

# Chapter Strategies from *Around the World*



## **FGBMFI Strategic Training Series** Part 3 in a Seven Point Strategy Fulfilling the Vision through Local Chapters

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# Chapter Strategies from Around the World



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## *1 - Chapter Strategies*

# **A Grassroots Operation— the Local Chapter**

FGBMFI is God's idea. From the very beginning FGBMFI has been God's instrument to mobilize ordinary businesspeople who daily work and live in the marketplace.

Most Christian ministries are built around a single personality—such as a pastor, evangelist, or celebrity minister. That personality is usually the “draw” to bring new people to local events where the good news of Jesus Christ is presented according to the person's gifts and talents. These events may last a couple of days to a week and then the ministry moves on to the next location.

### **Ordinary People**

FGBMFI is unique in its design and operation... a design that originated with God. FGBMFI is not built around one personality. In 1951 our Founder, Demos Shakarian, began to put words to God's idea:

“It's a group... Just average business people who know the Lord and love Him, but haven't known how to show it... They will tell other men about Jesus... no theories. They tell what they've ACTUALLY EXPERIENCED OF GOD to other men like themselves — men who might not believe what a preacher said — but who will listen to a plumber or a dentist or a salesman because they're plumbers and dentists and salesmen themselves.”

### **Locally Planted**

In addition, these ordinary businesspeople are local to the community. They are not outsiders that come in for a short time and then leave. But, they are part of the community with a commitment to see their city become a better place.... helping their fellow citizens to find a better life through Jesus Christ.

Today, there are approximately 7,000 FGBMFI groups located all around the world. Positioned like “chess pieces” in strategic areas, these chapters are fulfilling God's purposes specific to that region.

### **Experiencing God**

Chapters are foundational to the operation of FGBMFI and no two are alike. The Holy Spirit expresses Himself uniquely in every Chapter. By 1953, God continued to reveal His idea of FGBMFI to Demos:

“When God put it on my heart to encourage men to start chapters in their own local cities, I obeyed. The Spirit seemed to say, ...for the day-in, year-out work, I want you SMALL, LOCAL, and SENSITIVE TO ME! I do not want uniformity. I will never take two men or two places in just the same way. Give Me outlets for MY INFINITE VARIETY.”

As scholars and practitioners alike study sociological concepts and generational trends, they are discovering that the most effective societal change occurs on a grassroots level. Like no other ministry, FGBMFI has been uniquely designed, positioned and prepared for such a grassroots movement that is local, yet global.

In a television interview, Demos explained:

“God laid it on my heart to call men back to God. I felt that was the basis... for revival. It has to start from the grassroots... I knew this.”

Our International President, Richard Shakarian, reminds us:

“It is our destiny to lift up Christ in every business center, every marketplace, every government center and university... every nation, city, town and crossroads of the world. Men of faith, shining with God’s glory, bring the uplifting message of Christ’s power... reaching out, helping, encouraging and lifting. Today, through these efforts, we believe one million men come to Christ each year.”

Your chapter is an outlet of the kingdom of God in your city. You have been planted there for a reason. God will use your chapter in unique and specific ways to fulfill His purposes for your community.

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Consider these words of encouragement from Demos:

“FAST AND PRAY in your local chapters. Let the Holy Spirit quicken to your heart the next move in your area. Wait upon His voice in your life — and when you hear it, then ACT! GO! DO!”

The most exciting days are ahead as each chapter finds its unique expression of God’s love and power to their community through the Holy Spirit’s work. The Vision that birthed FGBMFI is being fulfilled both locally and globally. People around the world are turning from death to life through God’s love and power — one life at a time.



## **Examples from Around the World**

Today, in over 150 nations, there are many different styles of chapters. Every week ordinary businesspeople are standing up in chapter meetings and sharing their stories of God's goodness and power in their lives. As a result, thousands of people are experiencing God for themselves and finding a new life in Jesus Christ every month.

“For where two or three come together in my name,  
there am I with them.” Matthew 18:20

### **Chartered Chapters**

According to the FGBMFI Constitution and Bylaws, local chapters are foundational to fulfilling the Vision that birthed this organization. Article III says, “The great work of the entire Fellowship will undoubtedly be done through its Chapters.” Article X outlines the following:

- 1) An officially chartered chapter consists of ten men who are paid members of FGBMFI.
- 2) All members believe in and adhere to the Doctrinal Statement of FGBMFI.
- 3) The group must adopt a resolution requesting affiliation with the International organization which would include the submission of an Application for Affiliation.
- 4) Each chartered chapter has the right and privilege to send two representatives to the International Delegates meeting at each annual World Convention to vote on issues pertaining to the global organization.

### **Non-Chartered Chapters**

Any chapter not meeting the requirements of becoming an officially chartered chapter may operate as an affiliated group or auxiliary chapter but will not be granted legislative rights within the organization. They would simply submit an Application for Affiliation to the International organization. Upon satisfying all requirements to be officially chartered, the auxiliary chapter or group can request recognition as a chartered chapter.



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There are many different strategies in operation today, as the Holy Spirit leads each chapter to fulfill God's purposes for their area. Examples would include:

- The Original Chapter
- Business Mixer Chapter
- Ladies Chapter
- Fellowship Group
- The Marketplace Chapter
- Community Outreach Chapter
- Youth Chapter
- Affinity Group

All these patterns have proven to be successful. The following is a brief synopsis of the variety of patterns as used in different parts of the world.

### **Original Chapter - USA**

This is the type of chapter format used by Demos Shakarian at Clifton's Cafeteria in Los Angeles. The basic format is as follows:

- Before meeting, while eating, opportunity to meet and greet.
- Open meeting with singing, joyful worship and prayer.
- A formal welcome and introduction is given.
- Call on one or two people to give brief testimonies of what God has done in their lives in the past week.
- Sing another song.
- Call on main speaker to share their story or message that God has given them.
- At the end, time is given to personal ministry.

### **Original Chapter - Indonesian / Chinese**

The Original Chapter format was adapted for use in Indonesia by Chinese business men. Although very successful in reaching businessmen in Indonesia, they have also made the chapter meeting a family affair—inviting families, uncles, cousins, neighbors, etc...

- Begin with prayer for food and line up for buffet style meal.
- During the meal joyful, energetic music is provided
- A formal welcome to FGBMFI
- A person is designated to tell the Vision story
- A brief yet powerful testimony by a businessman of God's saving & delivering power in his own life through FGBMFI.



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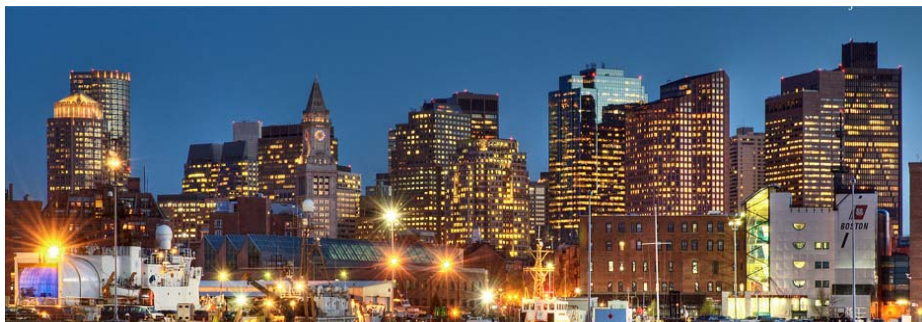
- A special inspiring song is provided.
- The main speaker talks about the Holy Spirit and how to find salvation in your life.
- The meeting is ended with a time of ministry... many people being filled with the Spirit and others finding salvation through Jesus Christ.

### **Marketplace Chapter—- Guatemala Pattern**

This pattern was begun by a group of men that wanted to have a businessmen's type of luncheon. The concept involved the ability for businessmen to invite colleagues to a non-threatening meeting where they would hear the Gospel message.

- A happy welcome given by greeters at the door.
- Guests are registered and given a name badge.
- Time of fellowship around a meal.
- Before meal is finished a member tells the Vision.
- One or Two salvation stories.
- Following testimonies someone explains plan of salvation and gives invitation to receive Christ through prayer.
- Sometimes a testimony may include a miracle story.
- Prayer can be offered for those needing a similar miracle.
- Its important to honor the everyone's schedule and dismiss on time.

The meeting occurs every week and can last 1 hour or 1 1/2 hours. In Guatemala this type of meeting received an average attendance of 30 to (in some cases) 250 people. Each year it was estimated that 18,500 people came to Christ through the Marketplace Chapter format.



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### **Marketplace Chapter—- Nigeria Pattern**

This same pattern, adapted for Nigeria, has also seen great success in Africa. Today, Nigeria has grown to approximately 2,000 chapters. Their standard program is weekly chapter meetings as follows:

- Opening prayer — thanksgiving for meeting & meal.
- Welcome of guests and those seated at the Service Table.  
(service table = chapter leaders and those on program).
- The meal (12 to 15 minutes).
- A member explains the Vision.
- First speaker shares their story (approx. 5 to 7 minutes).
- Main speaker shares their story (approx. 15 to 20 minutes).
- Giving Testimony & Offering.
- Invite guests to become members of FGBMFI.
- Announcements
- Closing Prayer

### **Marketplace Chapter—- Nicaragua Pattern**

Many times the Marketplace Chapter is also referred to as the Fishing Chapter strategy (analogy of being fishers of men). The goal is to share the message of Christ in a non-threatening, non-religious setting every week. In Nicaragua, they have adapted this pattern to great success.

- Welcome to FGBMFI chapter meeting.
- Special welcome to first time guests and announce that their meals are paid for as an appreciation for accepting invitation.
- Invite first time guests to introduce themselves... giving their name, occupation/profession, and name of one inviting them.
- Member is called on to share the Vision of FGBMFI.
- Make announcements (next chapter meeting, next seminar or conference, etc...)
- Introduce the main speaker who will give their testimony and call people to salvation through prayer.
- Distribute prayer cards and envelopes... Allow time for people to write prayer requests (members are trained to know that the envelopes are also for offerings to help fund chapter operations).

- Collect prayer cards and envelopes (remind people that it is anonymous — do not write names on envelopes). Person will pray over requests. (cards and envelopes are destroyed afterwards).
- Close meeting with invitation for those who want special prayer to remain afterwards.

### **Business Mixer Chapter—- USA**

The Business Mixer concept is designed to provide small business owners and sales persons the opportunity to network with each other for business referrals. This idea is being tested in Los Angeles, California and in Houston, Texas. The chapter meetings are held weekly and usually run for 6 month terms before a reorganization occurs. After the 6 month term members may be suffled to new groups to provide opportunity for fresh leads. In addition, membership may be limited by business category. This gives members a greater chance at maximizing business leads and referrals.

The strategy is that as young business people are looking for business opportunities, they will find God as well.

- Welcome & Introduction of FGBMFI.
- A member shares the Vision story.
- All members are given a 15 to 20 second opportunity to introduce themselves and their business.
- Meal begins.
- Towards end of meal, a different member each week is scheduled to give a 5 minute discussion on their business and how God has helped make the business successful.
- Announcements of other FGBMFI events.
- Main Speaker gives talk on business success principles and how God can be a partner in business. Person may share miraculous stories of how God made a difference. Speaker gives invitation to salvation through Jesus Christ.
- Time given for exchange of business cards and referrals.
- Also members invited to stay after if wanting prayer.
- Meeting should be restricted to 1 hour to respect everyone's schedules.

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### **Community Outreach Chapter—- USA**

In St. Louis, Missouri, a chapter began to get a vision for making a positive impact on their community. Businessmen were convinced that they could lead many to Christ by showing kindness to the community. The relationship between FGBMFI chapters and local churches was strengthened by their cooperation in the community outreaches. In addition to chapter meetings held each week, regularly scheduled outreaches were planned. The following is an example of one such outreach:

- Businessmen wanted to provide school supplies to needy families within their community. Donations from area businesses were solicited.
- One Saturday was scheduled for a community event. A Church provided their facility and local businesses provided food, school supplies and door prizes.
- Businessmen, with various churches assisting, passed out flyers throughout the community the week before.
- The community was invited to a bar-b-que with door prizes and each child getting new school supplies.
- As people arrived at the event they were asked to register for their meal ticket. The same ticket was used to issue door prizes and school supply packets.
- As everyone was seated in the church, volunteers began to distribute the new school supplies to each child.
- Before door prizes were given away a couple of businessmen would give their story of how God made a difference in their lives and helped them become successful businessmen.
- This was followed by an invitation for people to receive Jesus Christ and a special inspirational song.
- Then door prizes were awarded.
- Afterwards everyone was invited out for a bar-b-que meal in a nearby city park.
- In this particular instance food was made available for approximately 500 people. When the day was over they had fed close to 1,000 people and were not sure how the food lasted other than God's own act of kindness to the people. A miracle of multiplying food just like the story in the Bible.

### **Fellowship Groups—- Panama**

Recently, Fellowship Groups were established in offices around Panama City, Panama. These are not fully chartered chapters but groups of people committed to the work of FGBMFI who want to encourage each other every week in their workplace. Stories are told of people's lives being impacted greatly by the power of God in these meetings. The Fellowship Group strategy is as follows:

- The Fellowship Group consist of people who are committed to the work of FGBMFI. They choose to affiliate with FGBMFI and meet to encourage and minister to each other.
- The group meets every week usually before work or at lunch.
- The group spends the first 30 minutes getting acquainted and sharing stories of what God has been doing in their lives over the previous week.
- They then spend time praying with each other and encouraging each other as the Holy Spirit directs.
- They review and discuss the latest materials from FGBMFI — either through printed materials or the website.
- The group discusses ways to be involved in local and global outreaches through FGBMFI.
- Fellow workers, friends and acquaintances are invited to meetings as opportunity arises.
- As the group grows and meets the requirements of a fully chartered chapter they can apply for a charter with FGBMFI.

### **Affinity Groups—- USA**

A new concept just beginning to be discussed in the USA is Affinity Groups. These groups are gatherings of people with a common interest... golfers gather at a golf course; surfers gather at the beach; mountain bikers gather at the trail. Their meetings follow the Marketplace Fellowship Group pattern, but add participation in the activity in which they share a common interest.

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### **Ladies Chapters—- Mexico**

Although many times chapters are integrated with men and women, sometimes chapters choose to have separate meetings for men and for women. This allows each to deal with issues unique to their gender.

Ladies Chapters have seen much success in countries like Mexico. Women are finding the opportunity to bond together and share stories of how God is making a positive difference in their families, their homes, their jobs and careers. They are able to encourage and minister to each other and many times whole families come to God through the work of the ladies.

“Ladies of the Fellowship” hold special International Conferences throughout the year and have specially scheduled meetings at our annual World Convention. They are becoming a powerful force in the FGBMFI today.

### **Youth Chapters—- Costa Rica, El Salvador, DRC**

We are hearing of youth chapters meeting on high school and college campuses in places like Kinshasa, Democratic Republic of Congo, San Salvador, El Salvador and San Jose, Costa Rica. These students are looking for meaning and purpose in life. Many times the chapter meetings are described as gatherings of the business leaders of tomorrow. It is an opportunity to prepare themselves to become leaders in their nations. They share stories of what God is doing in their lives, what He is teaching them and they encourage and minister to each other. They also discuss how, through FGBMFI, they can help make their cities and their nations better places. The excitement begins to build and the students are able to reach out to others on campus.



## **A Paradigm Shift - Planted in Your City**

The foundational concept of the FGBMFI chapter meeting is the telling of a personal experience with God — ordinary people telling their story of finding God and experiencing His power and His goodness. This is the heartbeat of FGBMFI and should remain foundational to all that a chapter does. This grassroots effort is bringing hundreds of thousands of people to Jesus Christ.

Yet, there is an additional concept that should be embraced by FGBMFI chapters everywhere. Yes, as a member of FGBMFI you are called to tell your story — your personal experience with God — to all who will listen. You are also called to your city — to join God in the work He is doing in your city. This is an important Biblical principal that we must understand.

### **God Has A Plan For Your City**

God is always at His work. He has a plan to transform your city from death to life... from trouble to triumph.

Jesus said to them, "My Father is always at his work to this very day, and I, too, am working." John 5:17

We see examples throughout the Bible where God is concerned about cities and wants to see their streets full of love and life, not death and destruction. The ancient city of Nineveh is one such example:

Now Nineveh was a very important city... "[Nineveh] has more than a hundred and twenty thousand people who cannot tell their right hand from their left, and many cattle as well. Should I not be concerned about that great city?"  
Jonah 3:3; 4:11

God is concerned about your city also and wants you to work with Him to bring life and healing to it. Revival is coming to cities around the world. You are proof positive that God has plans for revival to



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#### **God's Plan Includes You**

God has planted you in your city because His plan includes you. The reason you live and work in your city is because God has a plan to reach your city and He wants to use you and your chapter to fulfill his plan.

“From one man he made every nation of men, that they should inhabit the whole earth; and **he determined the times set for them and the exact places where they should live. God did this so that men would seek him and perhaps reach out for him and find him**, though he is not far from each one of us.” Acts 17:26-27

The challenge for you and your chapter is to discover God's plan and work with Him to see the great miracle of transformation begin to take place in your city.

#### **The Key To The City Is Business**

One of the keys to gaining access and influence within your city is to be successful in business. Jesus understood this basic principal and used it in His teachings.

"A man of noble birth ... called ten of his servants and gave them ten minas. **'Put this money to work,'** he said, 'until I come back.' ...and [later he] returned home. Then he sent for the servants to whom he had given the money, in order to **find out what they had gained with it.** The first one came and said, 'Sir, your mina has earned ten more.' 'Well done, my good servant!' his master replied. **'Because you have been trustworthy in a very small matter, take charge of ten cities.'** Luke 19:12-17

Although Jesus was using this story to teach spiritual truths, it is interesting that he is using a basic business principle that is widely understood as a foundation to his story. If you do a good job at your business... if you are successful, maintain a good reputation and good character, and grow your business, then you will gain influence in your city. Consistently, city leaders invite successful businesspeople

to help them with city-wide issues. You can be confident of this, God will use your business to open doors for His kingdom work within your city. So, be a good businessperson and watch for the opportunities God will open to you. Encourage the members of your chapter to do the same. Work together as God reveals his plans to you and you will see revival begin.

### **The Paradigm Shift**

Henry Blackaby, a leading Christian author, leads a Bible Study and mentoring program for 165 CEO's of Fortune 100 and 500 companies. He says,

We believe God wants to bring revival to his people, and we sense that God is strategically preparing businesspeople to be a catalyst for this to happen. It is crucial and timely that businesspeople understand their role, first and foremost, as servants of God. *God In The Marketplace*, Blackaby.

Dr. C. Peter Wagner, leading practitioner in revival movements, says,

The Holy Spirit seems to be saying that if we want to evangelize our nation, it will happen city by city. ...We can have revival in our cities — the kind of revival that transforms from top to bottom.

*Revival: It Can Transform Your City*, Wagner.

Current sociological trends seem to indicate that the primary place for spiritual expression is moving away from the local church and to the marketplace. George Barna, a leading sociological researcher, makes this point.

I have concluded that by the year 2025, the spiritual profile of the nation will be dramatically different. ...Only one-third of the population will rely upon a local congregation as the primary or exclusive means for experiencing their faith. [two-thirds will do so through other faith-based or cultural institutions.] ...You don't have to like this transition, but you must deal with it." *Revolutions*, Barna

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It is becoming more clear every day and many Christian leaders are in agreement — God is about to bring revival and transformation to cities everywhere. And His primary plan is to use businesspeople in the marketplace. God has been preparing you for this time in history. Additionally, He has been building FGBMFI for this moment. God has determined that you would live and do business in your city.... that you would have a FGBMFI chapter in your city that brings together many businesspeople with the same vision and passion. It is all a part of God's plan. Now, the time has come to see it fulfilled!

So, maintain the foundation of sharing your personal stories. Keep your passion for winning souls. And shift your attention to what God is doing in your city. God will reveal his plans to you and your chapter.

“And how will this new wave of revival unfold? Through the power of God! ...For fourteen months I vainly tried to make the FGBMFI work through my own efforts. Only after I literally fell on my face before God in prayer — did the fellowship receive life! Fast and pray in your local chapters. ...Let the Holy Spirit quicken to your heart the next move in your area. Wait upon His voice in your life — and when you hear it, the ACT... GO... DO.”

— *Vision Intensified*, Demos Shakarian

He who has an ear, let him hear what the Spirit is saying...



## Synthesis - Another Strategy

As you begin to seek God concerning how your chapter can be a part of His plan to reach your city, consider a synthesis of the ideas listed in this manual. It may be that the best strategy for your area is not just one chapter style but a combination of styles.

An example of this is seen by two chapters in the USA...

### **FGBMFI—Dayton #417 (OHIO)**

- 1) Monthly Outreach Breakfast—Original Chapter Format  
Open to all who are interested in the community.
- 2) Weekly Outreach Luncheon — Marketplace Chapter Format  
Outreach to businessmen.
- 3) Tuesday Night Prayer Meeting  
Focus on seeking God's direction for the chapter.

### **FGBMFI—Greater Charleston #229 (SOUTH CAROLINA)**

- 1) Monthly Outreach Dinner—Original Chapter Format  
Open to all who are interested in the community.
- 2) Weekly Outreach Luncheon — Marketplace Chapter Format  
Outreach to businessmen.

### ***The Challenge***

There have been a few complaints from chapters that seem to be consistent across the board. First, that a chapter runs out of fresh testimonies. The concern is that the chapter has utilized everyone they know to ask and have heard many testimonies more than once. It becomes hard to find new people to give testimonies every week. Second, holding a breakfast, lunch or dinner every week gets to be expensive and it is hard to meet the financial obligations of securing a room and paying for meals.

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It may be that the answer to these issues is using multiple chapter formats.

### **What Is Successful**

There are a few characteristics that have proven to be successful for chapters today. For example:

- 1) Weekly meetings. It is very difficult to build camaraderie and strong relationships when a chapter meets only once a month.
- 2) Non-Religious Approach. When a chapter meeting has all the same elements as a church service it leaves a person asking why do they need to come to the chapter... I already have a church. The non-religious approach provides an environment more conducive to inviting non-believers to attend.

### **A Different Idea**

Considering these proven principles, the following is an example of a possible chapter strategy that is a synthesis of formats.

- A) The Chapter meets weekly using a **Fellowship Group format**. This will allow for the members to develop strong relationships, encourage each other, minister to each other, and to dedicate time together to seek God in prayer concerning His plan for reaching the city. Maybe time is set aside for training members or planning upcoming outreaches. This meeting can be held at someone's home or at an office building, school, etc...
- B) The Chapter holds a monthly outreach lunch on a weekday. It would be an outreach to businesspeople using the **Marketplace Chapter format**. This gives the members enough time to find a good testimony speaker and identify potential colleagues or businesspeople that they would like to invite as guests. This would also hold the cost down since the need for the restaurant room and meals would only be once a month. Time and effort can be put into advertising this meeting in newspapers, on radio or television, etc...

C) The Chapter holds a quarterly **Community Outreach**. This could be a humanitarian effort like a food or clothes drive, or an evangelistic outreach for entire families of the community. It could be any fresh and new idea that God reveals — that is unique to reaching your city or community. One unique example is to do a Drive-Thru Bethlehem Nativity for the community that gives the chapter an opportunity to hand out literature or just remind people of Jesus Christ during the holidays. Another may be a special banquet for city leaders to be a blessing to them and expose them to FGBMFI and what your chapter is doing in the city... possibly bringing in a governmental leader associated with FGBMFI to minister to them. Who knows what idea God will give you that may open the door to revival in your city. There are infinite possibilities. Since it is a quarterly outreach, there will be ample time to prepare and gather resources. In some cases it may be better to join with another chapter in your city on the community outreach event — this would enable the sharing of costs and potential access to more resources.

***Be Open To Something New***

Remember the challenge from Demos Shakarian:

The Spirit seemed to say, ...for the day-in, year-out work, I want you SMALL, LOCAL, and SENSITIVE TO ME! I do not want uniformity. I will never take two men or two places in just the same way.

Only you and your chapter can discern God's plans for your city. He is the one that will give you the ideas that unlock the hearts in your area. You simply have to seek Him in prayer and listen to His voice.

In this new day... God will begin to reveal new strategies to each chapter. Pray for "ears to hear" what God is saying to us. Expect new ideas. Be willing to take a risk. As we step out in faith together, we will begin to see a great move of God sweep our cities and or nations.

## **A Training Ground For New Leaders**

Another important key in the work of FGBMFI is to take advantage of every opportunity to expand the kingdom of God across our cities.

From the days of John the Baptist until now, the kingdom of heaven has been forcefully advancing, and forceful men lay hold of it. Matthew 11:12

As you discover what God is doing in your city and you begin to work with Him, you will see His kingdom advance. As this happens there will be a need for more FGBMFI chapters and more businesspeople working with God in the marketplace.

One of the important keys to expanding in your city is raising up new leaders and starting new chapters. So, your chapter must also be a training ground for future chapter leaders. New chapters only succeed if there are quality, well-trained leaders to lead them. Those leaders will learn the “nuts and bolts” of chapter leadership in your chapter.

### ***Identifying Leaders***

The first step in raising up new leaders is learning to identify the gift of leadership in the person’s life. There are a few basic characteristics to look for in a leader.

- 1) Passion — they have a strong desire to see the fulfillment of the vision and calling of FGBMFI.
- 2) Initiative — they are willing to take on responsibility without coercion.
- 3) Integrity — they have a commitment to do what is “right.”
- 4) Motivational — they have the ability to motivate people to action. Other people tend to follow them.
- 5) Calling — they know the Lord and demonstrate evidence of His calling to the work of FGBMFI. A person who is called to this work will be consumed with it — they will talk about



Ultimately, the key to identifying leaders is the Holy Spirit. If you ask the Holy Spirit to reveal the next leaders, He will do so. You will know it when He does... there will be confirmations. Watch for the one the Holy Spirit has His hand on. One sure way to know that you have found the right person to train for leadership is to watch and see if people follow him or her.

### **Training Leaders**

The second step in raising up new leaders is to provide effective training. It is strongly encouraged to utilize every training opportunity provided by the International Headquarters or by Directors and District Coordinators. These events will be valuable tools in training because the new leaders will learn basic principles proven to be successful and will get a global perspective of what God is doing through FGBMFI.

An equally valuable training tool is the day-to-day operations of your local chapter. Many times “on-the-job” training is the best way to equip someone for leadership. As you identify new leaders get them involved in the management and operation of your chapter.

Suggested ways for new leaders to learn:

- 1) Assign them to pray for each member of the chapter for three months. Watch their perspective of the chapter change in positive ways while they do this.
- 2) Let them mirror each one of the Chapter officers for a certain amount of time — maybe as their assistant — so they can learn the various jobs associated with running a chapter.
- 3) Give them a specific task like overseeing membership or planning special events for the chapter.
- 4) Bring them to National or International Events to broaden their scope of the Fellowship.
- 5) Let them MC or lead a chapter meeting by themselves.
- 6) Give them the responsibility to contact the members and guests to follow up and minister personally to them.
- 7) Make sure they share their story in many chapter meetings (yours and others) and invite people to accept Jesus Christ.

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### Releasing Leaders

The third step to raising up new leaders is actually releasing them to start a new chapter. Although this can be difficult because you hate to lose a good member, it is necessary to expand our reach as FGBMFI.

Again Jesus said, "Peace be with you! As the Father has sent me, I am sending you." And with that he breathed on them and said, "Receive the Holy Spirit." John 20:21-22

What is an effective way to release your new leaders into the field of work? Here is one suggestion:

- 1) Have a commissioning time in one of your chapter meetings or training meetings. Lay hands on the new leader and release the Holy Spirit into their life. Ask God to give Him the gifts, talents, power and spiritual awareness to lead a new group of businesspeople into the work of God through FGBMFI.
- 2) Have the new leader start a new Fellowship Group or Affinity Group. These typically are the easiest types of groups to get started. However, if you feel the leader is ready, maybe a fully chartered chapter can be launched.
- 3) If it is possible, maybe consider sending a couple of members with the new leader to help start the new work.
- 4) Work closely with this new chapter/group until it gets well established. Help them complete the affiliation process with the International Headquarters. Once it appears that they can stand on their own, then they can be fully released to do what God leads them to do in their area.

Of course, this process should be repeated until we have saturated the entire city. We will continue until these words are fulfilled...

**Let there be light! In every building, in every block, every city, every suburb, every town, every crossroad... until the darkness shall be dispelled by the light. Men and women of faith, meeting together, shining with God's glory, bring God's love and light to their cities.** — Richard Shakarian

# APPENDIX

Disclaimer:

This manual is intended to be an “idea generator” not a hard and fast rule for operating chapters. It is the hope that this manual helps us think outside the box and be open to new strategies that God wants to give us in doing the work of FGBMFI.

## Telling Your Story

They overcame by the blood of the Lamb and by the word of their testimony; they did not love their lives so much as to shrink from death. Revelation 12:11

**Your “testimony” is your eyewitness account of what happened to you!**

Basic Points of an effective Testimony:

- 1) What your life was like before you received Jesus Christ.
- 2) How you were introduced to Jesus Christ.
- 3) Why you felt the need to trust your life to Jesus Christ.
- 4) What steps you took to accept Jesus Christ as Lord and Savior.
- 5) How has Jesus Christ changed your life for the better.
  - the role the Holy Spirit plays in your life today.

Remember to talk about your feelings and emotions as you move through each step... people identify with how you felt.

Other great things to add are:

- A) Any miraculous things God has done for you.
- B) How your new life with God has impacted your relationships (marriages, family, friends, co-workers).
- C) How has God impacted your business.

Remember to major on your new life with God... only spend as much time on your life “before Jesus Christ” as is needed to make a connection with the people listening. The selling point is what God has done for you — not what you did without God. Also, remember to spend time in prayer asking the Holy Spirit for power to be a witness of Jesus.

But you will receive power when the Holy Spirit comes on you; and you will be my witnesses... Acts 1:8

## **The Vision**

### **As told by Demos Shakarian**

In the middle of the night as Demos prayed kneeling on the carpet in his living room, he received a vision.

“My son, I knew you before you were born. I have guided you every step of the way. Now I am going to show you the purpose of your life.”

Although I remained on my knees, I felt as if I were rising and moving up, away from the living room. Down below me I could see the rooftops of Downey. There were the San Bernardino Mountains, and over there the coast of the Pacific. Now I was high above the earth, able to see the entire country from west to east.

Although I could see so far, I could also see people on the earth – millions and millions of people standing shoulder to shoulder. Then, just as a camera can zoom in at a football game to show first the stadium, then the players, and then the very laces on the football, my vision seemed to move in on these millions. I could see tiny details of thousands and thousands of faces.

And what I saw terrified me. The faces were set, lifeless, and miserable. Though the people stood so close together, shoulders touching, there was no real contact between them. They stared straight ahead, unblinking, unseeing. What a shudder of horror, I realized that they were dead...

The vision changed. Whether the world was turning, or whether I was traveling around it, I didn't know. But now beneath me was the continent of South America. Then on to Africa, Europe, Asia. Once more the startling close-ups occurred, and everywhere it was the same. Brown faces, black faces – every one rigid, wretched, each locked in his own private death.

“Lord!” I cried, “What’s the matter with them! Lord, help them!”  
“My son, what you see next is going to happen very soon.”

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The earth was turning – or I was moving around it – a second time. Below me again were millions upon millions of men. But what a difference! This time heads were raised. Eyes shone with joy. Hands were lifted towards heaven. These who had been so isolated, each in his prison of self, were linked in a community of love and adoration. Asia, Africa, America – everywhere – death had turned to life.

And the Vision was over. I felt myself returning to my living room...”



## Steps To A New Life With God.

*The A - B - C s to starting a new life with God!*

### **A = Accept**

Accept that you have fallen short of God's standard.

...for all have sinned and fall short of the glory of God...

*Romans 3:23*

For the wages of sin is death, but the gift of God is eternal life in Christ Jesus our Lord. *Romans 6:23*

### **B = Believe**

Believe that Jesus died in your place, paying the price for your sin.

For God so loved the world that he gave his one and only Son, that whoever believes in him shall not perish but have eternal life. *John 3:16*

But God demonstrates his own love for us in this: While we were still sinners, Christ died for us. *Romans 5:8*

### **C = Call**

Call on Jesus... ask him to forgive your sins and give you new life.

That if you confess with your mouth, "Jesus is Lord," and believe in your heart that God raised him from the dead, you will be saved.

*Romans 10:9*

Everyone who calls on the name of the Lord will be saved.

*Romans 10:13*

**...just as Christ was raised from the dead through the glory of the Father, we too may live a new life. Romans 6:4**

**A New Life Can Be Yours Today!**



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