

Seven Laws of Real  
Church Growth

# VISUAL SUMMARY

BY  
WILL MANCINI  
& CORY HARTMAN



FUTURE CHURCH  
EUREC

We hope you enjoy this visual  
summary of **FUTURE CHURCH**.

It will quickly introduce you to the book's  
big ideas and serve as a quick reference  
guide to the **SEVEN LAWS OF REAL  
CHURCH GROWTH**.

We're honored to serve you and all  
pioneers who are forging the future of  
organized disciple making.

**WILL  
MANCINI**  
& CORY HARTMAN

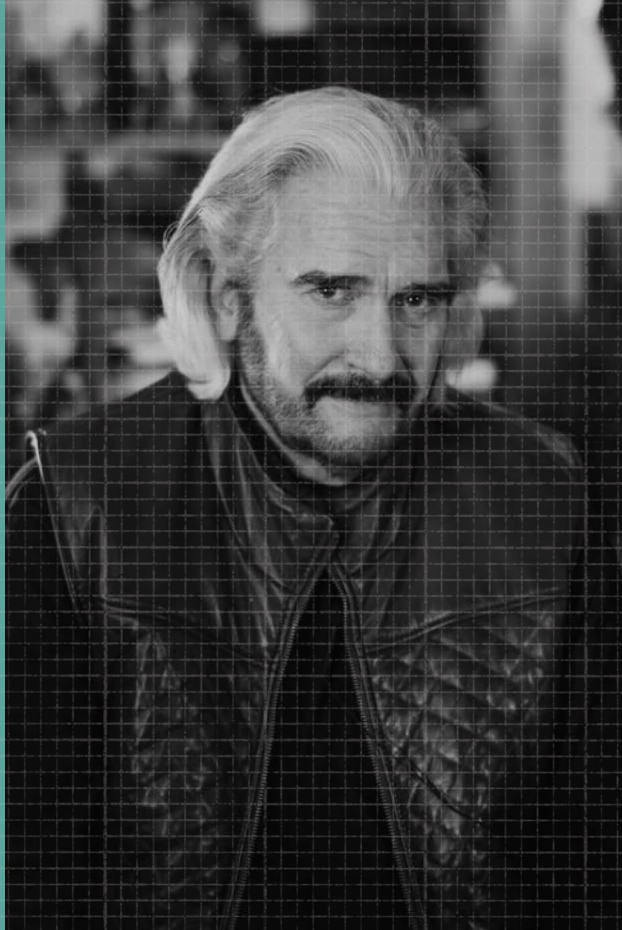


“

CAREY NIEUWHOF

Will Mancini is one of the leaders I learn from and a thinker whose insights I trust. Smart leaders will dive into what Will has to say about the future church.





LEONARD SWEET

**Future Church is a  
masterclass in Real Church.  
Don't read this for ideas,  
insights, and initiatives that  
last a day or a week. Enroll  
your mind in this book for  
thoughts and tasks that  
linger and lead for a lifetime.**



DANIEL IM

If you want to know what the future of the church is going to look like, read this book. Will is not only one of the most future-minded leaders I know, he's also deeply informed about past and present church practice.





JENNI CATRON

**Are we truly making disciples or just entertaining followers? Future Church is an essential read for every church leader who is committed to defining real growth in a new era of ministry leadership.**

# THE FUTURE CHURCH JOURNEY

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## THE PROBLEM

The church in North America is dramatically overprogrammed and underdiscipled.

The functional Great Commission in North American churches has become: Go into all the world and make more worship attenders, baptizing them in the name of small groups and teaching them to volunteer a few hours a month.

## PART 1: FAKING DISCIPLES

- One Problem
- Two Rooms
- Three Churches

## PART 2: MAKING DISCIPLES

- Seven Laws

## PART 3: TWO FUNNELS

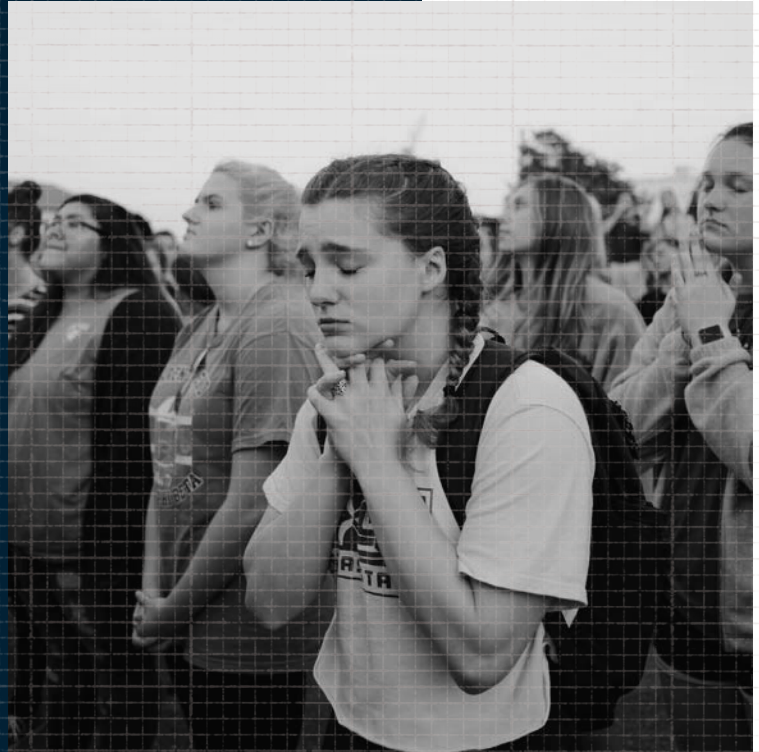
- One Master Tool

# PART 1: FAKING DISCIPLES

The uncomfortable reality of lower room leadership.

## IN PART 1 YOU WILL FIND:

- The best picture to expose the North American church's greatest challenge
- The four most common features that emotionally connect people to your church
- The three kinds of churches we'll see over the next twenty years
- Three twentieth-century growth paradigms that influence leaders today





# CHAPTER 1

## WHAT CONNECTS PEOPLE EMOTIONALLY TO YOUR CHURCH?

### PLACE

“The new building is close to where we live.”

### PERSONALITY

“Pastor Carlos is such a good teacher.”

### PROGRAMS

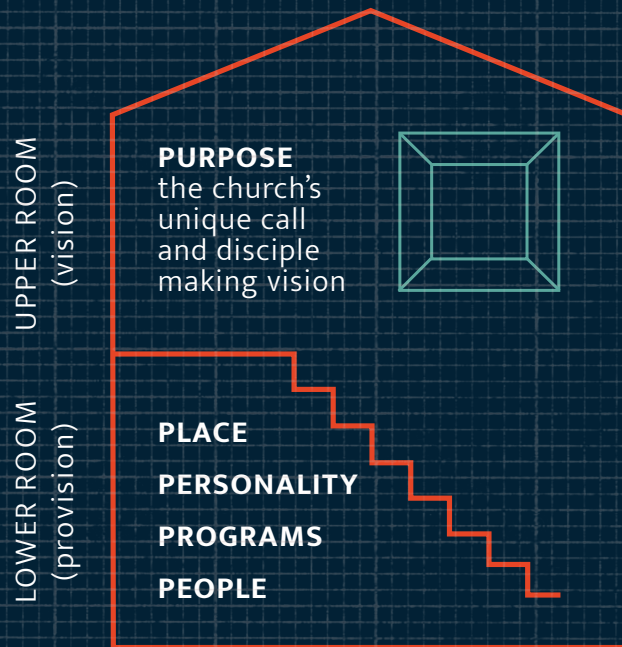
“Emma and Aiden really love going to Kidz Zone.”

### PEOPLE

“It’s the church our friends Joe and Sally attend.”

## A HIGHER ATTACHMENT

The true size of your church is how many people have moved through the Lower Room to the Upper Room.



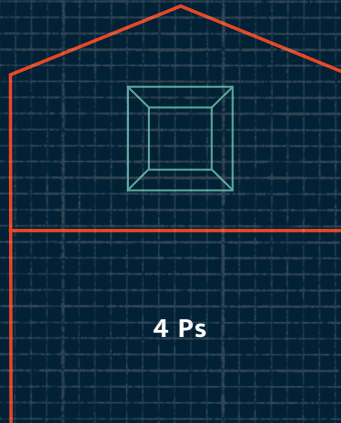
# CHAPTER 2

## THE THREE KINDS OF CHURCHES OF THE NEXT TWENTY YEARS

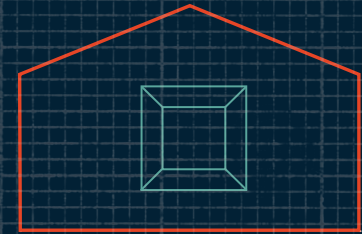
“After twenty years of consulting, I am convinced that we are entering a twenty-year window that will witness the transformation of the church in North America.”



**HOUSE CHURCH**  
disciple-making  
without organization



**PROGRAM CHURCH**  
organization without  
disciple-making



**FUTURE CHURCH**  
organized  
disciple-making

## CHAPTER 3

**CHURCH LEADERS ARE UNDER ENORMOUS PRESSURE TO PRODUCE RESULTS.** Of all the ministry results we could measure, why are we drawn to attendance and giving?

- They are visible and countable
- They are legitimate results in for-profit business
- They are symbols of success
- They justify higher pay
- They maintain the social contract between leader and congregation

Fixation on these results keeps leaders stuck in the Lower Room.

“WHERE YOUR MEASURE  
IS, THERE WILL YOUR  
HEART BE ALSO.”



# CHAPTER 4

## HOW DID WE GET HERE? THREE ERAS OF CHURCH GROWTH IN THE TWENTIETH CENTURY

### WARTIME REVIVAL

ca. 1940–1960

community service

“We are the best church in town.”

### GOLDEN ERA OF DENOMINATIONALISM

ca. 1960–1980

full service

“We are the best church in the tribe.”

### NEW PERMISSION ERA

ca. 1980–2000

customer service

“We are the best church for the times.”

## WHAT LEGACY ARE YOU LIVING WITH?

Every church rests on its past like layers of an archaeological dig. What assumptions influence your church?

- Church growth is secured by **individual commitments** made in a decision at a **public event**.
- Church growth results in the church being a **visible and prominent community institution**.
- Church growth comes from **providing programs** that **young families** want to access.
- Church growth requires a **culturally relevant** and inspiring public experience with **outstanding customer service** for the audience.
- Church growth is measured by the **numbers of people attending and serving** in worship services and other programs arranged as **steps in a linear process**.
- Church growth has to do with **what organizations do, not what individuals do**, except insofar as individuals support the work of the organization.

“

The late-20th-century church model, in many applications, requires so much energy and attention that little to nothing is left for anything else, including discipleship.

JOHN S. DICKERSON



## CHAPTER 5

### ATTENDANCE UPPERS PRESCRIBED BY CHURCH PHARMA

- The elixir of engagement
- The medicine of multiplication
- The placebo of pastor change
- The remedy of revitalization

“It is much easier and quicker to know if a product sells than if it helps. Organizations’ products almost universally fix pastors’ focus on the Lower Room.”

# INTERLUDE: THE MISSIONAL REORIENTATION

The new church growth paradigms of the twenty-first century

## WARTIME REVIVAL

ca. 1940–1960

community service

“We are the best church in town.”

## GOLDEN ERA OF DENOMINATIONALISM

ca. 1960–1980

full service

“We are the best church in the tribe.”

## NEW PERMISSION ERA

ca. 1980–2000

customer service

“We are the best church for the times.”

## MISSIONAL REORIENTATION

ca. 2000–2020

city service

“We are the best church for the city”

## FUTURE CHURCH

ca. 2020–2040

vocational service

“We are the best church for your calling”

The missional reorientation did not fundamentally change the face of the church, but it did change leaders’ minds.

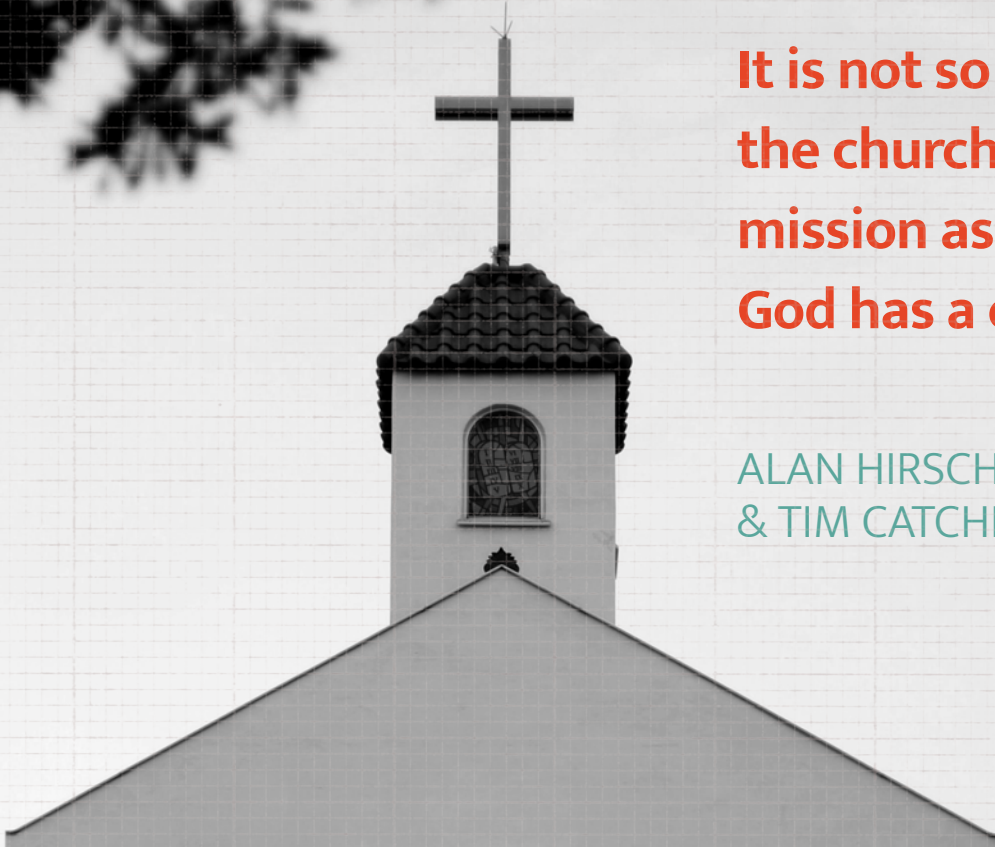
Future Church synthesizes missional insights and priorities and applies them to the institutional church.



“

**It is not so much that  
the church of God has a  
mission as the mission of  
God has a church.**

ALAN HIRSCH  
& TIM CATCHIM

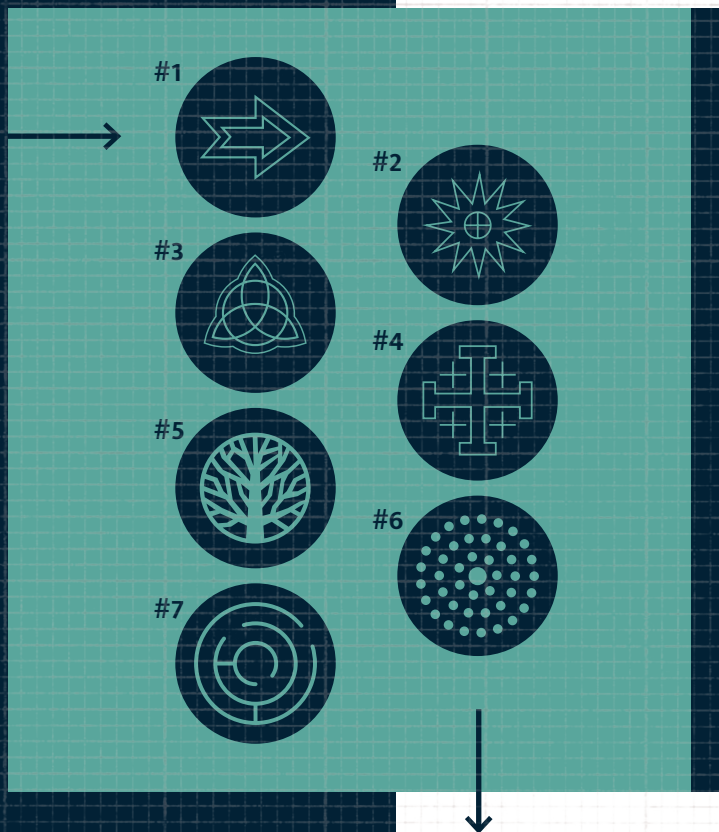


# PART 2: MAKING DISCIPLES

## The Seven Laws Of The Upper Room

### IN PART 2 YOU WILL FIND:

- Seven universal principles of **real church growth**
- The **four ingredients** of a process that genuinely develops people
- How to shift the basis of leadership from **celebrity to authority**
- Three elements that energize people's **kingdom imagination**



# CHAPTER 6



The Law of Mission

**Real church growth starts with a culture of mission, not worship.**

THE LAW OF MISSION

## JESUS STARTED A CULTURE OF MISSION

### BEFORE HIS ASCENSION

**“He sent them out to proclaim the kingdom of God and to heal the sick.”** LUKE 9:2

**“They did not receive Him, because He was journeying with His face toward Jerusalem. And when His disciples James and John saw this, they said, ‘Lord, do You want us to command fire to come down from heaven and consume them?’ But He turned and rebuked them. And they went on to another village.”** LUKE 9:53–55

### AFTER HIS ASCENSION

**“We will give our attention to prayer and the ministry of the word.”** ACTS 6:4

**“A great persecution broke out against the church in Jerusalem. . . . Those who had been scattered preached the word wherever they went. Philip went down to a city in Samaria and proclaimed the Messiah there.”** ACTS 8:1, 4–5

“IF YOU START WITH A CULTURE OF MISSION, YOU GET WORSHIPERS. BUT IF YOU START WITH A CULTURE OF WORSHIP, YOU GET WORSHIP SERVICES.”



# CHAPTER 7



The Law of Power

**Real church growth is powered by the gospel, not relevance.**

THE LAW OF POWER

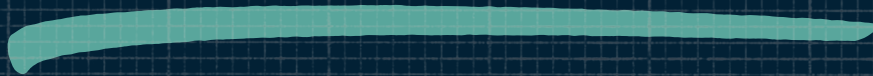
## THE CROWD CLOUD

What audience do you picture? The crowd in the big room, or the “crowd cloud”—the innumerable, invisible multitude of people who have personal relationships with the people in the big room? Do you see the scope of gospel impact where your worship attenders live, work, and play each day?

**“What are you really relying on to save people?”**

**“I am not ashamed of the gospel, because it is the power of God that brings salvation to everyone who believes.” ROMANS 1:16**

“THE GOSPEL IS NOT MEANT TO  
DRAW A CROWD. THE GOSPEL IS  
MEANT TO BE GIVEN TO THE  
CROWD WE ALREADY HAVE.”



# CHAPTER 8



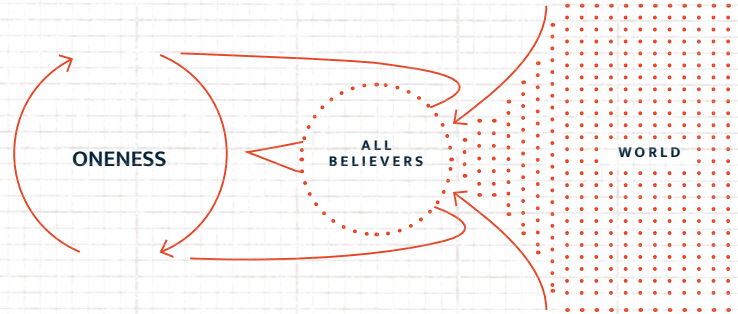
The Law of Love

**Real church growth is validated by unity, not numbers.**

[+1] Lower Room target: just one more

[=1] Upper Room target: the unity of the Trinity

THE LAW OF LOVE

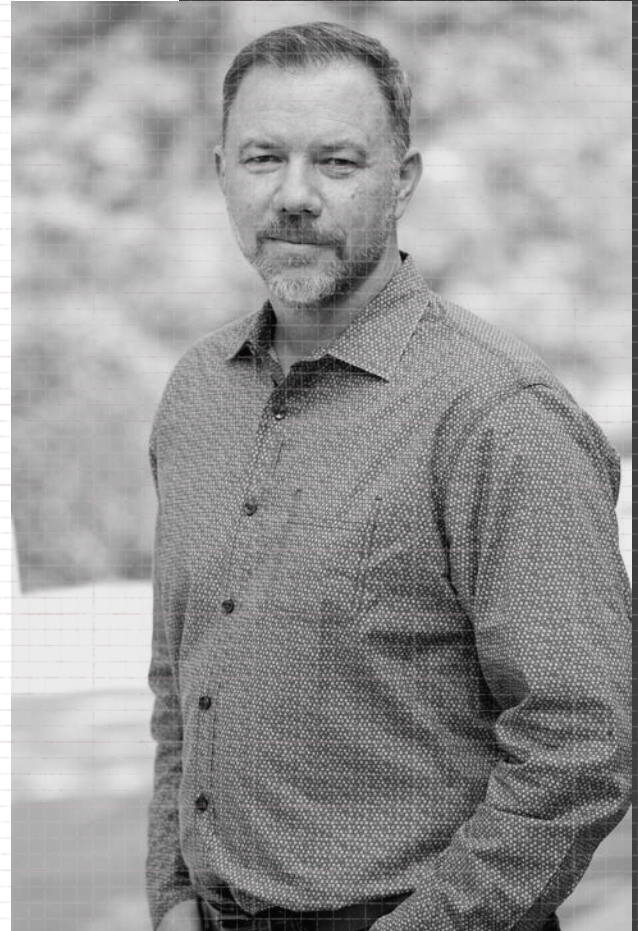


**“I pray . . . that all of them may be one, Father, just as you are in me and I am in you. May they also be in us so that the world may believe that you have sent me.” JESUS (JOHN 17:20–21)**

## A Consultant's Confession

“FOR MOST OF MY MINISTRY IF YOU ASKED ME WHETHER I WANTED MY CHURCH TO HAVE MORE WORSHIP ATTENDERS NEXT SUNDAY OR MORE UNITY NEXT SUNDAY, I WOULD HAVE CHOSEN MORE PEOPLE. WHILE I WILL ALWAYS WANT MORE PEOPLE, I NOW SEE UNITY AS A MORE IMPORTANT MEASURE.”

– Will Mancini





# CHAPTER 9



The Law of Context

**Real church growth is local,  
not imported.**

To the extent that the church is taken out of context:

- **The usefulness of programs is potentially mismatched**
- **The uniqueness of setting is tragically squandered**
- **The progress of evangelism is practically distracted**
- **The witness of unity is essentially diminished**



“

**Our dependency on buildings and centralized structures is one of the primary reasons the individual American church has found it difficult to rise above a 25,000-member ceiling while Christian churches around the world are able to reach and exceed this number, numbering as high as 250,000 members. But this is only possible with a decentralized structure that is not dependent on physical structure.**

**RANDY FRAZEE**

# CHAPTER 10



## The Law of Development

**Real church growth is about growing people, not managing programs.**

“By themselves, at their best, programs and preaching yield people who invite others to programs and preaching. They do not produce reproducers.”



## THE FOUR INGREDIENTS OF DEVELOPMENT

### MODELING

the discipler demonstrates the skill in its typical place of application with the disciple watching

### PRACTICE

the disciple tries to perform the skill repeatedly, sometimes first in a laboratory setting with the discipler's coaching

### EVALUATION

the disciple demonstrates the skill in its typical place of application with the discipler watching to praise and encourage and to note areas of improvement

### ACCOUNTABILITY

there is an expectation of consistent participation and activity; absenteeism and unpreparedness are called out

# CHAPTER 11



## The Law of Leadership

### Real church growth is led by calling, not celebrity.

“Jesus’s leadership was not derived from his celebrity, which comes from people. His leadership came from his authority, which comes from God, who has all authority.”

#### LEADER SHIFT #1

Call every believer to engage their parish.

“The Upper Room insists on the pastorhood of all believers. Every believer has a crowd to serve the gospel to. Every believer must watch themselves and their teaching. Every believer is charged with growing their flock in the faith of Christ. Every believer has authority from Jesus to baptize disciples and teach them everything he commanded.”

#### LEADER SHIFT #2

Normalize the reality of vocational ministry.

“The lines between vocational, bivocational, covocational, and nonvocational ministry as we understand them today will fade both in our minds but also in our organizational structures. What will tie each believer’s diverse activities together is a strong grasp of their one thing, their special calling from God that transcends and unifies all the different occupational boxes that make up their working life inside and outside the church.”

“CELEBRITY CANNOT BE SHARED,  
BUT AUTHORITY CAN. CELEBRITY  
IS A ZERO—SUM GAME.  
AUTHORITY CAN BE GIVEN  
WITHOUT BEING GIVEN AWAY.”



# CHAPTER 12



The Law of Vision

**Real church growth is energized by shared imagination, not shared preference.**

“What if our daily efforts to get people energized about church are being sabotaged by the Lower Room in ways that evade our awareness? What if we have lobotomized the imaginative capacity of the body of Christ?”

## THREE PRIMARY COLORS OF KINGDOM IMAGINATION

**DEEP TONE** –  
the parables of Jesus

**MIDTONE** –  
long-term local impact

**BRIGHT TONE** –  
personal calling

“ AS THE SPIRIT OF GOD  
EMPOWERS THE PEOPLE OF GOD  
FOR THE MISSION OF GOD, WE  
MUST NOT MISS THE IMAGE OF  
GOD IN EVERYONE WAITING TO  
BE ACTIVATED BY THE  
IMAGINATION OF GOD.”

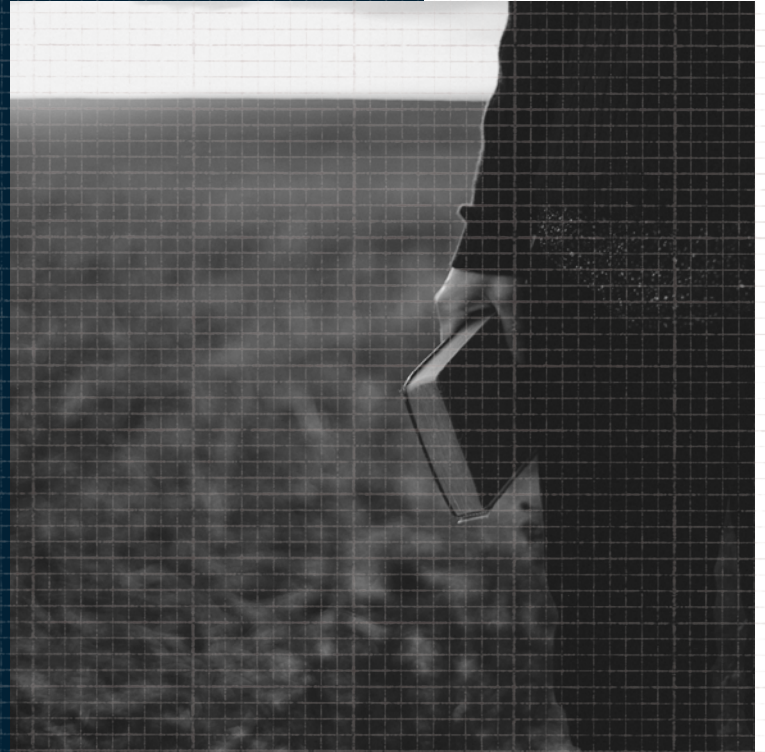


# PART 3: TWO FUNNELS

## The Future Church Strategy Model

### IN PART 3 YOU WILL FIND:

- Why the prevailing assimilation model is a dead end by itself
- Three principles of Jesus' disciple making strategy
- The model for renewing the church's disciple making mission
- How to build an Upper Room community while serving in the Lower Room





# CHAPTER 13

## THE ASSIMILATION FUNNEL YIELDS DIMINISHED RETURNS

“The assimilation funnel can play a useful role in actualizing God’s disciple-making vision, but without the multiplication funnel, it is a dead end.”

Two funnels describe two patterns of people movement.

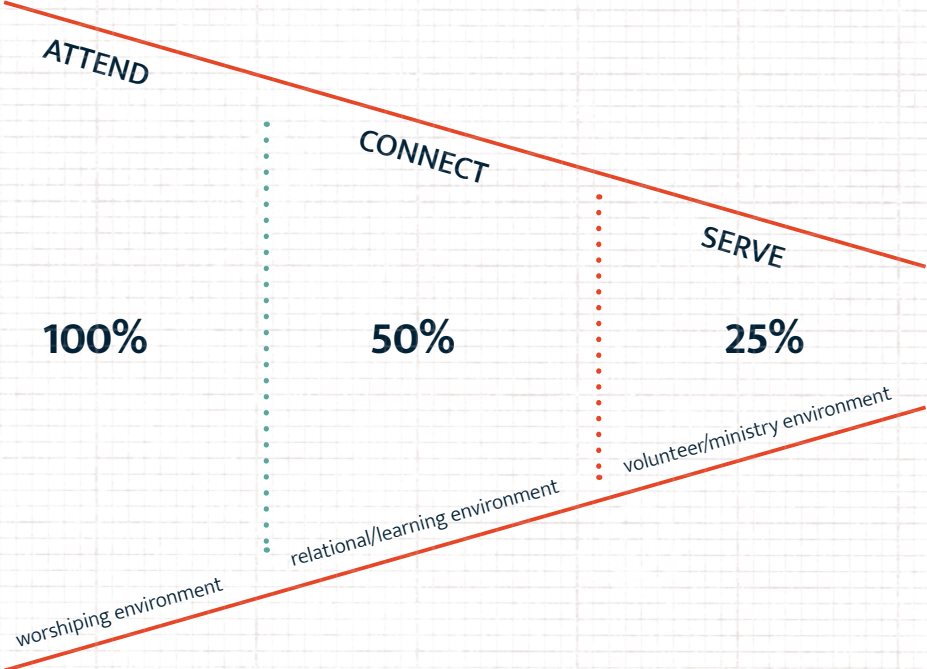
ASSIMILATION FUNNEL – LOWER ROOM ENGAGEMENT IN CHURCH ACTIVITY

&

MULTIPLICATION FUNNEL – UPPER ROOM EMPOWERMENT IN MISSION ACTIVITY



# STANDARD PERCENTAGES OF PARTICIPATION IN THE ASSIMILATION FUNNEL



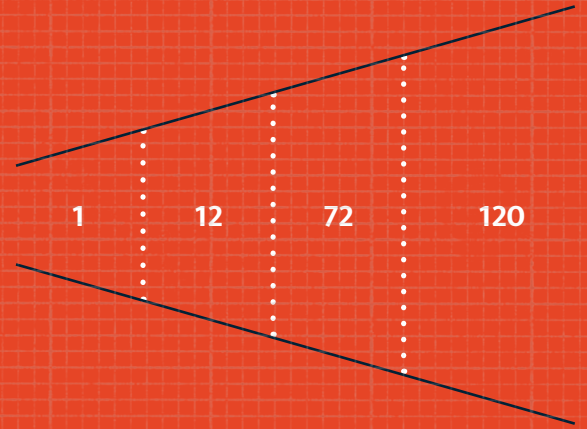
# CHAPTER 14

## JESUS' MULTIPLICATION FUNNEL GENERATED MULTIPLYING IMPACT

“We can’t adequately grasp Jesus’s multiplication method until we understand how his disciple making proceeded over the course of his ministry.”

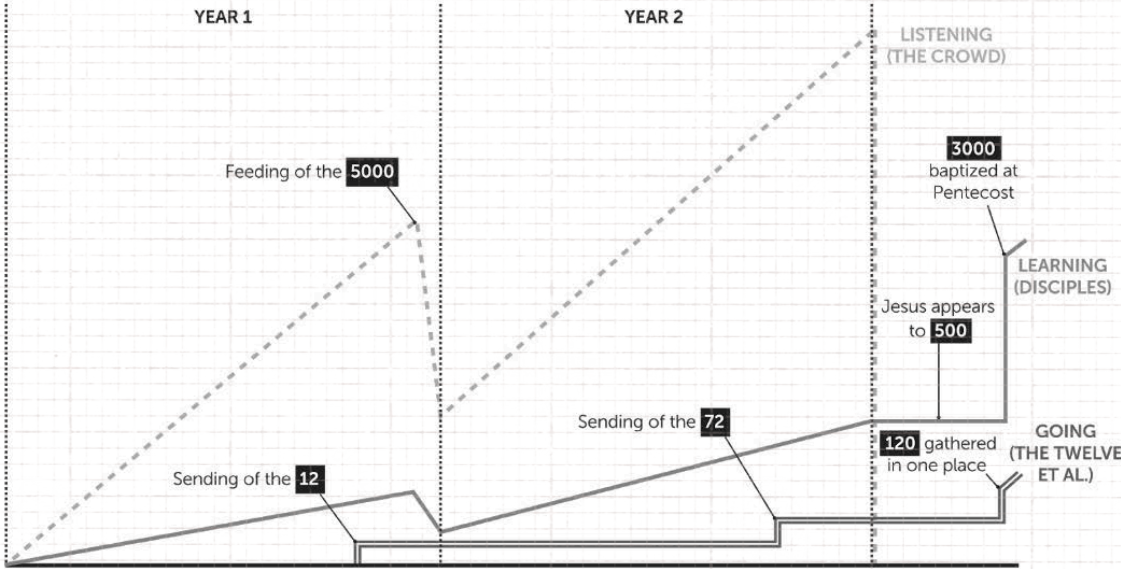
### JESUS' DISCIPLE MAKING STRATEGY

- Jesus was highly attractional but built nothing on the listeners he attracted.
- Jesus called learners who were highly committed and winnowed out those who weren't.
- Jesus invested in goers and preserved them above all else.



# CHANGE IN THE NUMBER OF JESUS'S FOLLOWERS (NOT TO SCALE)

- LISTENING (THE CROWD)
- LEARNING (DISCIPLES)
- ==== GOING (THE TWELVE ET AL.)



# CHAPTER 15

## BUILD THE UPPER ROOM COMMUNITY

Exploit programs for disciple making while you use them for delivery.

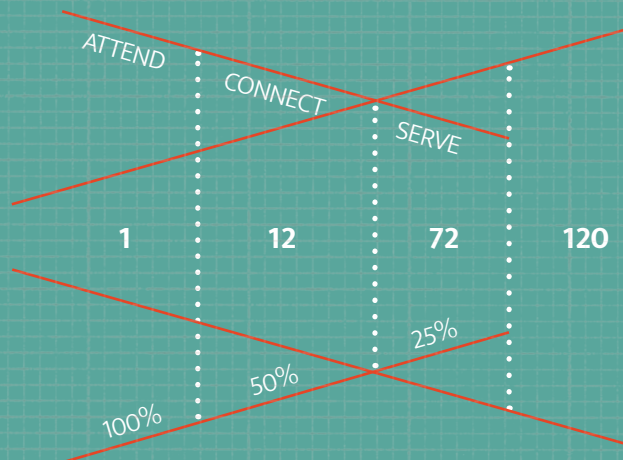
**“Jesus fed the bellies of thousands with bread; he fed the minds of the Twelve with a paradigm. As the one, Jesus was drawing a few into the Upper Room at the same time he was serving the many in the Lower Room. The food that the thousands ate satisfied them for a day; the revelation Jesus gave the Twelve lasted for a lifetime.”**

Break the equation of ministry and programming.

**“The very reason we have programs is to develop and equip people to practice ministry outside the program. If programs are not doing that, they are not doing their job.”**

## FUNNEL FUSION

**“The entire two-funnel complex is the model for renewing the church’s disciple-making mission.”**



## **RENOVATE THE LOWER ROOM** FIVE KINDS OF PROGRAMS

### REPLACE THESE PROGRAMS ...

1 - Program without practice

### RETOOL THESE PROGRAMS ...

2 - Program as training for practice

3 - Program as practice

4 - Program to meet people for practice

5 - Program to celebrate practice

## **RENOVATE THE LOWER ROOM** SEVEN ESSENTIAL FUNCTIONS OF ORGANIZED DISCIPLE MAKING

### FOR LISTENERS

1 - Introducing

2 - Healing

### FOR LEARNERS

3 - Praying

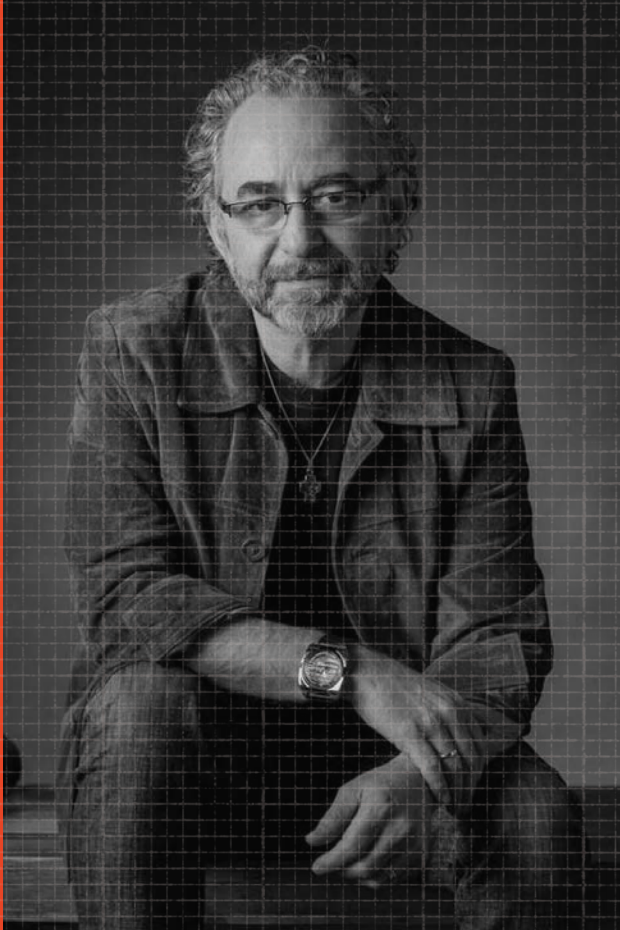
4 - Connecting

5 - Sharing resources

6 - Training

### FOR GOERS

7 - Sending



ALAN HIRSCH

Will Mancini once again demonstrates a characteristic genius in helping churches and denominations to recalibrate around essentials, to recover their distinctive callings, and so to find wholesale renewal.

“

J. D. GREEAR

Future Church is a fascinating consideration of why the church in North America has failed to create multiplying, disciples-making-disciples communities.







DAVE FERGUSON

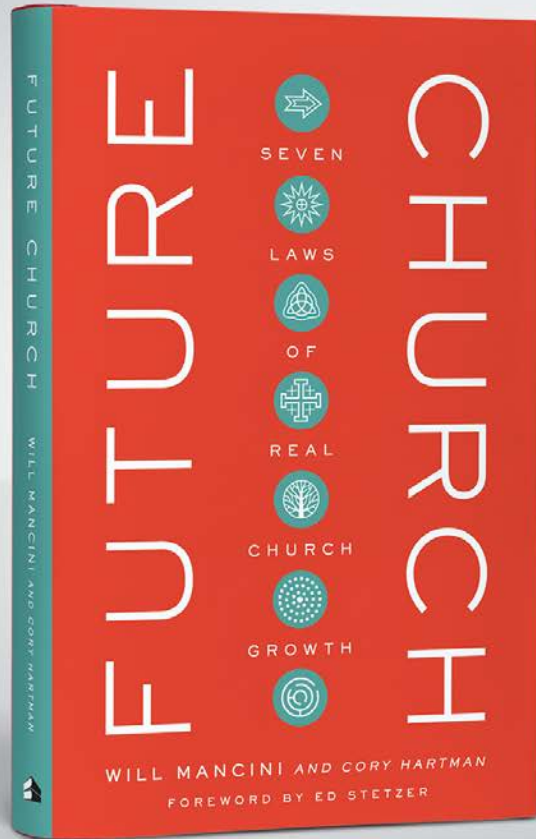
Future Church is an important and timely book for advancing the cause of reproducing disciples in the church.

“

RANDY FRAZEE

Future Church is more than a must-read. With the cosmic shifts we have experienced recently, the church must pivot to a new normal to remain relevant. This book provides the roadmap.





## Get your copy of **Future Church Today!**

*Future Church* exposes the church's greatest challenge today, and offers 7 transforming laws of real church growth so that we can faithfully and joyfully fulfill Jesus's Great Commission.

[FutureChurchBook.com](http://FutureChurchBook.com)

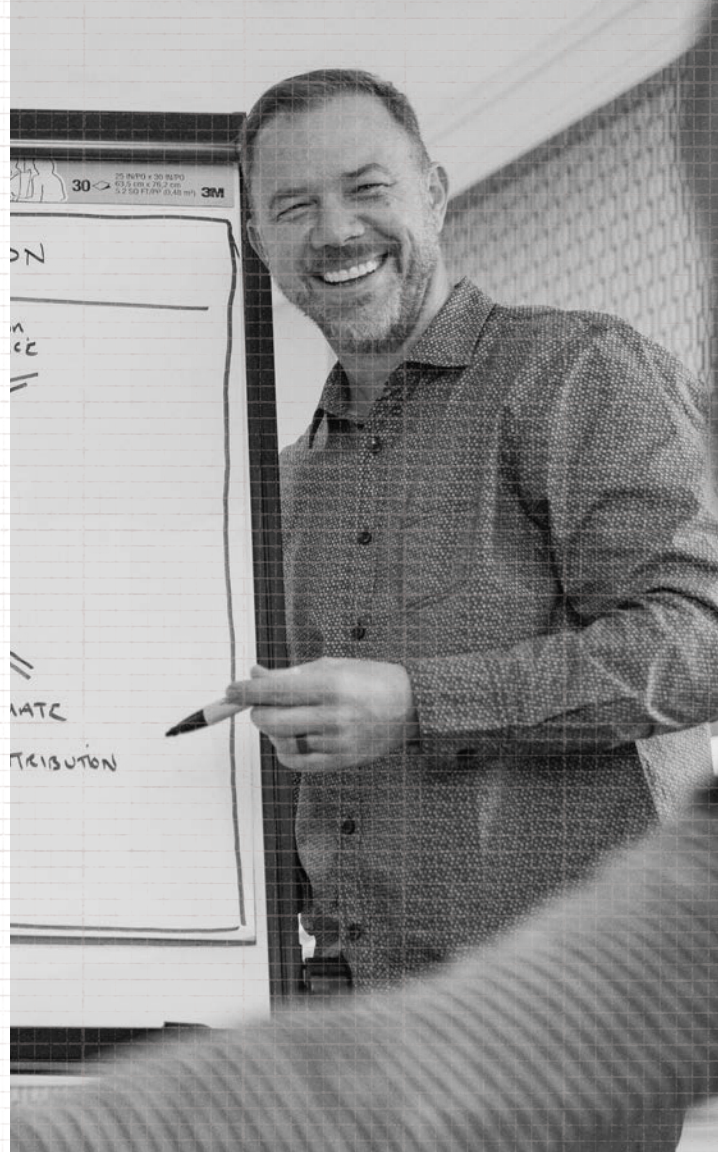
# T FUTR CHRCH CO.

Future Church Co. is a family of companies that exists to serve every facet of the church as you **forge the future** of Jesus' movement right where you live.



The church in North America is on the precipice of another monumental shift. If churches and church leaders don't make a significant shift in both **paradigm and practice**, churches will continue to decrease in size, influence, and kingdom impact. Too many churches are attempting to move into tomorrow using the strategies and paradigms of yesterday, which are increasingly ineffective in **multiplying disciples of Jesus**.

[FUTURECHURCH.CO](http://FUTURECHURCH.CO)



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DESIGN WHAT'S  
NEXT

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