

Evangelism
As part of your Equipping The Saints training, you are to ask God for two persons to win to Christ. List the two persons below, once you have peace from God who those persons should be.

Name	✓	Date
Prayed For		
Shared Testimony		
Presented Bridge		
Decision		

Student's Name

Name	✓	Date
Prayed For		
Shared Testimony		
Presented Bridge		
Decision		

Two Prospective Converts

Disciple Making
You are also to ask God to give you one person to disciple. This person may be a Christian friend

Name	✓	Date	Comment
Received Christ			
Baptized			
Attends Church Regularly			
Consistent Quiet Time			
Five Assurance Bible Studies 1/4-1/8			
Memorized Five Assurance Verses 1/4-1/8			
Memorizes and Shares the Bridge			
Develops A Servant Heart			
Committed to Growing — Finished ETS Book One			

Prospective Disciple

Nine-line Syllabus

Prayer Guide
on
Reverse Side

NOTES

Following the “Ministry Discipleship Guide” is a “Class Attendance Record.” When working with only one person, it is helpful to record when class sessions were conducted, what assignments were done and so on, but if the class consists of a larger group of people, this written record becomes essential.

Disciple and Convert Application Guides


The key to working through each of the four *ETS* volumes is the “Disciple’s Application Guide.” One is included at the beginning of each lesson. In each book you are provided with sixteen lesson tabs. (These are to be inserted individually by each student.) At the top of each guide, the book number, and chapter number is circled. For example, 1/1 refers to Book 1, chapter 1, 1/2 means Book 1, chapter 2, and so on. The tabs 1-16 are to be inserted in front of this Guide for each chapter.

The front side of the “Disciple’s Application Guide” is intended to be used for a disciple—that is, someone who is more mature when beginning the course. An Application Guide for the new convert is printed on the reverse side.

Notice the material included on the “Disciple’s Application Guide” is arranged in the same order in which it is found in the book. Each week’s lesson will deal with one specific topic among the ten major subject areas already discussed in the introductory guide. On the back side of the “Disciple’s Application Guide”, is the “Convert Application Guide”. The “Convert’s Application Guide” will show you how to rearrange all the material for the Disciple into a new configuration to which will allow you to easily follow up on the new Christian.

Sample Disciple's Guide
(In Books One and Two,
Convert's Guide
is on the
Reverse Side)

NOTES



EQUIPPING THE SAINTS

Disciple Application Guide

1/1

Student's Name _____ **Group** _____ **Date** _____

Subject Area The Layman and the Great Commission

Topic Perspective

Disciple's Profile	Completed	
	Yes	No
Topic Notes		
Review <i>Perspective</i>		
Bible Study		
Personal & Spiritual Management Aid		
Outside Reading		
Read <i>Born to Reproduce</i> (Be Ready to Discuss)		
Ministry: Evangelism Follow-Up/Discipleship		
Pray for two people to win to Christ		
Pray for one person to disciple		
Fill out Ministry Prayer Guide		
Scripture Memory		
Memorize Ephesians 4:11,12		

Book/Chapter
Designation

Subject, Topic Info

Lecture
Assignment

Bible Study
Assignment

PSMA
(Daily Time
Management)

Miscellaneous
Assignments


Evangelism and
Discipling
Assignments

Scripture Memory
Assignment

NOTES

The new convert's outline begins with a lesson on the "Assurance of Salvation." That lesson is found in Book One, Chapter 9. The Bible study for the first week is found in Book One, Chapter 4. Rather than have the new convert memorize Ephesians 4:11,12, he is asked to memorize 1 John 5:11-13. To rearrange Book One for a new convert, simply pull the lesson on Assurance of Salvation from Chapter 9 (indicated by 1/9), the Bible study from lesson 4 (indicated by 1/4), and put them together.

In the second week for a new convert, the subject is prayer. Again, the outline explains where the material is found. *ETS* material is the same for a new convert as for a more mature Christian; the difference is simply the order in which the lessons are covered.


EQUIPPING THE SAINTS
 Convert Application Guide

1/1

Student's Name _____ **Group** _____
Date _____ **Basic Christian Living** _____
Subject Area _____ **Assurance of Salvation** _____

Convert's Profile	Completed	
	Yes	No
Topic Notes		
Review <i>Assurance of Salvation</i> (1/9)*		
Bible Study		
Complete <i>Assurance of Salvation</i> (1/4) (Be Ready to Discuss)		
Personal & Spiritual Management Aid		
Outside Reading		
Read <i>Beginning With Christ</i> (1/4) (Be Ready to Discuss)		
Read <i>Lessons on Assurance</i> (1/4) (Be Ready to Discuss)		
Ministry: Evangelism Follow-Up/Discipleship		
Scripture Memory		
Memorize 1 John 5:11-13		

*Refers to Book N°/Chapter N°

There are three different ways to proceed through the content material (the major topic) in each lesson:

- The instructor *teaches* the lesson before the student reviews the lecture notes.
- The student *reads* the lecture notes and comes to the session prepared for discussion.
- The lesson may be read and discussed *during* the session itself.

The recommended procedure is to teach the lecture notes prior to the students receiving those notes. In this manner, the student is encouraged to sit back and listen carefully to what the instructor is saying. They are informed they will be given a set of notes to review at the conclusion of the lesson (though in some cases, the students may have already received a full set of materials). Students are therefore freed to give themselves wholly to the intake of the material as covered verbally by the leader.

Then students are given the assignment materials for that week. This includes the “Disciple’s Application Guide,” which specifically outlines each assignment for the week. The first item is always to review the lecture notes. This reading of the material constitutes the second time through the material (the first verbal, this one visual), reinforcing the impact of that lesson.

As the students get before God, the Spirit of God is given opportunity to teach each student individually what He wants them to learn and apply from that week’s material. God knows things about each student that the instructor does not know. Hebrews 4 and Ephesians 6 reveal that the tool God uses to teach is His Word—the sword of the Spirit. Therefore, every verse used in *ETS* is quoted in its entirety in the material because students need to interact with the Word of God, not just the leader, commentary, or other members of his group.

NOTES

As mentioned, the second way to teach the lesson, but one which should be used only with very mature laypersons, is to give the students all the material prior to the class session. After reading the lessons individually, students come to class prepared to discuss the material among themselves rather than listen to an instructor teach.

Still a third method is used by a group of pastors in the Washington, D.C. area, who, when they come to class, pass out all the material, read it together in class, then discuss it among themselves.

Whichever method is chosen, it is best to start with an empty notebook, adding only one week's material at a time. Unless that person is an extremely mature layperson, the sheer volume of material may overwhelm students!

The "Disciple's Application Guide" also includes other practical applications required on a weekly basis, including outside reading assignments, Bible studies, Scripture memory verses, and, later in the course, evangelism and discipling requirements. As previously mentioned, students will be asked to pray for two to win, and one to disciple, beginning in the very first volume.

It will take approximately one and a half to two hours to conduct a class session for each lesson of *ETS*. Each session is divided into two sections: the first half of the session is used for *accountability*—that is, a discussion of reading assignments, lecture notes, ministry involvement, and recitation of memory work from the previous week—while the second half is then used for *teaching* the lesson which students will review for the following week.

The Importance of Scripture Memory

Scripture memory is one of the most important aspects of this course, and memory verses are included in every lesson. If people know the Word of God and can quote it ("Thy

Word have I hid in mine heart...”) they are more apt to apply it to their own lives and share it with others. If they do not know the Word of God, they will say, “Somewhere in the Bible there’s a verse of Scripture that goes something like this....” There is no *power* in a commentary of what someone *thinks* the Word of God says! The *power* is in the Word of God itself!

The Book of Hebrews tells us that God’s Word is “...quick, and powerful, and sharper than any two-edged sword, piercing even to the dividing asunder of soul and spirit, and of joints and marrow, and is a discernor of the thoughts and intents of the heart” (4:12 NKJV). Many Christians may wish their words were that powerful, but they’re not. And our words need not be so powerful as long as the Word of God is quick and sharper than any two-edged sword. Our students must train themselves to memorize the Word of God so that the Spirit of God can put it to work in the hearts of the people they are discipling.

Every week our students will memorize verses and recite what they have memorized. Every week they’ll begin with Ephesians 4:11,12 and work their way up to the new verses they have acquired. If a particular *ETS* course involves a group, each person in the group should recite *all* new verses for the particular lesson on which they are working. However, old verses are reviewed by having each person recite a *different* one, working around the group so that no member of the group can be sure which verse he’ll recite. This aids retention of the verses as they are reviewed weekly.

It is suggested that students use a pack of spiral-bound index cards for their memory work, writing verses on the back side of each card and the reference on the front side of each card. This pack of cards is something they can keep in their possession to take advantage of odd moments for review—a habit that should be formed for life. If memory work is related to a daily activity, such as walking or doing dishes, it will be easier for students to remember to memorize and review on a consistent basis.

NOTES

Lecture Notes

Upon examination of the format for the lectures, it will be noted that the page is divided conveniently into two parts. On the left, is printed the notes as they will be given by the group leader, and on the right, a blank column entitled simply, "Notes." The notes column is not intended to be used by the student to record his thoughts as he listens to the lesson being taught, but rather as a review of the material later during his second reading.


This column is also intended for the student to later *teach* the material to his own disciples when he begins to lead others. As the student reviews the lesson, he is to record his notes in such a way so as to be able to teach from this column, not relying on the pre-printed notes on the left.

**Lecture (topic)
Title**

**Lecture Notes
(with headings)**

Note Column

**Lesson Title
and
Page Number**



**EQUIPPING THE SAINTS
PERSPECTIVE**

NOTES

Introduction
In Proverbs 29:18 we learn where there is "no vision" or "revelation" of God the people perish. Today we live in a perishing world. It perishes not because it can't be reached, but for lack of vision or revelation on the part of God's people. God wants to use us to reach a lost and dying world that has been separated from Him because of sin. Like God, we were made to live for the eternal. Unfortunately, many of God's children have let the eternal slip out of focus and are locked into the temporal things of the world.

The three lessons on the *Layman and the Great Commission* help to bring back into focus those eternal things of God. They help us first see life through the eyes of God as He intended for it to be lived, not as we perceive it through our human conceptions or even misconceptions. These lessons help us understand that the fulfilling of the Great Commission is our responsibility. The way to reach the world is by making disciples who can reproduce themselves into the lives of the next generations. When we begin to exchange our lives for these eternal things as God intended, the world in our lifetime and generation can and will be reached.

The Layman—the Major Participant
Most Christian laymen are familiar with the Great Commission story, but they seldom grasp the fact that it has deep personal implications for everyone who names the name of Christ. Instead they see themselves as spectators in the great competition for the souls of men and women. They stand at the sidelines shouting words of encouragement, praying and giving financial support to "full-time Christian workers."

However, their involvement normally ends here. If the job doesn't get done and the Church is not increasing, they feel badly, but they have no personal sense of responsibility for the outcome. After all, they surely cannot be accountable! Discipling is the job of the pastor, the evangelist and other full-time workers.

They see themselves merely as faithful on-lookers and supporters watching the action on the field. This was never God's plan! God's original intention is outlined for us in Paul's letter to the Ephesians.

Perspective 1

If a student later teaches from the left side of the page, not using his note column, he will likely spend ninety percent of his time looking at the page, trying to figure out what is to be said next. By working from the note column to jog his memory, he'll spend only about ten percent of his time looking at the material. During the other ninety percent of his time, he can better maintain eye contact to insure maximum communication.

Some students find it convenient to highlight verses or points from the text of the lesson that they want to be sure to refer to. This is certainly encouraged.

This concludes our overview of the *ETS* course, consisting of four books of sixteen lessons each. We have sought to familiarize you with the philosophy, strategy, and content of the course, and to give as much technical instruction as necessary to successfully launch an *ETS* group. By reviewing the history of the course, we have tried to communicate the heart and soul of the course. Areas of concern which may have been overlooked can be discussed personally with us by calling our office.

How to Start an ETS Group

Many people have inquired as to how to successfully organize an *ETS* group. First of all, *pray* and ask God to give you the people He wants you to have and to keep out people who are not ready for this kind of training. Doing this first, could save you many problems. Your adversary, the Devil, will be happy to give you some people to hinder your group in its training process. So pray first, asking God for the people He desires to be involved. Secondly, *recruit* those people that you want to be a part of your group. Approach each individual in person, explain to them precisely what *ETS* involves, and help them to see how *ETS* might benefit them. Be “up front” about the kind of commitment and accountability called for in the training process.

Normally, a group meets once per week; homework assignments require approximately three hours of work weekly.

NOTES

Each student must make *ETS* a *priority* because of the commitment they enter into and because of the accountability required. Let each prospect know they will be required to recite their memory work and to hand in any pages they write on (Application Guides, Bible studies, PSMA's and so on).

Remember this principle of training: *people generally do what you **inspect**, rather than what you **expect***. That is, they'll work more diligently if they know in advance someone is going to review their work.

Once you have issued personal invitations, you may want to issue a similar invitation "at large" to your Sunday School class or to your church as a whole. Tell the larger group the date on which you intend to conduct your first *ETS* session. Normally, you'll find those you invite personally, will be the only ones who register for training. However, by issuing this broad invitation to the larger group, you allow the Spirit of God to recruit others you may have failed to invite personally. Also, the "at large" invitation will keep your group from being thought of as a "clique" or exclusive group.

A third suggestion when you're ready to form a group, is that you start small and build a solid foundation—you "grow into business, rather than go into business." If you seek to recruit everybody in your church or in your neighborhood, your students will have difficulty when they begin their own recruiting. So, let the group multiply itself out.

Discipleship training will pretty well follow lines of relationships already established. People tend to congregate themselves with those with whom they feel some degree of affinity. For example, there may be a person you would desperately like to see in your own group, but that person may not be interested. However, he may register for a group established by one of your disciples. This is perfectly natural, and you should encourage people to enroll with those they feel comfortable with.

Leading a Group

As you begin to lead your *ETS* group, *master* the material you plan to present each week. Know exactly what you are going to communicate. Make your notes well so that you can operate from the note column (see page 39) rather than from the left side of the page. Be sure your examples and illustrations are well thought out and placed appropriately in the lesson. Each lesson is an excellent opportunity for you to reach into your own life to find illustrations and examples of the material you're going to present. Decide in advance how you are going to teach the material in each lesson.

Discipling Plan

We have created a form called a “Discipling Plan” which is designed to help you plan each training session. This form is introduced in Book Two of lesson one. In lesson 3, this form is blank and can be copied as needed, or you may order these forms from the *ETS* office.


The first thing to do in planning the lesson, is to write an objective for that lesson. An example: “My objective for Lesson 1/1 is to help the students understand the material on ‘Perspective’ and to work with him until it becomes a reality in his life, and he is reproducing it in the lives of others.”

The next step in planning the lesson, is to list activities and tools you intend to use in teaching. Take the activities off the “Disciple’s Application Guide” or “Convert’s Application Guide”. Tools would include such things as Bible studies, PSMA’s, and reading assignments.

Next, decide how much time you are going to devote to each activity, and then plan your session time, giving half to accountability and half to new material, as suggested on page 37 in this guide.

NOTES

Include some form of evaluation after each session. Write down your thoughts about how the lesson went, whether you need to rearrange anything, and what you may have learned about the way you taught the lesson this particular time. Then be sure to follow up with your students. Perhaps one of them asked you to bring certain material to the next session, or he needs to privately review some portion of the lesson he did not understand. Another principle of training is involved here: *people are always more important than paper or programs.*

 EQUIPPING THE SAINTS Discipling Plan		1/1 Date/Lesson
Trainer _____ Disciple _____		
Lesson Objective: <i>To introduce the course and class procedures of Equipping The Saints. To help my disciples understand the material on "Perspective" and work with them until the principles become a reality in their lives and they are reproducing this into the lives of their disciples four generations deep.</i>		
Activities	Tools	
	Review	Teach
Prayer		
Lesson		"Perspective"
Bible Study		
PSMA		
Reading		
Evangelism/Discipleship		Fill out Ministry Prayer Guide
Scripture Memory		
Time	Plan for Activities	
7:00 - 7:05	Greetings and Prayer	
7:05 - 7:25	Group Introduction (Have everyone share)	
7:25 - 7:35	Go over Class Procedures	
7:35 - 8:25	Teach or Discuss Lesson in "Perspective"	
8:25 - 8:30	Go over Application Assignments	
Application	Assignment	
Lesson	Review "Perspective"	
Bible Study		
PSMA/Reading	Read and be ready to discuss "Born to Reproduce"	
Ministry	Fill out Ministry Prayer Guide	
Scripture Memory	Ephesians 4:11, 12	

Discipling Plan
Page 2

[illegible]

As you plan for your sessions week-to-week, write out the discussion questions you intend to use from the reading assignments or Bible studies. When you arrive in class, all you need is your notebook with the current lesson and the lesson plan you have prepared for that week. Failure to adequately prepare and meticulously plan will be very apparent to members of your group, and they will most likely repeat your mediocrity when they begin to lead their groups. On the other hand, if you will prepare well, you can file away your plan with the lesson it covers, and when you teach that lesson again in the future, you will need only a few minutes of review before you teach. This will also set a better example for your students to model after.

NOTES

ETS is the best basic training of which Christians can avail themselves! It is a tool to be used over and over again if you are going to be involved in helping people live both vertically and horizontally in their walk with God. This training can equip you for a lifetime of disciple-making.

As you minister to growing disciples in your groups, demonstrate excitement about what the Spirit of God is teaching each of them. As they share insights and thoughts with you, rather than sitting passively listening and shaking your head, communicate enthusiasm. Make comments such as, “Boy, that is a beautiful insight!” or “Praise God! That really is exciting!” This will let your students know that you are genuinely excited about what the Spirit of God is teaching them. Even truth you have covered numerous times ought to yield this response, since people’s lives are being changed before your very eyes!

Another important part of leading a group is to build a relationship with your students. The kind of relationships you build will determine how deep you can go into their lives. If you meet once every week as teacher/student without any further involvement, you will never be able to delve deeply into their lives. But if you are interacting in activities with your students, enjoying recreation with them, inviting them to your home, etc., you’ll be surprised how deeply into their personal lives these relationships will carry you.

We also need to remember, that when we’re dealing with people, we need to be real and transparent. If we try to pass ourselves off as heroes, we set a standard our students can’t live with.

We want our students to understand that many of the things we are discussing in class are things with which we’re wrestling in our own lives, as well. The fact that we’re holding them accountable, and they’re holding us accountable, helps us make *ETS* a reality in our lives.

Uphold a high standard. Set it with the group in the beginning and then hold them to it. The minute you lower the standard, you are putting the “kiss of death” on that group. Most people who bail out of the church, do so not because the standard is too high, but because the standard is too low. They wonder, “Why bother with it?” That’s why you should ask that homework be turned in, and that’s why you should make sure the students are doing the things they’re required to do.

Also, resolve problems that appear in the group. Suppose that in the first week, somebody comes and has not memorized his Bible verse. Simply make a note that the person didn’t get the memory work done. If that person comes the next week without having memorized the verse, then you invite that person to have coffee, and in the time you’re together, say something like, “I could be wrong, and, if I am, I hope you’ll correct me, but when it comes to your Scripture memory verse, I sense that you’re struggling. Is that true or isn’t it?”

If it is, the person probably will tell you, and together you can deal with whatever the problem is. That person may need help in knowing how to memorize, or he may need to spend more time on memory work. By being on top of the problem and trying to help resolve it, you will know whether or not the student is making an appropriate effort.

If it is determined that he is not committed to doing the assignments, he should be asked as kindly as possible to drop the course. If allowed to remain in, only to audit the course, it will put him on a guilt trip and lower the standard of the group.

Do not settle for a “vertical” group in which your students are growing in their relationship with the Lord, but not reaching out to win and disciple others. Provide for both vertical and horizontal growth by holding your students accountable for assignments every week. Simply tell them that the author says this is how the material must work.

NOTES

Remind them that they're committed to make it work this way and that your job is to help them be successful.

Be sure that you start and stop your sessions on time. Then be willing to stay around after the session ends to interact with people for as long as they want to interact. You may want to think about having some kind of very simple refreshments, but avoid situations where the refreshments become more and more elaborate every week until the refreshments are more central to the sessions than the material you're trying to teach.

As the instructor, you should arrive early for the first meeting and have everything ready and in place, so you can make your students welcome. Do whatever is necessary to get your people in a circle or semicircle so that everyone can see each other and so that some people are not looking at the backs of others. Make sure there is proper heating and/or cooling and that the room is well-ventilated so that distractions are kept to a minimum.

As you begin your sessions, emphasize again what *ETS* is designed to do in terms of helping people establish growing relationships with the Lord—learning to reach out and have a ministry of winning and discipling people. Explain to them how the program is going to function, when the meetings will be held, how the sessions will be conducted, and that there will be homework assignments which they will be expected to do.

Once the ground rules have been laid, you're ready to teach the first lesson. After the lesson has been taught, distribute materials for Lesson One, go over the "Disciple's Application Guide", and review the applications they are to make for the following lesson. Remember this first meeting will set the tone for the rest of the meetings you will have. Plan this meeting well, and be sure it goes the way you planned for it to go. Pray for your people during the week. Let them know that you're available to them. These lessons have been planned carefully so you will have time available during the

week to drink coffee with your students and get to know them. Do whatever you can so that you're not only their instructor, but also their friend.

A Final Word

Many people use *ETS* for reference. Doing this simply cancels the system's horizontal aspect, and it becomes a cognitive course. I realize that it's very tempting to do this, but if you don't use the materials as they are intended, the principles become counterproductive, and they work against you. The end product of *ETS* is not only a growing disciple, but a growing disciple who is reproducing himself into the hearts and lives of the next generation of believers, potentially to the fourth generation and beyond.

God Bless You

...as you begin *ETS*. Remember that we are not in the book-selling business; we're in the *people-training business*. When you have a problem or question, please pick up your telephone and call us; give us an opportunity to help you. You can reach us at (903) 455-3782, or FAX (903) 454-8524, email etsusa@aol.com, or MAIL 4006 Walnut Street, Greenville, TX 75401.

Matthew 22:37-40

Jesus said to him, “You shall love the LORD your God with all your heart, with all your soul, and with all your mind.’ This is the first and great commandment. And the second is like it: ‘You shall love your neighbor as yourself.’ On these two commandments hang all the Law and the Prophets.”

NKJ Love God and Love Your Neighbor

Romans 5:18,19

Therefore, as through one man's offense judgment came to all men, resulting in condemnation, even so through one Man's righteous act the free gift came to all men, resulting in justification of life. For as by one man's disobedience many were made sinners, so also by one Man's obedience many will be made righteous.

NKJ Justification In Christ

Ephesians 3:14-19

For this reason I bow my knees to the Father of our Lord Jesus Christ, from whom the whole family in heaven and earth is named, that He would grant you, according to the riches of His glory, to be strengthened with might through His Spirit in the inner man, that Christ may dwell in your hearts through faith; that you, being rooted and grounded in love, may be able to comprehend with all the saints what is the width and length and depth and height—to know the love of Christ which passes knowledge; that you may be filled with all the fullness of God.

NKJ Fullness of the Life of Christ

1 Corinthians 12:7

“But the manifestation of the Spirit is given to each one for the profit of all....”

NKJ Spiritual Gifts

Matthew 28:18-20

And Jesus came and spoke to them, saying, “All authority has been given to Me in heaven and on earth. Go therefore and make disciples of all the nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, teaching them to observe all things that I have commanded you; and lo, I am with you always, even to the end of the age.” Amen.

NKJ The Great Commission

2 Corinthians 10:3-6

For though we walk in the flesh, we do not war according to the flesh. For the weapons of our warfare are not carnal but mighty in God for pulling down strongholds, casting down arguments and every high thing that exalts itself against the knowledge of God, bringing every thought into captivity to the obedience of Christ....

NKJ The Supremacy of Christ

Ephesians 4:20-24

But you have not so learned Christ, if indeed you have heard Him and have been taught by Him, as the truth is in Jesus: that you put off, concerning your former conduct, the old man which grows corrupt according to the deceitful lusts, and be renewed in the spirit of your mind, and that you put on the new man which was created according to God, in true righteousness and holiness.

NKJ Righteousness and Holiness

1 Corinthians 14:9

“So likewise you, unless you utter by the tongue words easy to understand, how will it be known what is spoken? For you will be speaking into the air.”

NKJ Spiritual Gifts



EQUIPPING THE SAINTS

Registration Form

Name _____ Date _____ Sex _____

Address _____

Home Phone _____ Work Phone _____

Occupation _____ Married _____ Single _____

School or Employer _____

Date you accepted Christ _____ Date Baptized _____

Church Member? _____ Church you attend _____

Church Activities and responsibilities _____

Other ministry involvement and responsibilities _____

Personal Spiritual Growth

Describe your Quiet Time habits. _____

Describe your prayer life practices. _____

Describe your Bible reading program. _____

Describe your Bible study program. _____

Describe your Scripture Memory practices. _____

Outreach and Ministry

Do you actively share your faith? _____ Explain. _____

How many have you witnessed to? _____ How many have you led to Christ? _____

Are you currently following up any new Christians? _____ Describe _____

Are you currently discipling anyone else? _____ Who? _____

What are you doing with your disciple? _____

Have you ever been involved with other discipling programs? _____

EQUIPPING THE SAINTS

Personal Training Commitment

After prayerful consideration I, _____ ,
believe God wants me to be involved in the *EQUIPPING THE SAINTS*
Layman's Discipleship Training Program. Depending on the
Lord and in cooperation with my classmates, I hereby make
the following commitment:

- In order to increase my spiritual proficiency, I will give priority over other ministry involvements to *EQUIPPING THE SAINTS* training during the period of the course, except in the case of emergency,
- I will faithfully complete the assignments, including Bible Study, Scripture memory, outside reading and ministry projects,
- I will participate freely and responsibly in the group discussions and uphold my classmates in prayer,
- I am in agreement with the objectives and standards of the *EQUIPPING THE SAINTS* training program,
- I understand that if I fail to comply with my commitment, I will be asked to withdraw from the training until I am able to give the course its necessary priority.

Signed by _____ Date _____

A Love For God, A Vision For the World

The Great Commander

The primary way we demonstrate our love for God is by keeping His commandments.

He who has My commandments and keeps them, it is he who loves Me. And he who loves Me will be loved by My Father, and I will love him and manifest Myself to him.
John 14:21

This passage tells us that our love for God must go beyond verbal expression; it must be demonstrated in obedience to His commandments. Our Great Commander, Jesus, shed further light on the issue of the commandments in Matthew's Gospel.

You shall love the Lord your God with all your heart, with all your soul, and with all your mind. This is the first and great commandment. And the second is like it: You shall love your neighbor as yourself. On these two commandments hang all the Law and the Prophets.

Matthew 22:37-40

The Great Commandment

We are to love God with all our heart, soul, and mind. No human relationship is to have a higher priority than our own personal relationship to God. This love must find application as we reach out in obedience to those about us.

The Great Commission

Great Commandment love is to be expressed not only in words but in action directed toward the people for whom Christ died. Jesus says we are to love our neighbors as ourselves. The best way to love our lost neighbors is to build a relationship that allows us to share with them the Good News of the Gospel. This will make us "fishers of men." The best way to love our Christian neighbors is to help them become mature disciples of Jesus. At the Judgment Seat of Christ, this will ensure our Lord's commendation, "Well done thou good and faithful servant."

The Great Commitment

In John's Gospel we see that God's love motivated Him to action.

For God so loved the world that He gave His only begotten Son, that whoever believes in Him should not perish but have everlasting life.
John 3:16

If our love for God is only verbal, our lost neighbors may well die in their sins, and brothers and sisters in Christ may remain immature in the Faith. Love demands a commitment to change the "Great Omission" into the "Great Commission" in our lives. What is the present state of *your* life? Are you omitting the most important commandment ever given us by God by neglecting a commitment to become personally involved in the fulfilling of the Great Commission?

The Great Omission

If God's love for us had been expressed in word only we would still be lost in our sins. God intends that our love for Him motivate us to action as well. In the last chapter of John's Gospel we see this expressed clearly when Jesus asked Peter three times, "Do you love Me?" Each time Peter's affirmation of love was followed by a command from the Lord Jesus, "Feed My sheep."

EQUIPPING THE SAINTS is designed to help students express their love for God by obeying the Great Commandment *and* the Great Commission, *and* to avoid the Great Omission. By becoming a "fisher of men" and "maker of disciples" the process illustrated in the chart will be the natural end result of each student's training. May God grant *diligence* to each of us in the completion of the fourth generation for *His* honor and glory!





EQUIPPING THE SAINTS

Book One-A Disciple Lesson Plan

Book	Topic	Memory	Ministry * and Bible Study •	Outside Reading and Other Assignments
1/1	Perspective	Ephesians 4:11,12	<ul style="list-style-type: none"> • Ministry Prayer Guide * Pray for 2 Converts * Pray for 1 Disciple 	<ul style="list-style-type: none"> • Born to Reproduce
1/2	The Great Commission and Its Fulfilling	Matthew 28:18-20	<ul style="list-style-type: none"> * Pray for 2 Converts * Pray for 1 Disciple 	<ul style="list-style-type: none"> • The Need of The Hour
1/3	The Priesthood of Every Believer	Colossians 1:28,29	<ul style="list-style-type: none"> * Pray for 2 Converts * Pray for 1 Disciple 	<ul style="list-style-type: none"> • Pole Town USA • 100 Word Essay
1/4	Biblical Perspective on Time	Psalm 90:12 1 John 5:11,12	<ul style="list-style-type: none"> • Assurance of Salvation * Pray for 2 Converts * Pray for 1 Disciple 	<ul style="list-style-type: none"> • Beginning With Christ
1/5	How To Organize My Time	Ephesians 5:15,16 John 16:24	<ul style="list-style-type: none"> • Assurance of Answered Prayer * Pray for 2 Converts * Pray for 1 Disciple 	<ul style="list-style-type: none"> • Write Out Your Life Objective • 5 PSMA
1/6	Introduction To Evangelism	Matthew 4:19 1 Corinthians 10:13	<ul style="list-style-type: none"> • Assurance of Victory * Pray for 2 Converts * Pray for 1 Disciple 	<ul style="list-style-type: none"> • Whatever Became of Evangelism? • 5 PSMA's
1/7	The Bridge Presentation	Romans 10:9,10 1 John 1:9	<ul style="list-style-type: none"> • Assurance of Forgiveness * Pray for 2 Converts * Pray for 1 Disciple 	<ul style="list-style-type: none"> • Memorize First Half of Bridge Presentation • 5 PSMA's
1/8	Opening and Controlling a Conversation	2 Timothy 1:7 Proverbs 3:5,6	<ul style="list-style-type: none"> • Assurance of Guidance * Pray for 2 Converts * Pray for 1 Disciple 	<ul style="list-style-type: none"> • Memorize Second Half of Bridge Presentation • 5 PSMA's



EQUIPPING THE SAINTS

Book One-B Disciple Lesson Plan

Book	Topic	Memory	Ministry * and Bible Study •	Outside Reading and Other Assignments
1/9	Assurance of Salvation	1 John 5:13 John 15:5	<ul style="list-style-type: none"> • Living in Christ * Pray for 2 Converts * Pray for 1 Disciple 	<ul style="list-style-type: none"> • Memorize Complete Bridge Presentation • Going on With Christ • 5 PSMA's
1/10	Quiet Time	Mark 1:35 Acts 20:32	<ul style="list-style-type: none"> • Living by the Word * Pray for 2 Converts * Pray for 1 Disciple * Share Bridge * Evangelism Report 	<ul style="list-style-type: none"> • Appointment With God • Planned Appointments With God • 5 PSMA • 6 AWG
1/11	Prayer	Matthew 18:19 Romans 8:14	<ul style="list-style-type: none"> • Living by the Spirit of God * Pray for 2 Converts * Pray for 1 Disciple * Share Bridge * Evangelism Report 	<ul style="list-style-type: none"> • How To Get Results Through Prayer • Prayer List • 5 PSMA • 6 AWG
1/12	The Victorious Life	1 Corinthians 15:57 2 Corinthians 5:7	<ul style="list-style-type: none"> • Living by Faith * Pray for 2 Converts * Pray for 1 Disciple * Share Bridge * Evangelism Report 	<ul style="list-style-type: none"> • 5 PSMA • 6 AWG
1/13	The Word of God	Matthew 4:4 1 John 4:11	<ul style="list-style-type: none"> • Living a Life of Love * Pray for 2 Converts * Pray for 1 Disciple * Share Bridge * Evangelism Report 	<ul style="list-style-type: none"> • 5 PSMA • 6 AWG
1/14	The Obedient Life	Hebrews 5:8 1 John 1:7	<ul style="list-style-type: none"> • Living in Christian Fellowship * Pray for 2 Converts * Pray for 1 Disciple * Share Bridge * Evangelism Report 	<ul style="list-style-type: none"> • 5 PSMA • Bible Reading Chart
1/15	The Lordship of Christ	Acts 2:36 1 Peter 3:15	<ul style="list-style-type: none"> • Living as a Witness * Pray for 2 Converts * Pray for 1 Disciple * Share Bridge * Evangelism Report 	<ul style="list-style-type: none"> • 5 PSMA • Bible Reading Chart
1/16	Summary and Evaluation of Book 1	2 Corinthians 9:7	<ul style="list-style-type: none"> • Living a Life of Generosity * Pray for 2 Converts * Pray for 1 Disciple * Share Bridge * Evangelism Report 	<ul style="list-style-type: none"> • 5 PSMA • Bible Reading Chart



EQUIPPING THE SAINTS

Book One-A Convert Lesson Plan

Book	Topic	Memory	Ministry * and Bible Study •	Outside Reading and Other Assignments
1/1 1/9*	Assurance of Salvation	1 John 5:11-13	• Assurance of Salvation 1/4	• Beginning With Christ 1/4
1/2 1/11	Prayer	Matthew 18:19 John 16:24	• Assurance of Answered Prayer 1/5	• How To Get Results Through Prayer 1/11 • Fill out Prayer List
1/3 1/10	Quiet Time	Mark 1:35 1 John 1:9	• Assurance of Forgiveness 1/7	• Appointment With God and Planned Appointment With God • 6 AWG 1/10
1/4 1/12	The Victorious Life	1 Corin- thians 15:57 1 Corin- thians 10:13	• Assurance of Victory 1/6	• 6 AWG
1/5 1/13	The Word of God	Matthew 4:4 Proverbs 3:5,6	• Assurance of Guidance 1/8	• 6 AWG • Fill Out Objective for the Word
1/6 1/4	Biblical Perspective On Time	Psalms 90:12 John 15:5	• Living in Christ 1/9	• 6 AWG • Going on With Christ 1/9
1/7 1/5	How to Organize My Time	Ephesians 5:15,16 Acts 20:32	• Living by the Word 1/10	• Do 6 Personal and Spiritual Management Aid (PSMA) • Bible Reading Chart 1/14
1/8 1/6	Introduction to Evangelism	Matthew 4:19 Romans 8:14	• Living by the Spirit of God 1/11 * Pray for two to win	• Do 6 PSMA • Bible Reading Chart Whatever became of Evangelism 1/6



EQUIPPING THE SAINTS

Book One-B Convert Lesson Plan

Book	Topic	Memory	Ministry * and Bible Study •	Outside Reading and Other Assignments
1/9	Bridge Presentation 1/7	Romans 10:9,10 2 Corinthi- ans 5:7	<ul style="list-style-type: none"> • Living by Faith 1/12 * Pray for 2 Converts 	<ul style="list-style-type: none"> • Memorize First Half Bridge Presentation • 6 PSMA • Bible Reading Chart
1/10	Opening and Controlling a Conversation 1/8	1 Timothy 1:7 1 John 4:11	<ul style="list-style-type: none"> • Living a Life of Love 1/13 * Pray for 2 Converts 	<ul style="list-style-type: none"> • Memorize Second Half Bridge Presentation • 6 PSMA • Bible Reading Chart
1/11	The Obedient Life 1/14	Romans 13:11,12 1 John 1:7	<ul style="list-style-type: none"> • Living in Christian Fellowship 1/14 * Pray for 2 Converts 	<ul style="list-style-type: none"> • Memorize Complete Bridge Presentation • 6 PSMA • Bible Reading Chart
1/12	The Lordship of Christ 1/15	Hebrews 5:8 1 Peter 3:15	<ul style="list-style-type: none"> • Living as a Witness 1/15 * Share Bridge * Evangelism Report * Pray for 2 Converts 	<ul style="list-style-type: none"> • 6 PSMA • Bible Reading Chart
1/13	Perspective 1/1	Acts 2:36 2 Corinthi- ans 9:7	<ul style="list-style-type: none"> • Living a Life of Generosity 1/16 * Share Bridge * Evangelism Report * Pray for 2 Converts 	<ul style="list-style-type: none"> • Born to Reproduce 1/1 • 6 PSMA • Bible Reading Chart
1/14	The Great Commission and Its Fulfilling 1/2	Ephesians 4:11,12	<ul style="list-style-type: none"> • Living in Christian Fellowship 1/14 * Share Bridge * Evangelism Report * Pray for 2 Converts 	<ul style="list-style-type: none"> • The Need of the Hour 1/2 • 6 PSMA • Bible Reading Chart
1/15	The Priesthood of Every Be- liever 1/3	Matthew 28:18-20	<ul style="list-style-type: none"> • Review All Verses * Share Bridge * Evangelism Report * Pray for 2 Converts 	<ul style="list-style-type: none"> • 100 Word Essay • 6 PSMA • Bible Reading Chart • Pole Town USA
1/16	Summary and Evaluation of Book One	John 15:16	<ul style="list-style-type: none"> * Share Bridge * Evangelism Report * Pray for 2 Converts * Pray for 1 Disciple 	<ul style="list-style-type: none"> • 6 PSMA • Bible Reading Chart



EQUIPPING THE SAINTS

Ministry Outreach Plan

The next three pages are the most important pages in the *Equipping The Saints* course for several reasons. They:

- make the *Equipping The Saints* course an on-the-job training program,
- make the *Equipping The Saints* course training practical and not just cognitive, and
- make the disciple reproduce in others what is being taught.

The end product or objective of *Equipping The Saints* is to make you a reproducing disciple. From the onset of your training you must start praying for two people to win to Christ. This engages you in evangelism—fishing for people. You also begin praying for one person to disciple. This causes you to reach back into the church for people who are not growing the way they should in their walk with God.

Ministry Prayer Guide

On the next page you will find the Ministry Prayer Guide. This will help you identify potential people for your ministry.

Non-Christian Friends

Make a list of all your non-Christian friends and begin to pray for them. When you have peace from God about a name, move the person to the evangelism section of your Ministry Discipleship Guide and place the name on your Ministry Prayer Guide in the space marked “Convert.”

Christian Friends

Make a list of Christian friends who do not seem to be growing in their walk with God. When you have a commitment from a person to go through *Equipping The Saints* with you, write the name in the Disciple-Making section of your Ministry Discipleship Guide and on your Ministry Prayer Tree on the line marked “Disciple.”

Ministry Prayer Tree

The Ministry Prayer Tree helps you visualize God’s plan for your ministry. Write your name in the box on the left side of the page. The three you win and disciple must be trained to reproduce the next generation. Set your heart now to labor until at least this page is filled with your spiritual children. What a wonderful gift of obedience this would be to present to your Savior at the Judgment Seat of Christ!

Ministry Discipleship Guide

This guide will direct you in what to do with your converts and disciples until we get to this subject matter later in your training.

Evangelism

The four-point outline will guide you in what to do with the people whom you have won.

Discipleship

The nine-point outline will guide you in what to do with your new convert or disciple as you help the person grow toward discipleship.

Both of these initial guides will be replaced in lessons 2/13 and 2/14 by a more detailed instructive guide.



Make a list of your non-Christian friends and begin to pray for them. When you feel peace about two of them, enter their names on your Ministry Discipleship Guide (back page).

[illegible][illegible]



EQUIPPING THE SAINTS

Ministry Prayer Tree

Paul

Timothy

Faithful Men

Others

First Generation

Second Generation

Third Generation

Fourth Generation

Your Name

Convert

Convert

Disciple

*“And the things you
have heard from me
among many witnesses,
commit these to faithful
men who will be able to
teach others also.”*

(2 Timothy 2:2)



EQUIPPING THE SAINTS

Ministry Discipleship Guide

Student's Name _____ **Date** _____

Evangelism

As part of your Equipping The Saints training, you are to ask God for two persons to win to Christ. List the two persons below, once you have peace from God who those persons should be.

Name _____	✓	Date	Name _____	✓	Date
Prayed For			Prayed For		
Shared Testimony			Shared Testimony		
Presented Bridge			Presented Bridge		
Decision			Decision		

Disciple Making

You are also to ask God to give you one person to disciple. This person may be a Christian friend who is not growing, and for whom you are praying, or it could be one of the above converts.

Name _____	✓	Date	Comment
Received Christ			
Baptized			
Attends Church Regularly			
Consistent Quiet Time			
Five Assurance Bible Studies 1/4-1/8			
Memorized Five Assurance Verses 1/4-1/8			
Memorizes and Shares the Bridge			
Develops A Servant Heart			
Committed to Growing — Finished ETS Book One			

[illegible]

[illegible]