

Chapter 2

Leverage

*Give me a lever long enough and a fulcrum on which to place it,
and I shall move the world.*

~Archimedes

Imagine putting one quarter into a vending machine and getting ten out in exchange. Sound too good to be true? Leverage works that way. It multiplies an input to a far greater output. The law of leverage is at work everywhere around us.

For example, the three small hinges on a heavy door let you easily and freely swing the door back and forth with the slightest of effort. Or think about your finances. Invest \$50 per month starting at age 18, and you'll likely be a millionaire by retirement. Or, how about the seesaw on a kid's playground? When leverage is applied, a 100-pound child is easily lifted high in the air. Leverage multiplies our labors into far greater fruit than what we could possibly achieve on our own.

Leverage's Multiplying Effect

The ultimate leverage, however, happens when followers of Jesus fully surrender to His Lordship. Consider the impact of twelve ordinary men who took seriously Jesus' command to "go and make disciples." They helped launch the greatest, most sustained movement in the history of the world. This type of leverage multiplies a few loaves and fishes into enough food to feed 5,000 people and an empty fishing net into an overflowing catch.

Looking at this law of leverage, I begin to understand Jesus' promise that I can personally be like good soil that allows God's Word to grow, produce fruit, and multiply thirty, sixty, and even one hundred times in and through my life! Leverage is also why I'm naturally drawn to church multiplication and its potential for impact.

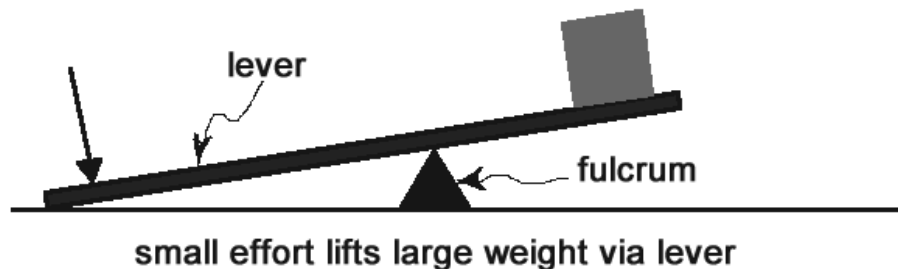
Multipliers: Leading Beyond Addition

Who wouldn't want to tap into the multiplying effect of leverage? That's why we read the parable of the talents and immediately want to be the five-talent faithful steward who doubles his master's resources into ten talents. It's the stewardship of the faithful manager that prompts the master's commendation. In giving each of us unique gifts (our time, talent and treasure), the Master expects stewardship and faithfulness. Why would we strive for anything less than leveraging these resources thirty, sixty, or even one hundred times what has been entrusted to our care?

And yet, we often settle for so much less.

As we saw in chapter 1, the prevailing scorecard for success in the U.S. Church is rooted in approaches that don't produce multiplication. In fact, these Level 3 addition-focused approaches or strategies can stifle the very leverage that Jesus sought to embed into the DNA of His Church.

Archimedes, the famous mathematician and inventor from ancient Greece, said and proved that leverage requires a properly positioned lever and a fulcrum. In physics terms, a fulcrum is an anchor or foundation through which a lever can transform an input effort into a multiplied output. The simple sketch below how a small effort or force applied on one end of a lever can lift a heavy weight on the other end.



For leverage to occur, you must have the right lever and it must be positioned on the right fulcrum or foundation. In other words, wrong fulcrum, no multiplication. Wrong lever, no multiplication.

Multipliers: Leading Beyond Addition

With no real multiplication movements in the United States, I can only conclude we must be embracing the wrong fulcrum and the wrong lever! The following table shows an example of how we might functionally choose the wrong fulcrum and lever in our zeal to pursue Level 3 addition.

	Level 3 Addition	Level 5 Multiplication
Fulcrum	Growth Strategies	Jesus
Lever	Attendance	Disciple Makers

To experience leverage, we need to rediscover and embrace the right elements. Jesus must be our fulcrum, with our lever being faithful, obedient followers who obey His command to, “Go and make disciples.” To do that, however, we need to throw off the old wineskins we so desperately hold onto.

Satan does everything within his power to keep us focused on the wrong scorecards and distracted from experiencing the multiplication leverage Jesus intends for us. That’s why we’re not seeing any measurable movements in the United States. Like the serpent deceiving Adam and Eve, Satan tricks us into believing that success lies just past the next addition growth barrier. We conquer the next hill simply to find another one waiting. He convinces us that accumulation growth is our prize, holding us captive from ever experiencing the leverage that produces multiplication.

Embracing the Call

What our nation needs now, more than ever, are courageous Multipliers who will seek to rediscover and embrace the leverage Jesus intends for us to have—leading beyond addition thinking.

Multipliers take their cues from Jesus and seek to be fruitful and multiply. They are intentional about Jesus’ “go and make disciples” command (Matt. 28: 18-20) and fully embrace and embody the leverage that comes from building capacity for disciple making through the multiplication of healthy, reproducing churches. Multipliers embrace a multiplication scorecard that prioritizes releasing and sending over accumulating and growing.

Are you feeling any discontent about our prevailing accumulation cultures? Do you hear the whisper of the Holy Spirit convicting you that something’s just not right about our addiction, and possibly idolatry, for accumulation cultures that produces cultural Christians? I’m guessing many of you are.

It’s time to embrace the call to become a Multiplier!

Leverage your calling in ways that empower and unleash a movement of biblical disciple makers. This is so critical. When we don’t leverage our passion for Jesus’ cause, we can become idolaters. Sound harsh? Keep reading.

Putting It into Practice

- *Why is God calling leaders to become Multipliers?*
- *In what ways have you been convinced that success lies past the next addition growth barrier and that accumulation growth is the prize?*
- *When and how did you realize Satan had tricked you?*
- *How did that belief inhibit multiplication?*
- *Are you ready to do the work necessary for becoming a Multiplier? How are you praying to prepare yourself, your team, and your church for the journey ahead?*