

Gathering 5 - Multiplication Scorecard

FEBRUARY 4, 2025

10:00AM - 1:00PM EST VIA ZOOM



Agenda At -A-Glance

10:00 am - 1:00 pm Eastern

Session 1: Welcome and Homework Presentations

Session 2: Three Measurements; Impact Results

Session 3: Output Results

Session 4: Input Drivers

Session 5: Finalizing Multiplication Values

Session 6: Q&A and Homework



Multipliers Pathway Goals

Goals for This Gathering

- Present and get feedback from peers on your *Beyond the Horizon* and *Background Strategies* (top 1.4.), as well as your *Vivid Vision Description*
- Finalize your church's *Multiplication Values*
- Learn about the building blocks of an effective *Multiplication Scorecard*
- Be equipped to complete and present your custom Multiplication Plan at the next Gathering

Goals for the Whole Pathway

- A better understanding of multiplication
- A customized multiplication scorecard
- A new vision for multiplication
- A customized multiplication strategy
- Enthusiasm for implementing the plan
- A unifying and aligning team experience
- Tools for aligning your culture with multiplication

Note:

Throughout this workbook, the symbol , the adjacent URL is for a related video.

The symbol  is for a downloadable file.



Multipliers Pathway Resources

For additional resources, simply scan the QR code, or visit:

MULTIPLIERS.ORG/MP/RESOURCES

Review

Gospel Saturation Vision Scope

Identity

3 Micro Pathways

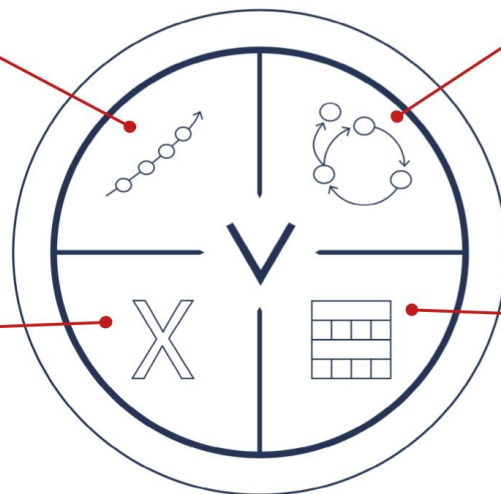
(line up with 3 dimensions of multiplication)

1. Disciple-Maker
2. Missionary
3. Leader

Impact

Scorecard

Measuring success and moving from good intentions to desired results and impact



Integration

Mobilization Flywheel

(integrates 3 micro pathways into a single flywheel)

The integrated macro pathway for equipping and mobilizing disciple-making missionaries

Intentionality

Strategic Planning

Using the 1414 planning tool for designing and implementing increased sending capacity



multipliers.org/mp/GSVS (training on Gospel Saturation Vision Scope)



Homework Presentations

Present Your Top 1.4. and Vivid Vision Description (Group Exercise)

In your groups of three to four churches, take turns sharing your Top 1.4. (*Beyond the Horizon* and *Background Strategies*) and your *Vivid Vision Description* with the other churches and get their feedback.

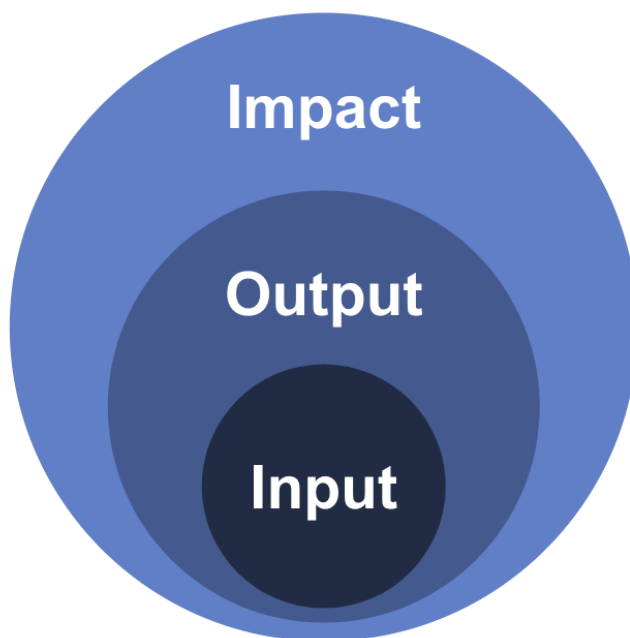
Three Measurements

⁸“Still other seed fell on good soil. It came up, grew and produced a crop, some multiplying thirty, some sixty, some a hundred times.”

¹³ Then Jesus said to them, “Don’t you understand this parable? How then will you understand any parable?”

Mark 4:8 & 13 (NIV)

3 Measurements that Lead to Multiplication



Begin with the End in Mind

“To begin with the end in mind means to start with a clear understanding of your destination. It means to know where you’re going so that you better understand where you are now and so that the steps you take are always in the right direction.”

-Stephen R. Covey

Three Measurements

Impact

The term “Impact results” refers to the broader, long-term effects of both input drivers and output results, encompassing the overall change they create. Impact results are literally our vision coming to pass at a specific point in time.

Output

Output Results are qualitative results that are the results of our input and are not always easy to measure. They answer the questions:

- *“What are we reproducing?”*
- *“What kind of disciples are we making?”*
- *“What kind of reproducing churches are those disciple makers planting?”*

Input

Input Drivers are the actions we take to produce an output. Input Drivers are quantitative and easily measured. In the prevailing model Input Drivers represents things that typically measure like “nickels and noses”.

Understanding Impact Results

More About Impact Results

- Impact Results are the result of your input and output over time
- Multiplication is an Impact Result
- Impact begins slowly but speeds up exponentially in a multiplication plan, given time
- Impact Results allow you to paint a picture of your progress toward your gospel saturation vision at a specific point in time
- Impact Results are shared less frequently and can be greatly enhanced with storytelling
- One example of communicating your church’s Impact Results is a well-done End of the Year Report

Understanding Impact Results

Communicating Impact Exercise (Team Breakout)

Step 1: Review your *Vivid Vision Description* and on a page or flipchart make a list of *Impact Results* that you can use to communicate progress toward gospel saturation.

Step 2: Identify two to three means you could use to communicate *Impact Results* in your church.

Impact Results
Communication Strategy

Understanding Impact Results

Communicating Impact Presentations (Group Breakout)

In your groups of three to four churches, take 3 minutes each to share your *Impact Results* and *Communication Strategies* with the other churches. Discuss the similarities and differences from church to church.

Understanding Output Results

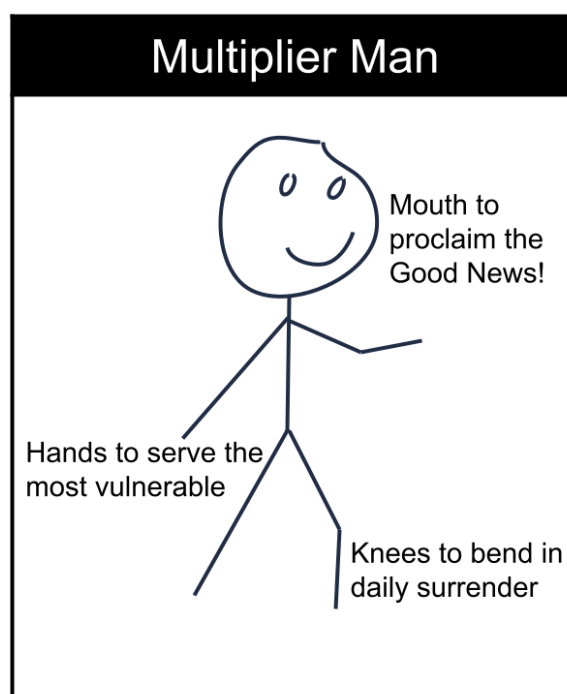
More About Output Results

- Output Results answer the question, “What are we reproducing?”
- Output Results also answer the questions:
 - “What kind of disciples are we making?”
 - “What kind of reproducing churches are those disciple makers planting?”
- Output Results are qualitative output that describe these results
- Output Results paint a picture of a model disciple maker and a model church plant in our multiplication plan
- Our Output Results are 5 to 6 behaviors, attributes, or characteristics that make up this model disciple maker who plants reproducing churches

Output Results Exercise (Team Breakout)

Step 1: Multiplier Man

On a page or flipchart, draw a stick figure and label the body parts with characteristic behaviors of a disciple who reproduces that contribute to *Impact Results* over time. Come up with at least 5 or 6 behaviors.



Understanding Output Results

Output Results Exercise (continued)

Step 2: Model Disciple Maker

On a second page or flipchart, **extract** the list of behaviors from the *Multiplier Man* that lead to multiplication, and in doing so, work toward naming the 5 to 6 behaviors that describe the *Model Disciple Maker* in your context.

Model Disciple Maker

- Lives a surrendered life
- Engaged in a harvest field
- Shares the Gospel often
- Practices extraordinary prayer
- Commits to community
-

Understanding Output Results

Output Results Presentations (Group Breakout)

In your groups of three to four churches, take turns sharing your list of *Model Disciple Maker* behaviors with the other churches.

Understanding Input Drivers

More About Input Drivers

- Input Drivers are the actions over which you have some control to achieve a desired outcome
- They can be used as checkpoints or milestones to make goals actionable
- In our multiplication plan, they are the actions that result in producing the behaviors associated with the quality and quantity of our disciples
- For example, in a Level 3 church they are things like worship attendance, offerings collected and volunteers volunteering
- As another example, in a level 4ab Church they would include, but would not be limited to: number of people trained, micro-groups started, harvest fields engaged, Gospel shares, etc.
- Your Input Drivers are based on how you answer the questions, “What are we reproducing? What kind of disciples are we making? What kind of churches are they planting?”

Input Drivers Exercise (Team Breakout)

On a page or flipchart, make a list of the *Input Drivers* that you need to start measuring to produce your desired *Output Results*.

Input Drivers
<ul style="list-style-type: none">• Micro-groups started• # in missionary trainings• # of disciple makers

Understanding Input Drivers

Input Drivers Presentations (Group Breakout)

In your groups of three to four churches, take turns sharing your final list of *Input Drivers* with the other churches, noting the similarities and differences from church to church.

Putting It All Together

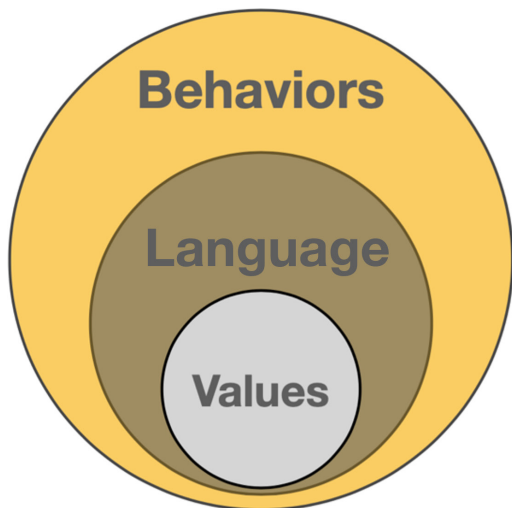
Creating a new scorecard can be an exciting and effective way of shifting from addition to multiplication.

This table depicts how one might maximize each category of results:

Type of Measure	Frequency of Measurement	Measurement	Deliverable
Input Drivers	Weekly	Data Point	Scorecard
Output Results	Semesterly	Behaviors and Characteristics	Disciple-Maker Survey
Impact Results	Annually	Stories	End of Year Report

Multiplication Values

Culture Alignment Model



BEHAVIORS

- What we do
- How we live out the values

LANGUAGE

- How we talk about it
- Consistency of words
- Story telling

VALUES

- What is important to us
- Spoken and unspoken
- More caught than taught

STRONG CULTURES HAVE:

1. CONGRUENCY
2. INTENTIONALITY



multipliers.org/mp/culture (training on Culture Alignment Model)



Multiplication Values Review

- Values are **beliefs** and **convictions** that motivate people one way or the other
- Values are an articulation of our core **convictions**
- Values are not what we do, but they shape how we do **everything** we do
- Shared values are essential to **shaping** and **forming** our organizational culture
- Actual **behaviors** demonstrate what we value
- What we **measure** is an indication of what we value most
- We should limit our values to **4 to 6**

Multiplication Values

A Sample Multiplication Value

Name It & Define It

Kingdom Collaboration – Because it is impossible to saturate our city with the gospel without working together.

Demonstrated by:

1. Our commitment to champion city-wide prayer
2. Our commitment to participate in city-wide events designed to reach our city
3. Our commitment to work across denominational and network lines in our city

Anchor It

“...that all of them may be one, Father, just as you are in me and I am in you. May they also be in us so that the world may believe that you have sent me...” (John 17:21, NIV)

Multiplication Values Exercise (Team Breakout)

Finalize your *Multiplication Values*, including for each a completed:

- Name
- Definition
- “Demonstrated By” list
- Anchor scripture

Question & Answer

What Are Your Questions about Anything to Date?

Homework



What to Accomplish Before the Next Gathering

1. Finalize the bottom two rows of your 1.4./1.4. (your *Midground Focus* and *Foreground Initiatives*).



multipliers.org/mp/1414-worksheet



2. Complete a solid first draft of your Multiplication Scorecard.
3. Complete version 1 of your Custom Multiplication Strategy:
 - Using a template (below) that follows the outline of the Gospel Saturation Vision Scope
 - Integrates work already done
 - Finalizes and pulls in the *Multiplication Scorecard* from today's Gathering
 - 80% roughly right
 - Presented at next Gathering (virtual Gathering 6)
 - Becomes the core content for creating a final, polished presentation to key church leaders



multipliers.org/mp/strategy-template



4. Upload your draft Custom Multiplication Strategy prior to the next gathering.



multipliers.org/mp/strategy-upload



See you on March 4th from 10am - 1pm EST!

Question & Answer

What are your questions about next month's *Custom Multiplication Strategy* presentations?

Recap: The Gospel Saturation Vision Scope

Identity

3 Micro Pathways

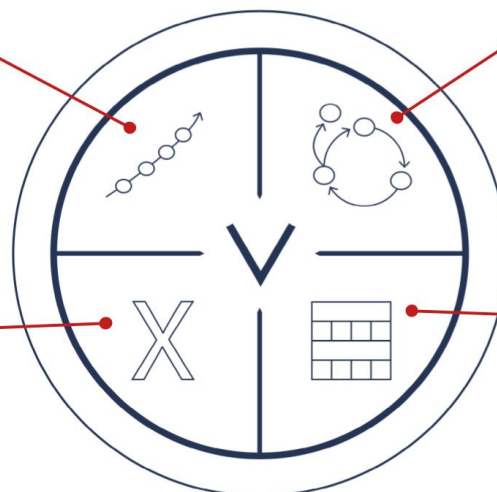
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