



Memorandum

Date August 27, 2008
To **rēp** Team
From Brett Johnson
Subject **Mid-cycle faith infusion**

Ref
Enc
cc Home Office

This Venture cycle will be different. It is a special opportunity for CITs and alumni to participate in ministering to past clients, broadening the **rēp** presence in key cities, nurturing alumni, building city teams, and more. This will all take the form of a Mid-Cycle Faith Infusion, which is fast being called “the blitz.”

The purpose of this memorandum is to lay out the rationale for conducting a mid-cycle spiritual blitz in each **rēp** location. I, together with the home office team, remain committed to the pattern of 10 Ventures in each location. I feel, however, that for a variety of reasons, every location would benefit greatly from focused interaction with past clients, recasting of vision, and an infusion of faith. I am therefore proposing that, in addition to the Jakarta Venture, the teams this cycle spend about 10 days in each location creating a unique experience. This will be instead of the normal cycle in Gauteng and Chennai, and that we are in discussions as to whether Jakarta should still be a normal Venture.

If you are an alumni, please read all the way to the end... there are some fresh “job openings” for you.

The Idea

There are a variety of things that need to be accomplished to one degree or another in each location. Let’s begin with those that are client specific, and later list those that pertain more to our teams.

1. Most past clients need prayer, an infusion of faith, encouragement, impartation of something, emboldening, and recasting of vision for them to become a “sending business.” I envision us having team members go in small groups to every past client.
2. The full **rēp1.0** through **rēp3.0** vision needs to be shared.
3. The survey conducted in Cape Town needs to be extended to each location.
 - a. The results of the Cape Town survey should be shared with past clients.
4. The shift of wineskins from a not-for-profit to a business mindset is not yet complete.
 - a. Sharing the vision will help this.

- b. Funding sources and models need to be tested and explored.
5. We have created many products that help clients go from the vision of repurposing to the reality of a transformed business. Many clients have no knowledge of these additional tools, so we will:
 - a. Do some pre-work to determine which **rēp2.0** products could be launched during the ‘infusion’
 - i. We could offer The 10-P Booster to all past clients, for example, which is a 2-day review and update of their entire scorecard.
 - ii. Experienced consultants can offer Foundational Principles.
 - iii. Convergence, LEMON Leadership, Corporate Convergence, etc. are other possibilities, and will vary by location.
6. We can explore the work-in-process of a “Household of Peace” and dig deeper into a “wo/man of peace”
 - a. Characteristics of this person / business for **rēp** (versus the general missions perspective)
 - b. Where do we have them in place; where are they missing; where are they under our nose and we are not cultivating them?
 - c. How to find them.
 - d. Can a business be a business / household of peace?
7. We could conduct speaking engagements targeted at large groups in churches, businesses and marketplace groups to share the message of Repurposing Business[®] and stirring up fresh avenues for **rēp**.
8. Mid-markets: we will emphasize our focus on larger businesses so that we do not default to small businesses, as happens in some locations.
9. Partnering opportunities – we hope to:
 - a. Host a specific event for partners
 - b. Introduce the “Competencies to transform a City” matrix
 - c. Share our Partnering Filter – have them rate us, etc.
 - d. Perhaps a specific event for pastors.

For consultants and our local teams:

1. Consultants (alumni) need to be added to the survey.
 - a. Cape Town has begun work on a survey.
 - b. This can be refined prior to the blitz, and work begun before or during the infusion.
2. We need train-the-trainer sessions on the i-Learning platform.
3. New city and country practices (the Pre-Trip Manual) need to be explored.
4. The “every location a sending location” theme needs to be dialogued.
 - a. Getting this into the culture.
 - b. Encouraging all locations to recruit more people than they need locally, and send some of them to other locations.
 - c. Explore new sources, avenues, streams of consultants and clients.
5. Leadership development for past and future leaders: I have developed new material and tested it with home office leaders. It has been helpful, and while it no

- doubt has a way to go, it is useful already. This will be shared with local leaders, and leaders in training.
6. Consultant accreditation needs to be fast-tracked. Jodene will work on fast-tracking the accreditation so that newly accredited consultants (in host countries) can go out with visiting consultants to past clients.

Why do this now?

Each **rēp** location has a different set of factors that pose opportunities and challenges to the work. Also, the dynamics of what God is doing and how he seems to be working have changed somewhat since five years ago.

- We need to fortify those clients and consultants with the new nutrients we have developed that will help them grow. The Cape Town survey says that most clients want help after the Venture, but don't get what they need, for whatever reason. This is an opportunity and a challenge. We therefore need to cycle back to past clients and consultants and offer them new growth opportunities. (See **rēp2.0** products.)
- We need to understand the kingdom impact that businesses are actually having, which may be more or less than we guess. This is phase 2 of the Cape Town survey, but should probably be rolled into the general client survey conducted at all other locations.
- God is working miracles at new levels—we need to pray for these to be manifest in businesses.
- We have “gone public” with the idea of planting churches in businesses—but we have not shared this with most past clients
 - Them as pastors
 - How the **rēp2.0** products are geared to help them do this, but in a business packaging.
- We have switched wineskins, but many alumni only knew us under the old model.
- Not every location has a “person of peace” at the level we need.
- We are becoming more deliberate with leadership development; this needs to extend to all locations.

If I am a Consultant in Training...

We would still love to have you on a trip this October/November. There will be the usual Venture in Jakarta. Many consultants can be part of this Venture team. For those sensing a specific nudge to go to India or South Africa, this blitz itself will be a fulfilling experience. It will be different from a normal Venture. There are pros and cons of each experience, and we will talk with you to determine what is optimum for your situation. We believe you will have a rewarding experience in this rare opportunity to meet with many past clients at their place of work, participating in meetings with potential partners, church leaders and future clients. If you are a traveling consultant, you will still be teamed with a local consultant and you will see more of the city you are visiting.

A separate Frequently Asked Questions document is attached with the practical details and considerations.

If I am an Alumnus

We need host country **rēp** alumni in each location to pair up with visiting consultants. If you are considering accreditation, now is the time to complete this process. You may join all or part of the whole blitz/program. So, someone could dedicate two days, for example, to the initiative. We will use this as an opportunity to loop as many alumni as possible into this program.

If you are a **rēp** alumni and want to travel, we need your participation. I am looking for a team to help me to shape the infusion, and to support Kim and Jodene. I am also looking for a blitz team leader for Jakarta. (This would be for 10 days around the 7th – 17th of November.)

We are finalizing a decision on whether to open a new location in Indonesia, the city of Bandung. This may take the form of a special consultation on Foundational Principles, or a full Venture (most likely in the second half of November) It will only be open to alumni.