

**Outreach Influence Team
Meeting Toolkit
First Year**

**Implementing the 4 Pillars for Developing a Church Culture of
Missional Leadership**

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Introduction:

Welcome to the Outreach Influence Team Meeting Toolkit! This toolkit is designed to be a resource for pastors as they consider how to train leaders in their churches with the tools that they have been using in the Evangelism Cohort. It is intended to be used to help you structure the 30-day infusions of inspiration, accountability, instruction and planning. Each of these components are important to a successful Outreach Influence Team meeting because they are necessary to build ownership and momentum towards outreach in both ourselves and our ministry teams.

- Inspiration often comes in the form of story-telling. As we hear about outreach happening in the lives of those around us, it's hard not to be inspired! When we receive consistent inspiration, we are reminded of how powerful, doable and important it is to reach out and or motivation for evangelism is reactivated.
- Accountability is essential for any change process, including our growth in outreach. As we receive both loving support and gracious challenge from others on our ministry teams, we will be posturing ourselves in the best possible way to experience lasting change.
- The Instruction portion is an important opportunity to introduce new concepts to our teams. By incorporating short learning segments, we are able to equip people to be effective in blessing others, reaching out, having spiritual conversations, inviting people toward Christ and the church, and leading others to do so.
- The Planning section provides the time needed to help our leaders implement ways to reach out through the ministries they lead. This is where the learning and growth becomes practical. Without making time for this, we may never experience the change we long to see.

These components can be arranged in any order so long as they are all present. We've included a template of an agenda to help you as you begin to develop your own agendas for your Outreach Influence Team meetings.

60-Minute Template

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Time	4 Components	Instructions / Tools to Use	Presenter:
5 min	Introduction	Introduce the plan for the meeting, remind people of why we have these times by sharing a Scripture or a story, and then open in prayer.	Lead Pastor or OIL
15 min	Accountability & Inspiration	Influence leaders share a recent evangelistic conversation and lead the Team in the One-Degree Rule. Time people on the stories.	Lead Pastor or OIL
20 min	Instruction	Influence leader and pastor train Influence Team members using an outreach tool from the Toolkit. Practice use of the tool during the meeting or use it in the planning time.	Lead Pastor or OIL
15 min	Planning	Influence Team members take time to apply the instruction and plan how to intentionally prioritize outreach in their personal lives and ministries. Help team members plan how they are influencing their team in personal outreach and how they are integrating evangelism into their ministries.	Lead Pastor or OIL
5 min	Conclusion	Remind people of when next we will meet, what the key takeaway from this current meeting is, what you enjoyed most about the meeting, and close in prayer.	Lead Pastor or OIL

To help you with the Instruction portion, we've developed this OIT Meeting Toolkit, which is simply a collection of the tools and exercises that pastors have begun to use during the cohort meetings so far. The tools and resources in the OIT Meeting Toolkit are arranged in a suggested flow and can be adjusted as needed for your particular church context.

Meeting One: One Degree Rule

Use this card to fill out your temperature, write what has been encouraging for you in outreach, and how to increase your temperature in the next month. Then practice one degree sharing with each other, using this card and your responses. Give each person a time limit (1-2 min.).

Evangelistic Temperature (1 – 10) “When we are a ten, we pray often, notice people who are spiritually wandering, and enjoy making time in our schedule to connect with those who are far from God. In these seasons, our lights are shining, we speak of our faith often, we share stories of what God is doing in our lives, and we share the gospel naturally. When our personal evangelistic temperature is at one, our hearts have cooled off, we are no longer praying for lost people, and we have become too busy with church programs or our personal interests to make space for people who are outside of God’s family. We walk right past opportunities to let the light of Jesus shine and hardly notice. We rarely tell others about our faith, and we do not feel much urgency to communicate the gospel of Jesus. We are ice cold.” Organic Outreach for Churches by Kevin Harney, p. 118 (Chapter 7).

Determining Your Personal Outreach Temperature:

←-----→									
1	2	3	4	5	6	7	8	9	10
Apathy	Growing Heart		Growing		Increasing		Extending		Seeing
Or Even	Awareness		Relationships		Spiritual		Invitations		People
Hostility	Prayer		with non-		Conversations		to Christ and		Commit
	For Outreach		Christians		with Unchurched		his Community		

Date	Outreach Temp.	What step or experience or story encouraged me last month?	What I do plan to do to raise my outreach temperature next month?

Meeting Two: The Mission of Jesus and the Mission of the Church

Read each of the following passages aloud, discussing the following two questions:

1. *What do we notice or learn about the mission of Jesus?*
2. *What implications might that have for our mission as the Church?*

Luke 19:1-10

Jesus entered Jericho and was passing through. ²A man was there by the name of Zacchaeus; he was a chief tax collector and was wealthy. ³He wanted to see who Jesus was, but because he was short he could not see over the crowd. ⁴So he ran ahead and climbed a sycamore-fig tree to see him, since Jesus was coming that way.

⁵When Jesus reached the spot, he looked up and said to him, “Zacchaeus, come down immediately. I must stay at your house today.” ⁶So he came down at once and welcomed him gladly.

⁷All the people saw this and began to mutter, “He has gone to be the guest of a sinner.”

⁸But Zacchaeus stood up and said to the Lord, “Look, Lord! Here and now I give half of my possessions to the poor, and if I have cheated anybody out of anything, I will pay back four times the amount.”

⁹Jesus said to him, “Today salvation has come to this house, because this man, too, is a son of Abraham. ¹⁰For the Son of Man came to seek and to save the lost.”

Luke 4: 14-21

¹⁴Jesus returned to Galilee in the power of the Spirit, and news about him spread through the whole countryside. ¹⁵He was teaching in their synagogues, and everyone praised him.

¹⁶He went to Nazareth, where he had been brought up, and on the Sabbath day he went into the synagogue, as was his custom. He stood up to read, ¹⁷and the scroll of the prophet Isaiah was handed to him. Unrolling it, he found the place where it is written:

¹⁸“The Spirit of the Lord is on me,
because he has anointed me
to proclaim good news to the poor.
He has sent me to proclaim freedom for the prisoners
and recovery of sight for the blind,
to set the oppressed free,
¹⁹ to proclaim the year of the Lord’s favor.”^[a]

²⁰Then he rolled up the scroll, gave it back to the attendant and sat down. The eyes of everyone in the synagogue were fastened on him. ²¹He began by saying to them, “Today this scripture is fulfilled in your hearing.”

Matt. 28:16-20

¹⁶Then the eleven disciples went to Galilee, to the mountain where Jesus had told them to go. ¹⁷When they saw him, they worshiped him; but some doubted. ¹⁸Then Jesus came to

them and said, “All authority in heaven and on earth has been given to me. ¹⁹Therefore go and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, ²⁰and teaching them to obey everything I have commanded you. And surely I am with you always, to the very end of the age.”

John 20:19-23

¹⁹On the evening of that first day of the week, when the disciples were together, with the doors locked for fear of the Jewish leaders, Jesus came and stood among them and said, “Peace be with you!” ²⁰After he said this, he showed them his hands and side. The disciples were overjoyed when they saw the Lord.

²¹Again Jesus said, “Peace be with you! As the Father has sent me, I am sending you.”²²And with that he breathed on them and said, “Receive the Holy Spirit. ²³If you forgive anyone’s sins, their sins are forgiven; if you do not forgive them, they are not forgiven.”

God’s mission then is to:

REACH the lost (Luke 19: 1-10)

RESTORE the hurting (Luke 4:14-21)

REPRODUCE by making disciples that make disciples (Matt. 28: 18-20) and

RELEASE these disciples into God’s mission! (John 20: 19-23)

To put the pieces together, we *reach* the lost and *restore* the hurting by *reproducing* disciples and *releasing* them into God’s mission. What’s your level of passion for God’s mission? In what ways do you feel most engaged? Least engaged?

Matthew 4:18- 20: Discipleship in a Nutshell!

¹⁸As Jesus was walking beside the Sea of Galilee, he saw two brothers, Simon called Peter and his brother Andrew. They were casting a net into the lake, for they were fishermen.¹⁹“Come, follow me,” Jesus said, “and I will send you out to fish for people.” ²⁰At once they left their nets and followed him.

What is a disciple? “One who apprentices to become like Jesus” by responding to Jesus’ invitation.

- “Come:” The “up” life of worship and being present with Jesus
- “Follow me:” The “in” life of Fellowship and Friendship with Jesus in his community
- “And I will make you fishers of men and women:” The “out” life of evangelism.

Is this your picture and practice of discipleship? Where do you feel most challenged by this picture?

Meeting Three: Assessing Our Missional Discipleship

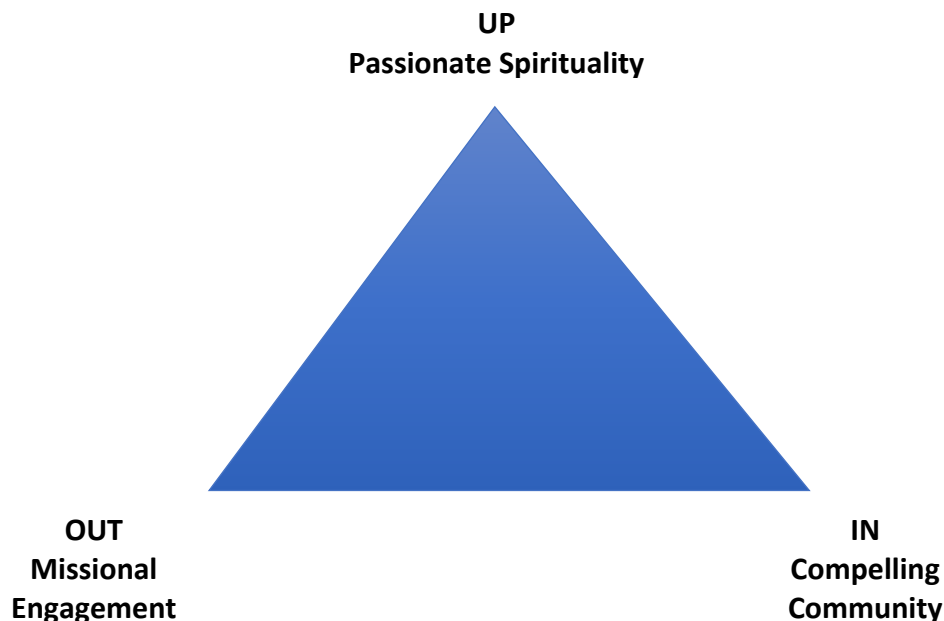
The Up – In – Out Life of the Disciple

Remind people of the up-in-out life of discipleship from Matthew 4:18-20, where Jesus invites us to:

“Come:” The “up” life of worship and being present with Jesus

“Follow me:” The “in” life of Fellowship and Friendship with Jesus in his community

“And I will make you fishers of men and women:” The “out” life of evangelism.



In the chart following this page, score yourself using the following questions, ranking yourself or your church “1” to mean “Non-existent” and 10 to mean “Totally awesome!”:

- How is your up life with God personally? How is the worship life of your church communally?
- What would you say about your personal fellowship life? Are you in intimate relationships with Christians? How is the community life of your church?
- How are you doing with regard to reaching out personally and living missionally in your own community? How is personal evangelism going for you? For your church?
- What will you adjust or sacrifice to live a more balanced life?

Up-In-Out Assessment

**On a Scale of 1 to 10 (1 being low, 10 being high)
leaders and/or members scale themselves and their church:**

	Leader 1	Church for Leader 1 (Ldr 1's scores)	Leader 2	Church for Leader 2	Leader 3	Church for Leader 3
Up						
In						
Out						

	Leader 4	Church for Leader 4 (Ldr 1's scores)	Leader 5	Church for Leader 5	Leader 6	Church for Leader 6
Up						
In						
Out						

	Leader 7	Church for Leader 7 (Ldr 1's scores)	Leader 8	Church for Leader 8	Leader 9	Church for Leader 9
Up						
In						
Out						

Up – In – Out Discussion

Evangelism Leadership Goal:

To balance the “up, in, and out life” of worship, fellowship, and outreach of a true Jesus follower.

Discussion Questions:

1. Which element is strongest for our church: Worship, Community, Evangelism?
2. Where is our church weakest? Why?
3. What are the consequences of your church’s strengths and weaknesses on your evangelistic outreach as a church?
4. How can you recover the dimensions of a healthy up-in-out life personally? How can we do that as a church?

Meeting Four: Loving God, Loving the World, and Loving the Church

From Organic Outreach for Churches, Chapters 1-3

Directions: Give people 5 minutes to journal on the following questions and then discuss.

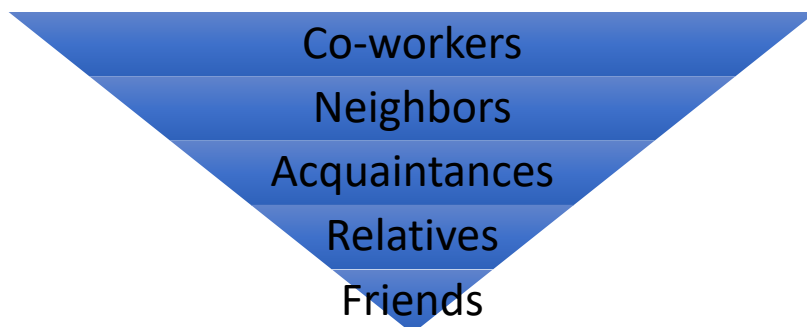
Reflection and Discussion Questions:

1. Chapter One: Love for God: Organic Outreach is not a program. We love Jesus. We want people to know him. Evangelism flows out of our worship. How is your heart for God? How well does that translate to your love for the lost, and why?
2. Chapter Two: Love for the World: Do you love people and long for them to know Jesus? Are you willing to change and to sacrifice your preferences and your time to see that happen? What will that mean for you?
3. Chapter Three: Love for the Church: How do you feel about the church? Is our church a community into which we feel like we want to and can invite and be hospitable toward unchurched people? Why or why not?
4. As you reflect on these three chapters, what are the major changes that you and your leaders need to consider making in order to apply these ideas?

Meeting Five: Developing a BLESS List using the FRANC Model

FRANC model: Talk through each of the following thought starters for people with whom we are in relationships and who God may be putting on our heart to reach out to:

1. Friends
2. Relatives
3. Acquaintances (esp. 3rd space and compassion)
4. Neighbors (geography and interests)
5. Co-workers (and Colleagues)



Start your spiritual influence list, your BLESS List, which you can use to begin to pray daily. God's mission is to reach the world by blessing the world through God's people (see Gen. 12:1-3). Listen to God and journal prayers for the top five people God lays on your heart! Then pray in pairs for the Holy Spirit's work in their life and for opportunities to share and care for them.

1. _____ : _____
2. _____ : _____
3. _____ : _____
4. _____ : _____
5. _____ : _____

Show one-degree video to introduce how you will be checking in on one another's progress in personal outreach each month. You will be learning more about the one-degree rule later.

<https://www.bing.com/videos/search?q=One+degree+rule+harney&PC=APMC&ru=%2fsearch%3fq%3dOne%2bdegree%2brule%2bharney%26form%3dAPMCS1%26PC%3dAPMC&view=detail&mmscn=vwrc&mid=68A1D4ACD11F94A07A3368A1D4ACD11F94A07A33&FORM=WRVORC>

Meeting Six: Discussion on the 7 Mindshifts

From Organic Outreach for Churches, Chapter 4

Directions: Ask group members to share the mind shift that struck them the most, and why.

Review of the 7 Mindshifts:

1. Random to Strategic- ministries do not rise up spontaneously, and especially not evangelism ministry
2. Famine to Funding- Often outreach is one of the top five, but gets resourced at 5% of the budget if it is lucky. And that is for compassion, evangelism, and global missions.
3. Believing to Belonging- For how long and in what ways can people belong and serve before they believe? Not easy to work out.
4. Us to Them- Who is the church for? What is the balance?
5. Programs to Praying- Often we answer by adopting a program before praying and listening.
6. Mush to Clarity- Theological clarity on issues of many ways to God, the reality and rightness of God's judgment, and of Heaven and Hell, and the lostness of humanity without Jesus.
7. Fatalism to Faith- Easier to give birth than to raise the dead! Not fair to Jesus! Or to pastors! And it is not easy to give birth!

Discussion Questions: Have several people share with the whole group their answers to each question, making sure everyone gets to share at least once.

1. As you read the mindshifts, what do we feel best about? What can we celebrate in our church?
2. As you read the mindshifts, where do we most need to grow as a next step?
3. What are some steps we could take as a leadership group to make progress on one of the mindshifts?

Meeting Seven: Six Levels of Outreach Influence in the Church

From Organic Outreach for Churches, Chapters 5 and 6

Directions: Review from Harney chapters 5 and 6 the six levels of influence and then have people fill out the questions and discuss them as a group.

Six Levels of Influence

1. God
2. Senior Pastor/Outreach Influence Team Leader
3. Outreach Influence Team (Key Ministry Leaders)
4. Ministry Workers in each of the ministries
5. Ministry Participants in each of the ministries
6. Impact in the World

Questions

- How do you respond to the 6 levels of outreach influence model of disciple-making and mobilizing your people for outreach?
- How might your church benefit from working through all 6 Levels of Influence?
- What barriers might you encounter with this model? What do you think will be the hardest part of pursuing this process as a church?
- What steps could we take to overcome these challenges?

Meeting Eight: Personal Outreach Plan

Have each person take 10 minutes to fill out their personal evangelism plan. Then have people share and pray in pairs for 10 minutes. Finally, have a few people share what was helpful.

1. What further clarification do you need to fully understand and engage the goal of growing your personal evangelism temperature by reaching out more regularly and effectively to the unchurched people in the places you live, work, play, or study? Take 5 minutes to reflect and journal, on the back if you want.
2. What are the main challenges you will face in fully engaging and acting on this goal?
3. What approaches will you consider taking to engage the challenges you face?
4. Which of the approaches seems most likely to move you forward positively in practicing and modeling this kind of outreach? Why?
5. As you look at the approach you have decided to take, what:
 - a. Most excites you?
 - b. Feels most daunting?
 - c. Could derail you from moving forward?
6. How will you overcome those realities?
7. Who else will be affected by the changes that you will be making personally? What will you say to them now?
8. Who will pray daily with you as you engage this personal change process? What will you do to invite them to partner with you in this way?

Meeting Nine: Two-Degree Vectoring

From *Organic Outreach for Churches*, Chapter 8

Two Degree Planning Sheet

Directions: Give people 10 minutes to fill out the discussion sheet, then discuss as a large group.

1. What example from *Organic Outreach for Churches* related to ministries vectoring 2-degrees outward resonated with you?
2. Recall a time when a ministry in your church vectored outward. What happened? What made it effective?
3. What are one or two ministries happening in your church right now that can be vectored out into your community immediately? What will it take for this to happen (e.g. changes in perspective, changes in marketing, changes in programming)? How might this simple two-degree shift increase your ministry effectiveness?
4. How could the 2-degree vectoring principle apply to your ministries? What are 5 ways you can use the Two-Degree Rule in your ministry context?
5. What group or person could you reach through two-degree vectoring? Do you think this could work? How could you move forward? Share in pairs or Small Groups and with the larger group.
6. Pray two-degree vectoring “catches on” within your ministry teams and workers. Pray for your church to love your community more deeply and embrace, plan for them, and warmly welcome the unchurched to ministry events and activities and services. Pray for the people in the community to accept the invitations the church extends to them and for them to embrace the church and Jesus and for their lives to be forever transformed!

Personal Reflection Worksheet

Directions:

Next time is our last time we focus on the 5 pillars for developing a culture of missional leadership in our church. Invite the Holy Spirit to guide and speak to you as you work through the following questions.

Name: _____

Reflection Questions:

1. As we have worked through Organic Outreach for Churches, what steps have you taken and what progress have you made? Take a few minutes to give thanks to God in pairs!
2. What progress have we made in our church toward pursuing the mission of God and reaching out to unchurched people in our community? Take a few moments to give thanks to God together.
3. What are your biggest questions about where you will go from here personally and as a church?
4. What do you feel God is saying to you personally? What do you think God is saying to our church?
5. How do you most need prayer in this next month for your personal outreach? For leading outreach with your team? What do you feel called to pray for in relation to outreach for our whole church? Take a few minutes to pray as a group.

Next time, we will finish with a planning time on how to implement our five pillars for developing missional leaders in an ongoing way.

Meeting Ten: Committing to the Four Pillars of Developing a Missional Leadership Culture in our Church

Directions: Summarize the 4 Pillars for Developing a Missional Leadership Culture in your Church, and then work through the checklist and the reflection questions, discuss them together, and make plans for your next steps.

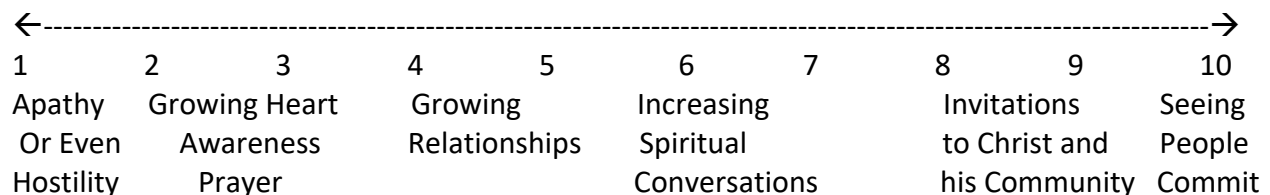
4 Pillars for Developing a Missional Leadership Culture in your Church:

1. Model Outreach and then begin Influencing others
2. Choose an Outreach Influence leader (co-pilot)
3. Designate an outreach influence team made up of your leaders
4. Practice 30-day infusions of inspiration, accountability, instruction, and planning with the team.

Checklist:

- ☐ I am growing in reaching out personally where I live, work, play, or study.

Where do you put yourself on the following scale of personal evangelism? You can then use this exercise for your one-degree sharing. Determining Your Personal Outreach Temperature:



- ☐ We are practicing one degree sharing for our personal evangelism with church leaders.
- ☐ We are reading or have read Organic Outreach for Churches by Kevin Harney as a leadership group.
- ☐ Your church has designated an Outreach Influence Leader who helps keep leaders in the church accountable for reaching out personally and for leading their ministries in a way that integrates evangelism.

Who is your church's outreach influence leader: _____

What are the responsibilities of that leader?

- ☐ Your senior pastor and your Outreach Influence Leader are meeting regularly to plan Outreach Influence Team meetings and to pray.
- ☐ Your church has designated an Outreach Influence Team of your key ministry leaders.

Who is on that team, and why have you chosen those particular people?

- ☐ The Outreach Influence Team meets monthly for infusions of:
 - ☐ Accountability for reaching out personally
 - ☐ Inspiration for reaching out personally
 - ☐ Instruction on how to reach out personally and how to lead ministry in a way that includes evangelism
 - ☐ Planning for how to lead church ministry in a way that includes evangelism
- ☐ Our church leaders are practicing one degree sharing with their teams.
- ☐ Our ministries are implementing two-degree vectoring toward unchurched people. Any examples?
- ☐ Our church is implementing effective evangelism events and initiatives.

What are your most important upcoming evangelism events, ideas and initiatives?

- ☐ Your leaders are implementing creative and effective ideas for integrating evangelism into the ministries they lead.

Checklist Reflection Questions:

1. Where have you made progress and what can you celebrate?
2. Which item on the checklist needs the most work now?
3. What is your plan for moving forward in this area? What specific steps will you need to take, and who will take the lead on those steps?
4. How committed are you to working on that area? What stands in your way?
5. What will you do to overcome any barriers or obstacles?
6. Who will you be accountable to? Who will pray for you as you take these next steps?