



Discipling Marketplace Leaders (DML)

What is DML?

The Discipling Marketplace Leaders ministry was designed to empower the local church to both establish and run successful marketplace initiatives. Through church-based Business as Mission the DML ministry, business owners and entrepreneurs will be empowered, equipped, and encouraged as they work towards success which is measured by missional, social, economic and environmental outcomes.

Why is this Important?

For many in the global church, wealth creation and spirituality are like mixing oil and water – the difference between light and darkness. But these misconceptions are not rooted in the Word of God and hinder the church in reaching its full potential in society. Deuteronomy 8:18 (NIV) states, “But remember the Lord your God, for it is He who gives you the ability to produce wealth, and so confirms His covenant, which He swore to your ancestors, as it is today.”

Wealth creation is rooted in God the Creator, who created a world that flourishes with abundance and diversity. We were created in God’s image, and He has invested in us the ability to be creative through His Holy Spirit, instilling in us the ability to create products and services for the common good of mankind. In the Wealth Creation Manifesto, issued through the Lausanne movement of 2017, the Manifesto states, “Wealth creators should be affirmed by the church, and equipped and deployed to serve in the marketplace among all peoples and nations.”

How is this Accomplished Through the Global Advance DML Ministry?

DML runs structured courses through the local church which provide the basic training needed by every business. From writing a business plan to managing accounting, participants learn what it means to both nurture and successfully run a business. This is accomplished through weekly classes conducted over a twelve-week period.

The DML leadership team also helps class participants find and utilize mentors for their business. This additional coaching helps business owners and budding entrepreneurs easily answer questions that arise as they develop their business entities.

Additionally, it is important that every business has a voice, and that Christian business owners and entrepreneurs work together for the betterment of their communities. Often, the voice of small business owners is stifled when dealing with governmental agencies or larger service providers. But working together, helping each other expand both business opportunities and the gospel of Jesus Christ, this network represents a significant voice. ***Global Advance calls the development of***

these networks CBN's, or Christian Business Networks – all started through the implementation of church-based DML ministry.

Now is the Time

The world is changing, and the church is losing influence over a new, unchurched generation. By teaching the spiritual principles of wealth creation and proper stewardship through the local church, the church helps meet both the spiritual and economic needs of its members. Through the Global Advance DML ministry, churches become equipped to help answer the complex questions members have concerning the marketplace in today's society. Now is the time for churches to step up and provide this form of business empowerment to their members through the Global Advance DML ministry.



Discipling Marketplace Leaders:

Vision Statement: To reclaim the redeemed marketplace through Church-based Business as Mission and bring it under the Lordship of Christ.

Mission Statement: To empower the local church to establish and run successful Marketplace Ministries, empowering, equipping, encouraging, and discipling business owners to work toward a quadruple bottom line that is measured by: missional, social, economic, and environmental outcomes.

What Does Discipling Marketplace Leaders Mean?

Discipling – A Christian disciple is one who accepts and assists in spreading the good news of Jesus Christ. A disciple is also a student, undergoing learning and training. We want to be in the ongoing process of discipling; learning God’s will for business and how that applies to each of us.

Marketplace – The marketplace is that combination of business, education, and government that come together to make economic transactions possible. These three systems are the key components of a nation and the health and heart of a nation can be surmised by looking at these three organic systems in themselves as they interrelate. We are called in the Great Commission to “disciple the nations” not just individuals. This ministry focuses specifically on the business aspect of a nation.

Leaders – A leader directs a business, organization, or group. A leader has influence or power. 1 Peter 2:9 tells that we are a “chosen people, a royal priesthood, a holy nation, a people belonging to God, that you may declare the praises of him who called you out of darkness into his wonderful light.” Business leaders are also called to be priests if you will, and the workplace is their parish. Leaders need to know how to use power and influence and declare the praises of God in what they do as business leaders.



Introduction/Foundation of Business as Mission

1. What percent of the adults in your congregation are involved in the Marketplace (business, education, government)?
2. How does the church view business and business men and women?
3. How do business men and women view the church?

We were created on purpose and we were created for a purpose. Problems are everywhere, but a proper perspective sees problems as opportunities in which people, who are made in the image of God, can find solutions.

Recommendations from Lausanne Commission 2004:

1. We call upon the Church worldwide to identify, affirm, pray for, commission and release business men and women and entrepreneurs to exercise their gifts and calling as business people in the world – among all peoples and to the ends of the earth.
2. We call upon business men and women globally to receive this affirmation and to consider how their gifts and experience might be used to help meet the world’s most pressing spiritual and physical needs through Business as Mission.

What is the Role of the Church in Business as Mission?

God has given us three key resources to accomplish His purposes: Talent, Treasure, and Time. Time is the only non-renewable resource. The average worker will spend 40% of their time at work and 16% of their time in the church. The goal is to use part of this 16% of time in church equipping

them to be God's light in dark places. This is done by realizing that work is a calling, just as being a pastor is a calling. This has always been part of God's great plan.

God created us on purpose (Psalm 139) and for purpose (Eph. 2:10). God's purpose is for us to fulfill the Great Commission (Matt. 28:19,20) while living out the Great Commitment (Gen. 1:28), motivated by the Great Commandment (Matt. 22:37-40). Work is where the Great Commitment is lived out and the Great Commission is carried out. As we care for creation through our work (the Great Commitment), we are ambassadors of reconciliation between man and God, man and man, and man and creation.

This is what it means to make disciples. We are to "go" about our work with an emphasis on making disciples. Every member of God's Church is a priest with the mission of sharing God's word and truth with others (1 Peter 2:9). The Great Commitment in Gen. 1:26-31 is our first Great Directive. It is God's call to manage His creation with fruitfulness and creativity.



Genesis 1:28 has five commands that link together like a chain: be fruitful, multiply, fill, subdue, and reign.

- To be fruitful and multiply refers to procreation (having children) and productivity. You cannot have one without the other. We are to be co-creators with God, not as employees, but to find the potentials of the earth and multiply them.
- To fill the earth refers to population and spreading.
- To subdue means to bring under your will; this command was given before the fall and is mostly referring to the plant kingdom.
- We are to reign as benevolent kings, ensuring the flourishing for all living creatures in the Kingdom.

As the heart is to the body, so the Marketplace is to the community. To transform the community, you must transform the marketplace. The four great arteries of the community are the church, education, government and the marketplace. It is the synergy between these four that brings about wealth and prosperity to the community. China is an example of this. Over the past 30 years, they have cut extreme poverty from 84% to 10% by focusing on job creation and building increased capacity.

Members of the church must come to realize the holy calling of work and business. They need to see and understand work as worship. This emphasis will help the church integrate Jesus into every area of a church member's life. They will come to appreciate that the marketplace is the "canvas on which salvation is to be written." When this happens, the local church will find increases in giving, participation and new members.

Business as Mission is...

- About real, viable, sustainable, and profitable businesses with a Kingdom of God purpose, perspective and impact;
- Leading to transformation of people and societies **socially, economically, environmentally, and missionally**
- To the greater glory of God. (adapted from the Lausanne Commission)

And the Christ-Centered Purpose of Business...

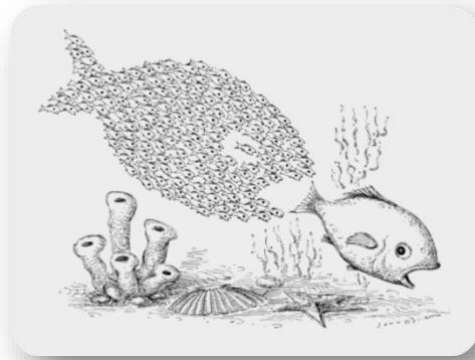
1. To provide individuals and the community with products and services that will enable it to flourish (outward focus, part of the economic and ecological bottom line). [This means that WHAT is created is relevant.]
2. To provide opportunities for meaningful work that will allow employees to express their God-given creativity (inward focus, part of the social and spiritual bottom line).

Notice maximizing profits is not a purpose of business; rather employees and customers are key. While profits are import, and all companies will die without profit, profit is not the end-all goal. Profits help our businesses fulfill their Christ-centered business as mission focus.

What Does DML Look Like in the Local Church?

It provides the basic training needed by every business. From writing a business plan to taking care of the accounting, participants learn what it means to care for a business. This is accomplished through weekly classes over a twelve week period. The Global Advance/DML team helps members find and utilize mentors. This additional coaching helps the business men and women with questions that come up as they develop their businesses. Finally, it is important that every business has a voice. Too often the small business has little chance against other larger entities like the government or service providers like insurance agencies. But working together they represent a significant voice.





Called to Work

What are some common perceptions for why we work?
Why does God say we work?

"Thinking of work only as a means of self-fulfillment and self-realization slowly crushes a person and undermines society itself." (Tim Keller)

What is our call to creation? To preach.
Compare Mark 16:15 to Matthew 28:19, 20. What is the difference between making disciples of all nations and proclaiming the gospel to the whole of creation?

Maslow's Hierarchy of Needs



Creation understands worship. Jesus has an intimate relationship with nature. Genesis 9 reminds us that the covenant was made with all living creatures, not just people. We are to preach to creation through our work. We help creation achieve its goal of worshipping God.

Dorothy Sayers, in *Letters to a Diminished Church*, writes: Work is not, primarily, a thing one does to live, but the thing one lives to do. It is, or it should be, the full expression of the worker's faculties, the thing in which he finds spiritual, mental and bodily satisfaction, and the medium in which he offers himself to God.

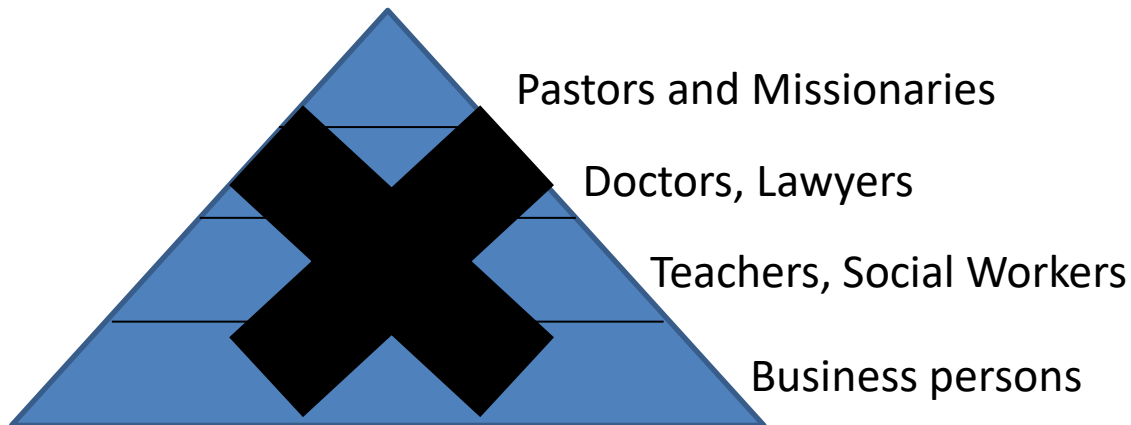
God's work includes six areas:

Redemptive Work	God's saving and reconciling actions	Pastor, counselors, peacemakers, writers, artists, poets, actors
Creative Work	God's fashioning of the physical and human world	Interior designers, metalworkers, carpenters, builders, fashion designers, architect, novelists, urban planners
Providential Work	God's provision for and sustaining humans and creation	Utility workers, shopkeepers, farmers, firemen, repairmen, printers, transport workers, IT workers, entrepreneurs, bankers, civil servants, mechanics, engineers, janitors, plumbers, and all who keep economic and political order working smoothly
Justice Work	God's maintenance of justice	Judges, paralegals, lawyers, legal secretaries, government regulators, city managers, prison wardens and guards, police officers, administrators of law enforcement
Compassionate Work	God's involvement in comforting, healing, guiding, and shepherding	Doctors, nurses, paramedics, therapists, social workers, pharmacists, community workers, nonprofit workers
Revelatory Work	God's work to enlighten with truth	Teachers, preachers, scientists, journalists, writers.

Cultural Change Makers

Jesus recruited people from the marketplace to be the backbone of His redemptive movement. His objective was to create a new social vehicle – the Church, a movement that freely expanded, rather than a monument to be gazed at...meant to be cultural change makers.

Jesus had the goal of **changing the culture, not simply being part of it**. He was declaring the arrival of the Kingdom of God!



The Consequence of Sin Between the Church and the Marketplace

Today, the Church does not command attention or respect in the Marketplace. Church members who do have relevance in the Marketplace disqualify themselves from leadership in spiritual matters – “I’m just a layperson.”

The call to serve in the marketplace and the call to serve in traditional religious settings are both valid and interdependent, since they both involve ministers who respond to divine calling.

Wealth and Stewardship

Wealth creation is rooted in God the Creator, who created a world that flourishes with abundance and diversity. We are created in God’s image, to co-create with Him and for Him, to create products and services for the common good.

Deut. 8:18 (NIV) Remember *the Lord your God, for it is he who gives you the ability to produce wealth, and so confirms his covenant, which he swore to your ancestors, as it is today.*

The Bible talks about wealth in three ways; one is bad and two are good:

- Hoarding of wealth is condemned
- Sharing of wealth is encouraged
- The creation of wealth is both a God-given ability and a command (Deut. 8:18)

There is no wealth to be **shared** unless it has first been created.

“Wealth Creators should be affirmed by the Church, and equipped and deployed to serve in the marketplace among all peoples and nations.” (Wealth Creation Manifesto, 2017)

“We acknowledge that, in the global market economy, one of the most effective tools for the elimination of poverty is economic development, and yet evangelicals have often failed to promote value-driven business solutions to poverty.” (Atibaia Consultation in Brazil, 2014)

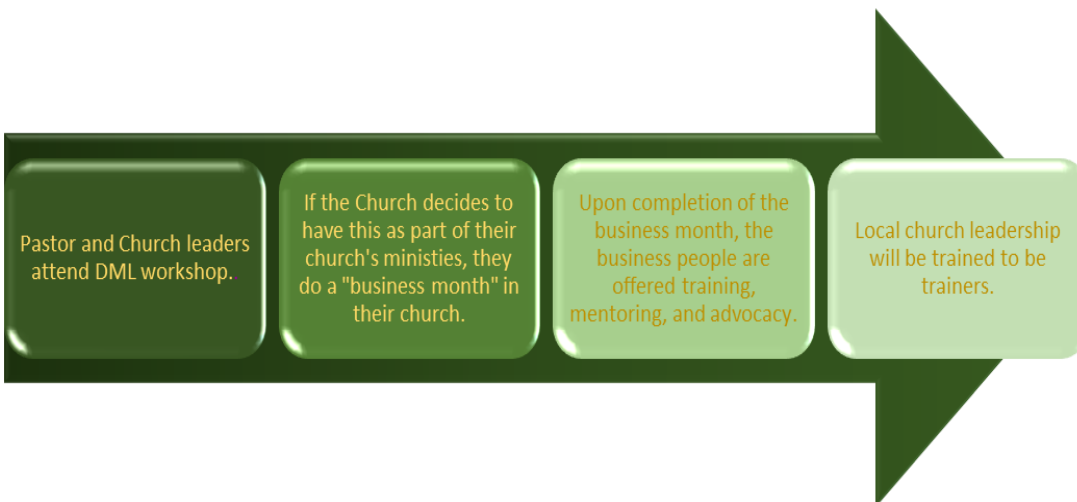
We are to be stewards:

	Poverty	Wealth	Stewardship
Possessions	Evil	My right	A responsibility
Work	Meet basic Needs	Become Rich	To Serve Christ
Godly People are:	Poor	Wealthy	Faithful
Ungodly People are:	Wealthy	Poor	Unfaithful
I Give:	Because I must	To Get	Because I love God
My spending is:	Fearful and joyless	Carefree and consumptive	Prayerful and responsible

If business is viewed as evil, people will never feel free and always feel false guilt.

The Local Church Can Help Business be a Blessing to the World! What’s Next? You’re Ready! Let’s Get DML Started in Your Local Church!

You’re ready to introduce business as mission training in your local church. Here are the next steps you can take in introducing the Global Advance DML program:



1. Present the idea of the DML ministry to your church leadership team. Show them some of the videos on the DML flash drive or where available, ask for Global Advance/DML staff to make a brief presentation directly to your leadership board.
2. If you have not already done so, fill out the application of intent and obtain the flash drive and materials to help your church get started.
3. If the church agrees to move ahead with a Global Advance/DML ministry, schedule the time in your church calendar to do "Thirty Days in the Marketplace." This should be one full month, during which the senior pastor will preach each of the four Sundays on passages relating to God being the God of work and Business (see sermon outlines in "Thirty Days in the Marketplace"), go through 30 days of devotions together as individual families or in Bible Studies, and do brief activities each Sunday.
4. Inform the Global Advance/DML representative of the month you have selected for your church to go through "Thirty Days in the Marketplace." Fill out and turn in Application of Intent.
5. Prior to the "Thirty Days in the Marketplace" beginning, set the date for the Global Advance/DML representative to come to the church to meet your business people. This meeting should not take place until the "Thirty Days in the Marketplace" has begun.
6. Begin "Thirty Days in the Marketplace."
7. Conclude "Thirty Days in the Marketplace" with a meeting with the Global Advance/DML representative to schedule training for businesses (SMEs), Leaders in the Workplace, or Microbusiness training, depending on your church's needs.
8. Training for business men and women begins and runs for a scheduled time, depending on training.
9. Commissioning for business men and women is held during a service, following the training and submission of business plans.
10. Mentoring and Advocacy begins through Global Advance/DML. On-going discipleship groups start with the church.

If you have any questions, please contact your local DML facilitator or email Doug Mann, Global Advance Marketplace Missions Director, dmann@globaladvance.org - Know that we, as a Global Advance/DML team, are praying for you and ready to assist you in any way we can!

DML Flow Chart

Step One: Community Entry - One-on-one visits with Pastors, attending pastor conferences, meeting pastor associations, meeting seminaries and Bible college administrators.

Step Two: Awareness Creation - Two hour Intro to Pastors and Church Leaders

Step Three: Two Day Intensive for Pastors and Church Leaders

Step Four: Application of Intent submitted with start date of "30 Days in the Marketplace"

Step Five: "30 Day in the Marketplace" started in the local church

12 week
Basic Business
Principles Training

Mentoring and Advocacy

Training of Trainers from local churches

Ongoing discipleship by local church

← Led by DML Staff →

← Led by Implementing Partner Staff or TnTs →