



en·tre·pre·neur

**“An entrepreneur is someone who
creates a new opportunity in the world
and assembles the resources
necessary for that opportunity—
people, finances and organization.”**

*—Dr. Kathleen Allen
Professor of Entrepreneurship
University of Southern California*



mis'sion·al

**means we share the gospel as creatively
and vigorously next door, down the freeway,
and in the next town or city as
missionaries do around the world.**

—author unknown



MISSIONAL ENTREPRENEUR PASTORS NEEDED FOR NEWSTART CHURCHES

Risk-taking has always been a part of advancing the kingdom of Christ. All the great leaders throughout the Scriptures were faith-filled pioneers. These visionaries, from Moses and Joshua to Jesus and the apostle Paul, shared an ability to believe God enough to step out into the unknown with confidence led by His Spirit.

For the Early Church spreading the gospel meant starting and growing new churches. However difficult the task, whatever the costs or personal risks, starting new congregations became strategic for them. For the pioneers, temporary risks were well worth the eternal gains. When we really believe our Heavenly Father has called us, we will risk everything for the Kingdom's sake.

In the first century, spreading of the gospel meant starting and growing new churches. Most of us remember the exciting story of the conversions in Acts 2, how the Lord added believers to the church daily. But another key strategy from Acts 16:4-5 must also be considered: "Now while they were passing through the cities . . . the churches were being strengthened in the faith, and were increasing in numbers daily."

Do you see it? New churches, as well as new believers, were being added daily. As the number of new churches increased, the number of new believers multiplied at an amazing rate. The missional entrepreneurs of the Bible moved ahead in faith to new communities. They had no financial backers. They owned no church buildings. When they ran into problems, all they could do was ask for God's miraculous intervention. Their best resource is ours too!

The Lord wants to do a similar work through us in our time. He wants to use missional entrepreneurs in starting new churches as a dynamic Kingdom strategy.



***Is God calling you to become
a missional entrepreneur?***

WHO ARE THESE ENTREPRENEURS?

Jeff Timmons captured the practices and attitudes of business leaders who started companies in his best-selling book titled New Venture Creation. Though Timmons was not thinking about ministry parallels, what he has to say applies to missional entrepreneurs.

- 1. Achievement Oriented**—These leaders are hard-driving doers, committed to excellence and achieving their mission in life. They possess a rugged resiliency.
- 2. People of Vision**—These innovators possess a strong confidence in the correctness of their vision and almost seemed consumed with the pursuit of their particular opportunity.
- 3. Solution Oriented**—These leaders deal with problems and setbacks in a positive manner, persisting in a situation until they get it right.
- 4. Encouragers**—These pioneers in mission positively inspire others around them. They lift the people around them, making heroes of others.
- 5. A Unique Individuality**—They know themselves, their strengths and weaknesses. They also know their work and are “street smart” in working with people.
- 6. Lifelong Learners**—These high achievers value their life experiences as adding meaning to life. For them the joy is in the journey, not just the destination.
- 7. Avoid Giant Risks**—Most effective entrepreneurs are uncomfortable with big risks that put it all on the line. They hedge risks, plan out a proper course of action, accepting calculated risks that provide the right opportunities.
- 8. Keen Sense of Humor**—High achievers are able to laugh at themselves and see the humor in problem situations. Humor becomes a great shock absorber in their lives, creating emotional resiliency for inevitable problems.
- 9. Share the Credit**—These leaders maintain a generally positive attitude. They facilitate and encourage teamwork, enlisting other capable leaders. Lone Rangers just don't exist in this group of movers and shakers.
- 10. Self-Starting Doers**—They take up multiple tasks at the same time and can tolerate the unpredictable nature of their work. Many times they make incredible sacrifices in the face of unbelievable problems to reach their goals.

WHO ARE THE ENTREPRENEURS IN SCRIPTURE?

Considering these definitions and descriptions of effective entrepreneurs, review some spiritual leaders through the Scriptures to connect some of the parallels.

1. Moses—Study the story of Moses as found in Exodus 4:1-17. Which of the entrepreneurial qualities mentioned in the previous sections of this workbook do you see God developing in Moses in this passage? Write out a brief description for at least three:

A. _____

B. _____

C. _____

What responses in Moses revealed his initial limitations for the task?

2. Joshua—Reading the story of Joshua helps us understand his strengths as a spiritual entrepreneur. Refer to Joshua 1:1-9 and list as many of the qualities of an entrepreneur you can find. Are there others you know about Joshua not listed in this particular passage?

3. Paul—The New Testament offers many descriptions of pioneering entrepreneurs who used their skills to advance the kingdom of Christ. Read Acts 14:1-6 and describe some of the qualities from our previous list that describe the first century church's most missional entrepreneur. Can you think of others?

4. Choose others—Remembering some of your favorite Bible stories and characters, who are three others you would add to this list of missional entrepreneurs? Why are they on your list?

HOW DO YOU RATE YOUR OWN ENTREPRENEURIAL SKILLS?

Several writers have summarized these characteristics of effective leaders of new churches. We are learning that these entrepreneurial skill sets can be discovered and developed. But first the skills must be identified before they can be developed. The following list comes from Logan's Church Planter's Checklist:

Evaluation Scale

Evaluate your own personal skills in this area of being a missional entrepreneur. With the following scale, score yourself after each of the characteristics:
0—Not at all 1—Some 2—Above average 3—Definitely yes

- 1. Visioning capacity**—They catch a glimpse of what God wants to do that doesn't exist yet. At times they almost seemed obsessed with the pursuit of this opportunity.
- 2. Intrinsically motivated**—As the prophet Jeremiah described it, the calling and message of God comes from deep within, like a burning fire in our bones.
- 3. Create ownership of ministry**—These leaders are exceptional teachers and equally superior learners in the tasks of ministry. They love to enlist, equip, and empower others to join them in their journey of faith.
- 4. Relate to the unchurched**—They are as comfortable with the unchurched in the community as the believers within the church. Ministerial entrepreneurs build bridges and relationships with those searching for real answers to their spiritual questions.
- 5. Spousal cooperation**—This sense of family teamwork remains essential if a missional entrepreneur is to be effective. The pastor and spouse make a dynamic team.
- 6. Effectively build relationships**—Relational skills and being a people person goes a long way in starting and growing a new church. The networking for members, staff, leaders, donors, volunteers, and community require people skills of the highest order.

- 7. Committed to church growth**—Fulfilling the Great Commission requires not only bringing people to a personal decision to follow Christ but also discipling them into the family of God through their fellowship of the church.
- 8. Responsive to community**—Has an interest and ability in touching the real needs of their unreached community creates a formula for high impact ministry.
- 9. Utilize giftedness of others**—NewStart pastors gather multiple talents, gifts, and callings among the church and follow the heavenly mission placed before them. Only together can they fulfill their combined responsibility.
- 10. Flexible and adaptable**—Missional entrepreneurs are open to new ideas and directions. They actually look for the ministries no one else in town is offering. They create new ways to meet those needs.
- 11. Build group cohesiveness**—The sense of unity and common goals adds strength and effectiveness to a NewStart church.
- 12. Resilience**—Their ability to bounce back is crucial for long-term effectiveness in ministry. Their attitude is either up or getting up—but never staying down.
- 13. Exercised faith**—The spiritual gift of faith summarizes this characteristic as an unusual spiritual enabling to believe before it happens.

Personal Evaluation Scale

Total your final score and enter the number here: _____

Scoring key . . . 0 to 10—New things might not be your thing 11 to 20—
You might enjoy attending a new church 21 to 30—Try volunteering for a
new church team 31 to 39—Enroll in the next Assessment Center

***Genuine obedience to God's call
to new-church evangelism
does not wait for all the
answers before responding***

AN INVENTORY OF ASSETS FOR NEWSTART MISSIONAL ENTREPRENEURS

To summarize and personalize what you have read so far, let's strategize how a missional leader might incorporate these entrepreneurial principles as beginning steps in the process for starting a new church. Let's begin working through some of the initial planning steps.

▷ ***Follow God's Calling***—Where are you interested in starting a new church? _____

What is your vision for this new ministry? Try to condense it into 10 words or less: _____

Cast your vision for this new work in a convincing and attractive way so others will want to join you in this effort.

▷ ***Evaluate This Opportunity***—How will you know if this area really needs a new church? _____

What sources are you contacting? _____

What new ministries could have the greatest impact on unchurched families in this community? _____

Who is your sponsoring church and mentor? _____

▷ **Finding Other Resources**—What properties might be available for starting this new church? _____

Are there other gifts in kind that could help us in this new church effort?

Which resources will significantly impact the unchurched the most in this area? _____

What missing resources would you still have to acquire? _____

How will we obtain these missing resources for this new church? _____

▷ **Staying the Course**—The Scriptures describe David at one point in his life where “he encouraged himself in the Lord.” How can you keep your vision alive? List four ideas:

1. _____

2. _____

3. _____

4. _____

Are there unique problems facing a new church in this area?

How could you adjust and adapt your strategies later on to reach others living in this area?

▷ **Organize a Plan**—What will you begin to do to bring this church into reality? _____

What are your plans over the next 12 months?

Who would be some of the key players and groups you must have in place before you actually start conducting church services?

What kind of budget building have you done to project costs for starting this new church?

What other strategies would you have in place for handling discouragement?

Name the three best steps you plan to use in dealing with the disappointments facing most leaders?

1. _____
2. _____
3. _____

▷ **Finding God's Promises for You Today**—The apostle Paul expressed the very heartbeat of a missional entrepreneur when he wrote, "I aspire to preach the gospel, not where Christ was already named, that I might not build upon another man's foundation; but as it is written 'THEY WHO HAD NO NEWS OF HIM SHALL SEE, AND THEY WHO HAVE NOT HEARD SHALL UNDERSTAND'" (Rom. 15:20-21).

What scriptures has God been using in your life recently?

Is God Calling You to Be a Missional NewStart Entrepreneur?

“Any man who has a deep, conscientious conviction that God has called him to a work, is a force to be reckoned with. When a few thousand people share that conviction and everyone shares it and strengthens it in the hearts of the other—there is no telling to what the thing may grow”

(Harold Ivan Smith, *The Quotable Bresee*, 86).

As a growing number of missional pioneers scatter across our continent, launching hundreds of NewStart churches, who can predict the eternal consequences? Reflect on the same expectations written in 1905 by our church’s first leader, Phineas Bresee. Then, discuss your reflections with your spouse and mentor.

Promise God Your Availability

Strategic Covenant and Commitment to God

In your journal or on one of the blank pages of your Bible, write your covenant with God, using these words.

God, today I promise that I am ready to invest the next chapter of my ministry in NewStart evangelism. Show me specifically what my part of this great work is. And as You provide opportunities and open doors I will walk through them.

Intercession with an Address and Zip Code

In your personal prayer life, pray every day for a particular location and/or people group that need a new church. And if you are a pastor, ask some of the trusted people of prayer to join you in praying for that particular place. Then watch to see what God will do.

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