

CHAPTER 1  
**CAPTIVATION**  
PAGE 22

**BENEFITS TO THE  
MULTIPLYING  
LEADER**

**CHARACTER**

**FAMILIES'  
FINANCIAL  
SITUATION**

**BUSINESS BUILDING**

**Results:**

1. INNER CONFIDENCE
2. WISDOM
3. POSITIVE ATTITUDE

**Results:**

WORK ON  
FAMILY'S  
FINANCIAL  
PROBLEM

**Results:**

1. PARTICIPATION IN  
CHANGING LIVES
2. FULFILL LIFE'S PURPOSE,  
MISSION & VISION

CHAPTER 2  
**OBSERVATION**

PAGE 29

CHARACTER OF THE MAN

PHILIPPIANS 3:8

ROMANS 8:11

II TIMOTHY 2:15

II CORINTHIANS 9:24, 26

II TIMOTHY 4:19-21

1. SPIRITUAL MINDED
2. DEEP CONVICTIONS
3. TEACHABLE
4. KNEW HIS OBJECTIVE
5. BUILT RELATIONSHIPS

HIS METHOD

II TIMOTHY 2:2

MULTIPLICATION

CHAPTER 3  
PERSPECTIVE  
PAGE 39

SHORT RANGE	<b>TERMINAL THINKING</b>	<b>RELATIONAL THINKING</b>	LONG RANGE
NOT CREATIVE			CREATIVE
MAN-PLEASER			GOD-PLEASER
CONTROLLED BY CIRCUMSTANCES			NOT CONTROLLED BY CIRCUMSTANCES
DOESN'T RELATE ACTIVITIES			RELATES ACTIVITIES TO PURPOSE
FLUCTUATING SELF-IMAGE			STRONG SELF-IMAGE
CONTROLLED BY PROGRAM			USES PROGRAMS

Chapter 4  
**PURPOSE**  
Page 44

**MEANINGFUL LIFE**

**RELATIONSHIPS WITH  
OTHERS: GOD, FAMILY, FRIENDS**

**BUSINESS**

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**GOAL: A PERSON OF INTEGRITY**  
**POWER: INNER MOTIVATION**  
**METHOD: TOTAL PERSONAL  
DEVELOPMENT**

1. SPIRITUAL
2. PHYSICAL
3. SOCIAL
4. MENTAL

**GOAL: THE WORLD**  
**POWER: PERSONAL DETERMINATION**  
**METHOD: MULTIPLICATION**

CHAPTER 5  
**LEVELS**  
 PAGE 55

<u>LEVELS OF INVOLVEMENT</u>	<u>DEFINITION</u>	<u>EXAMPLE OF BUSINESS ACTIVITY</u>
1.	POOL OF HUMANITY	FAMILY, FRIENDS, REFERRALS, PRODUCT SEMINARS, JOB FAIRS, OPPORTUNITY MTGS. BUSINESS BRIEFING
2.	BUSINESS OPPORTUNITY JOIN	PERSONAL FNA, APPT. OPPORTUNITY MEETINGS IBA, PFSU, WEEKLY TRAIN.
3.	GROWING OPPORTUNITY TRAIN	WEEKLY TRAINING PRIMERICA ONLINE BUILDING SCHOOLS, TAPES, FOUNDATIONS SERIES, FIELD TRAINING
4.	TRAINING MULTIPLYING LEADER	ADVANCED TRAINING, CONVENTIONS, FIELD TRAIN, TEAM GROWTH, LEADING LOCAL MEETINGS, TEACHING/ TRAINING CLASSES



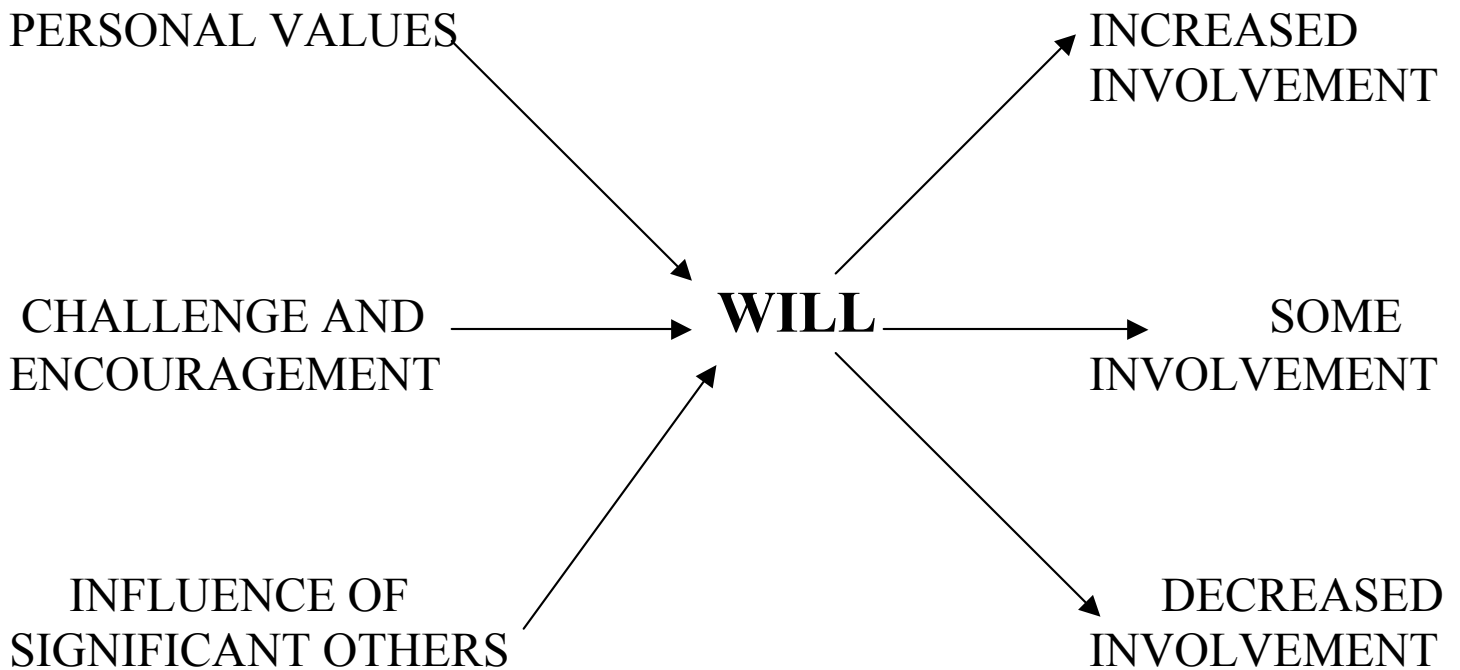
SELECTION

CHAPTER 6  
**DECISION CONCERNING AN  
INDIVIDUAL'S INVOLVEMENT**  
PAGE 63

FACTORS

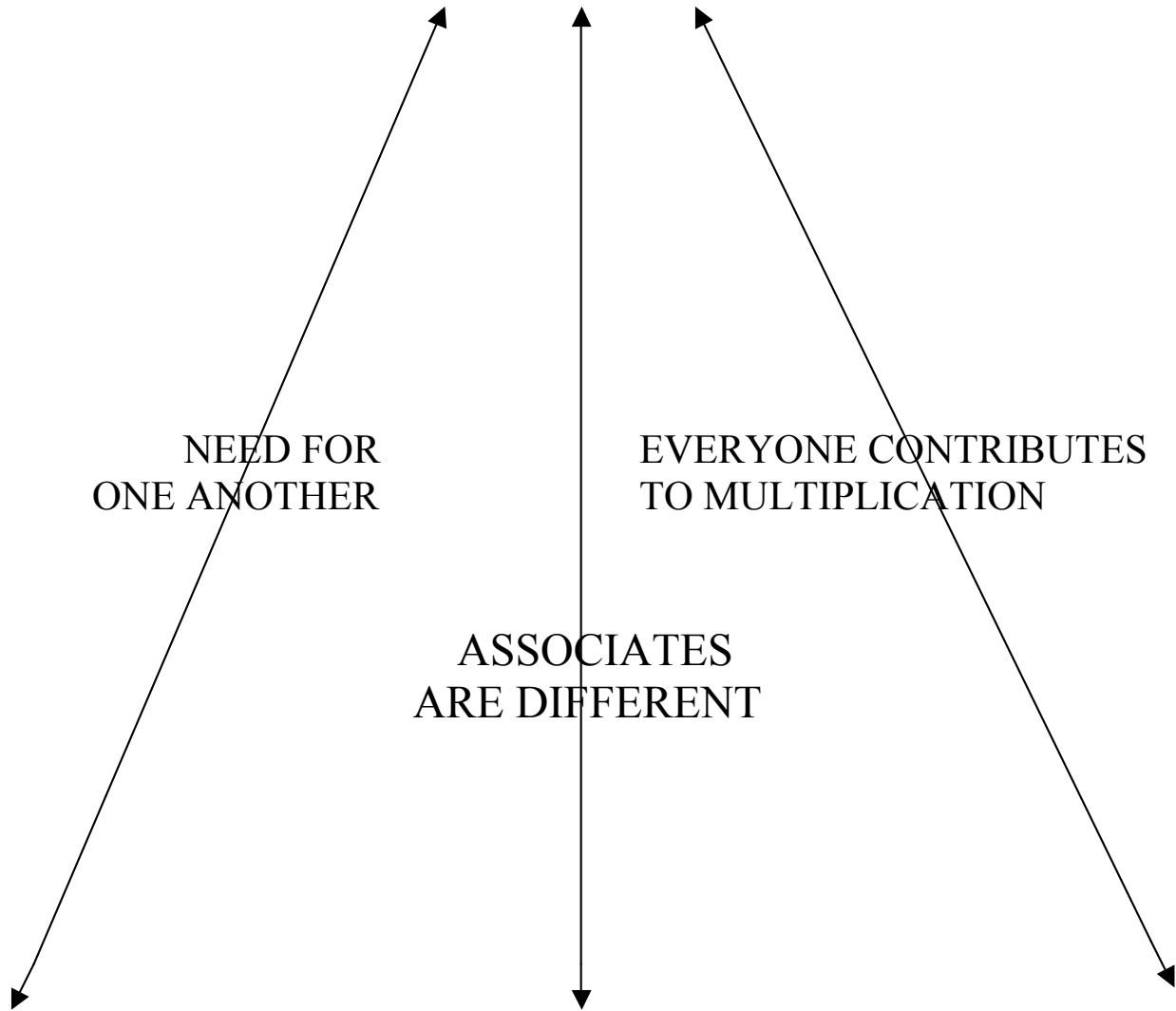
DECISION

RESULTS

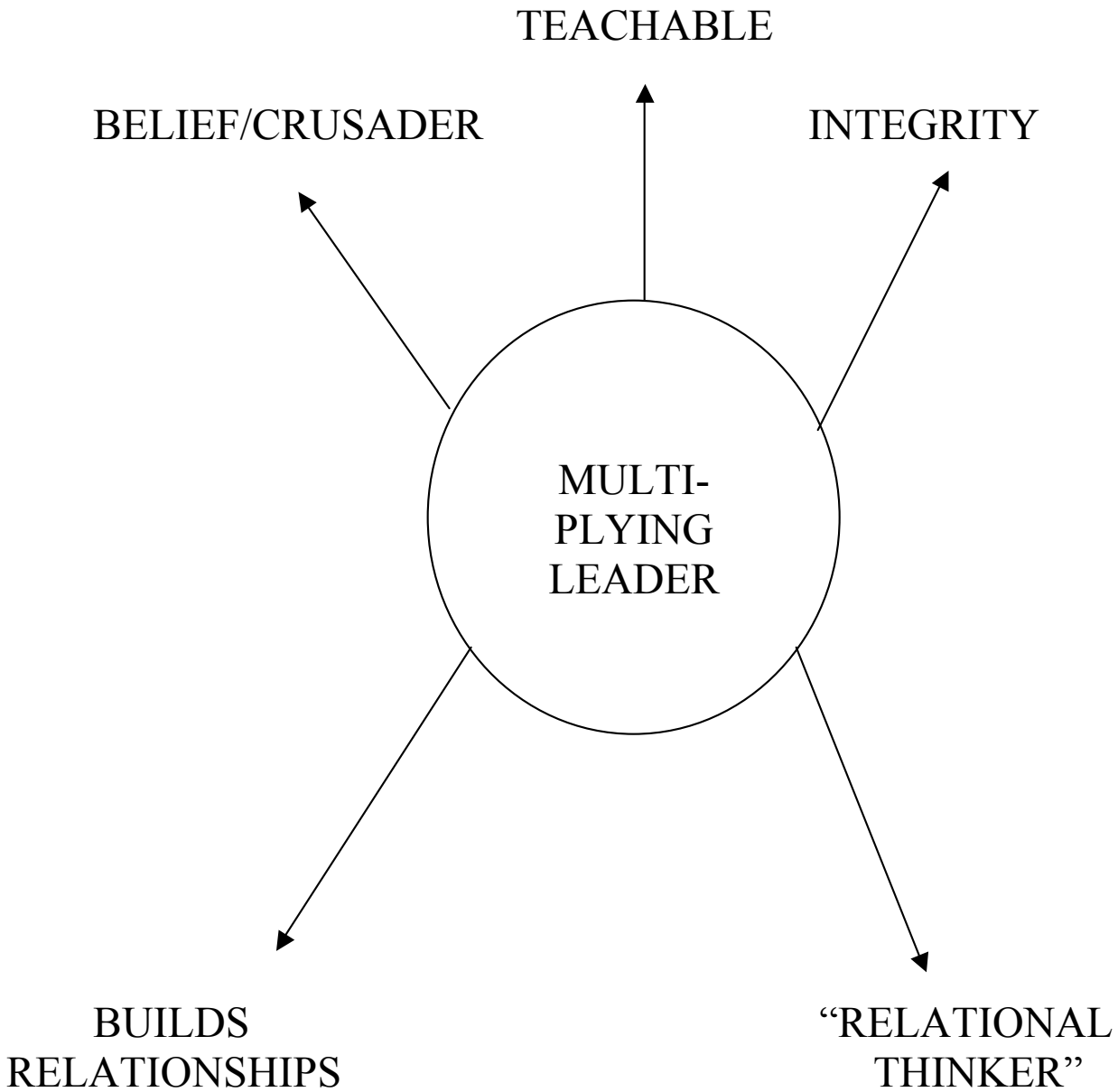


# COORDINATION

## FOUR STAGE FOLLOWING

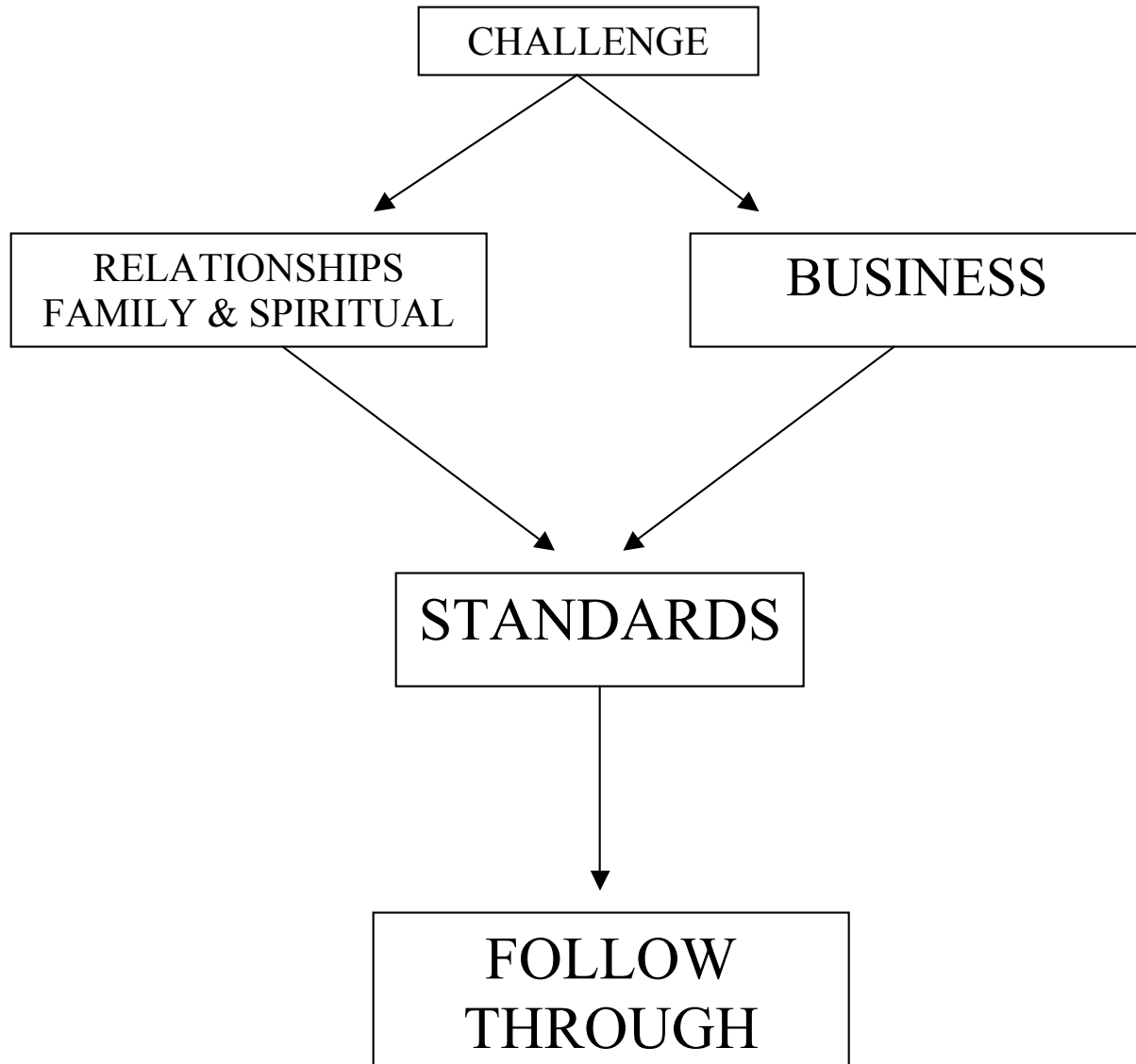


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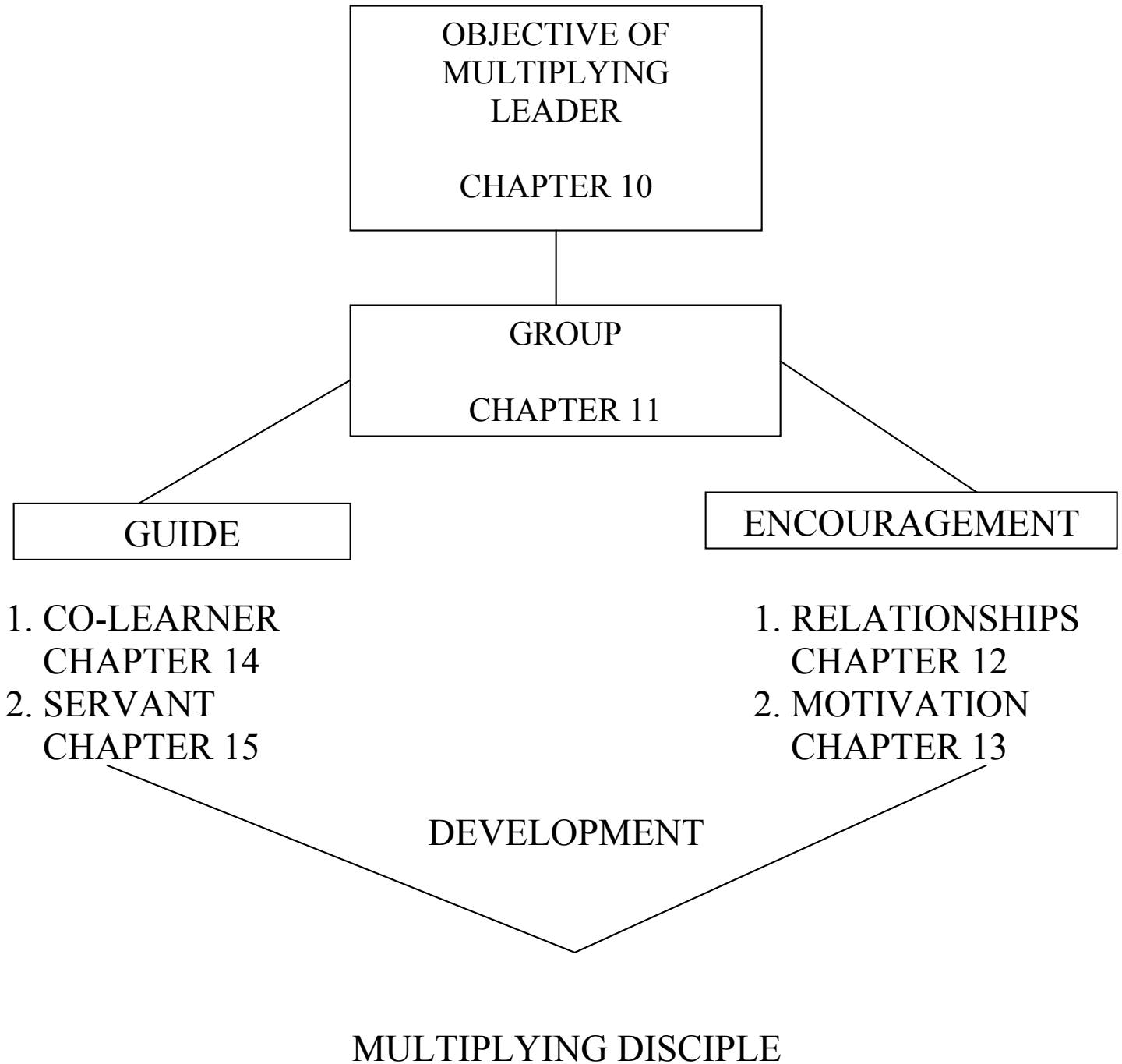


CHAPTER 9  
**CHALLENGE**  
PAGE 85

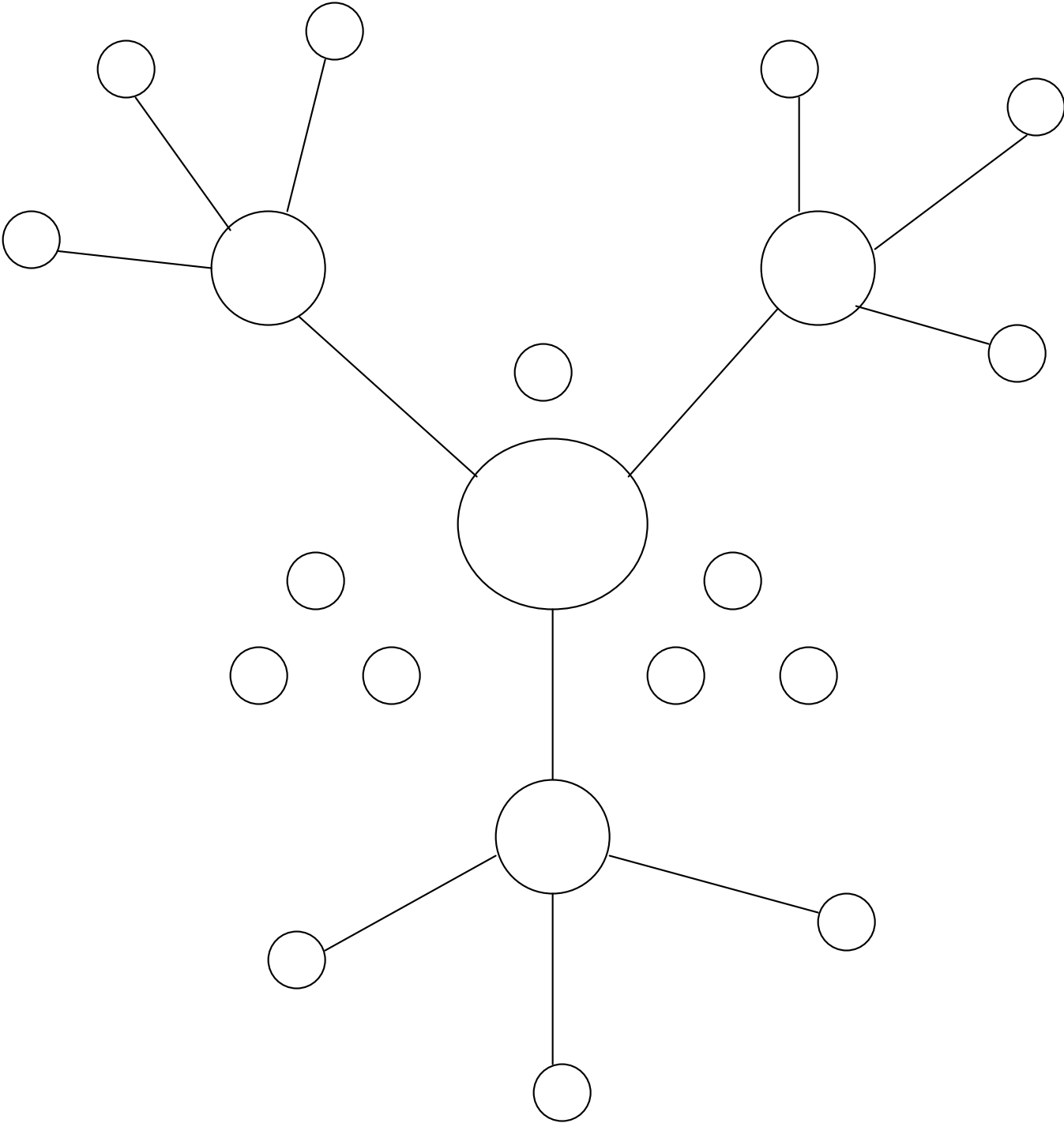
FOUR STAGE FOLLOWING



# DEVELOPMENT OF MULTIPLYING DISCIPLES



# PFS World Leadership Segment



CHAPTER 10  
**OBJECTIVE**  
PAGE 96

MULTIPLYING  
LEADER



WORLD TRAINING  
SEGMENT  
PICTURE  
(DISTRICT LEADER  
DIAGRAM

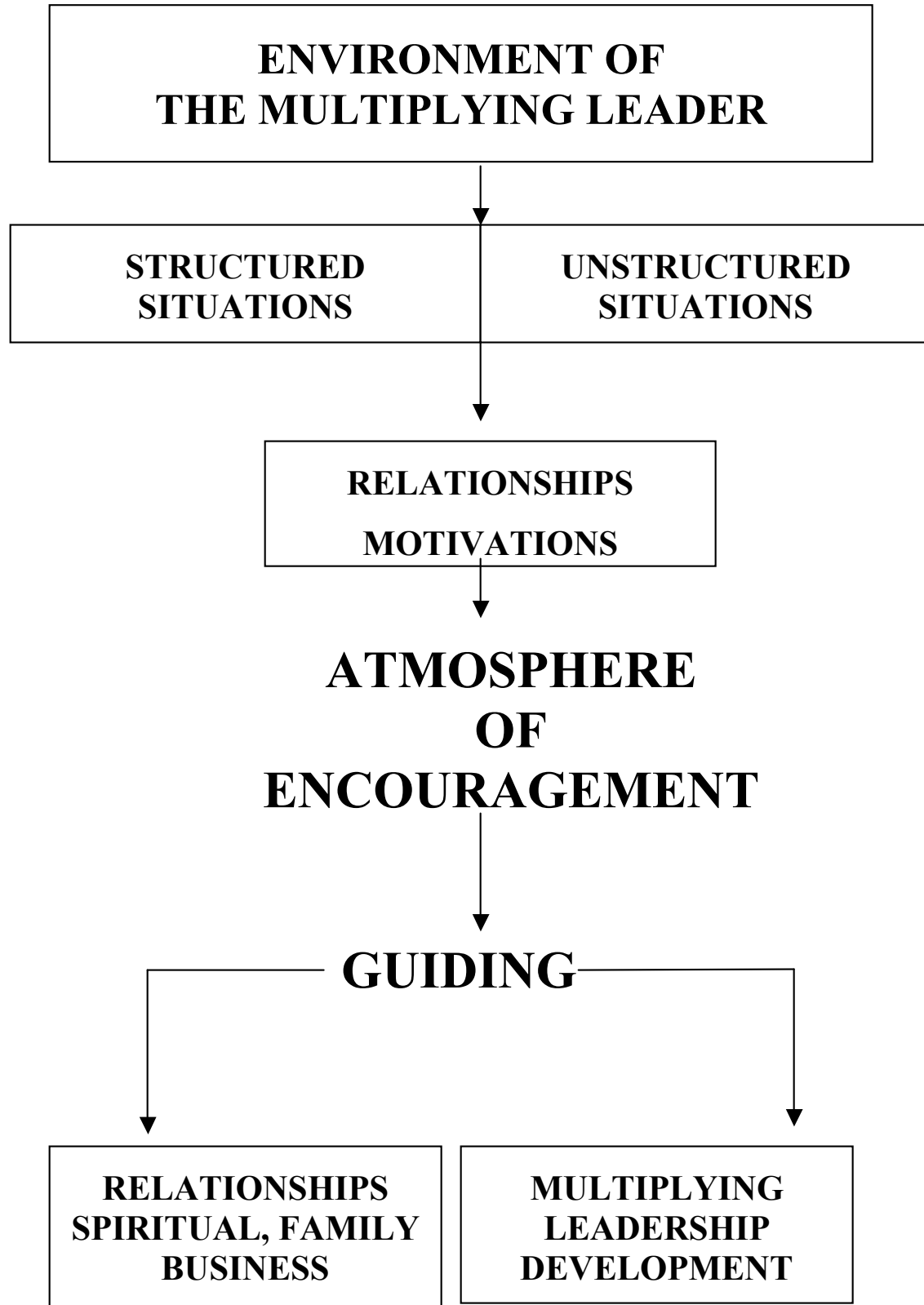


RESULTS:

PERSONAL VISION  
RELATIONAL THINKING  
REACHING THE WORLD

# GROUP

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CHAPTER 12  
**RELATIONSHIPS**  
PAGE 111

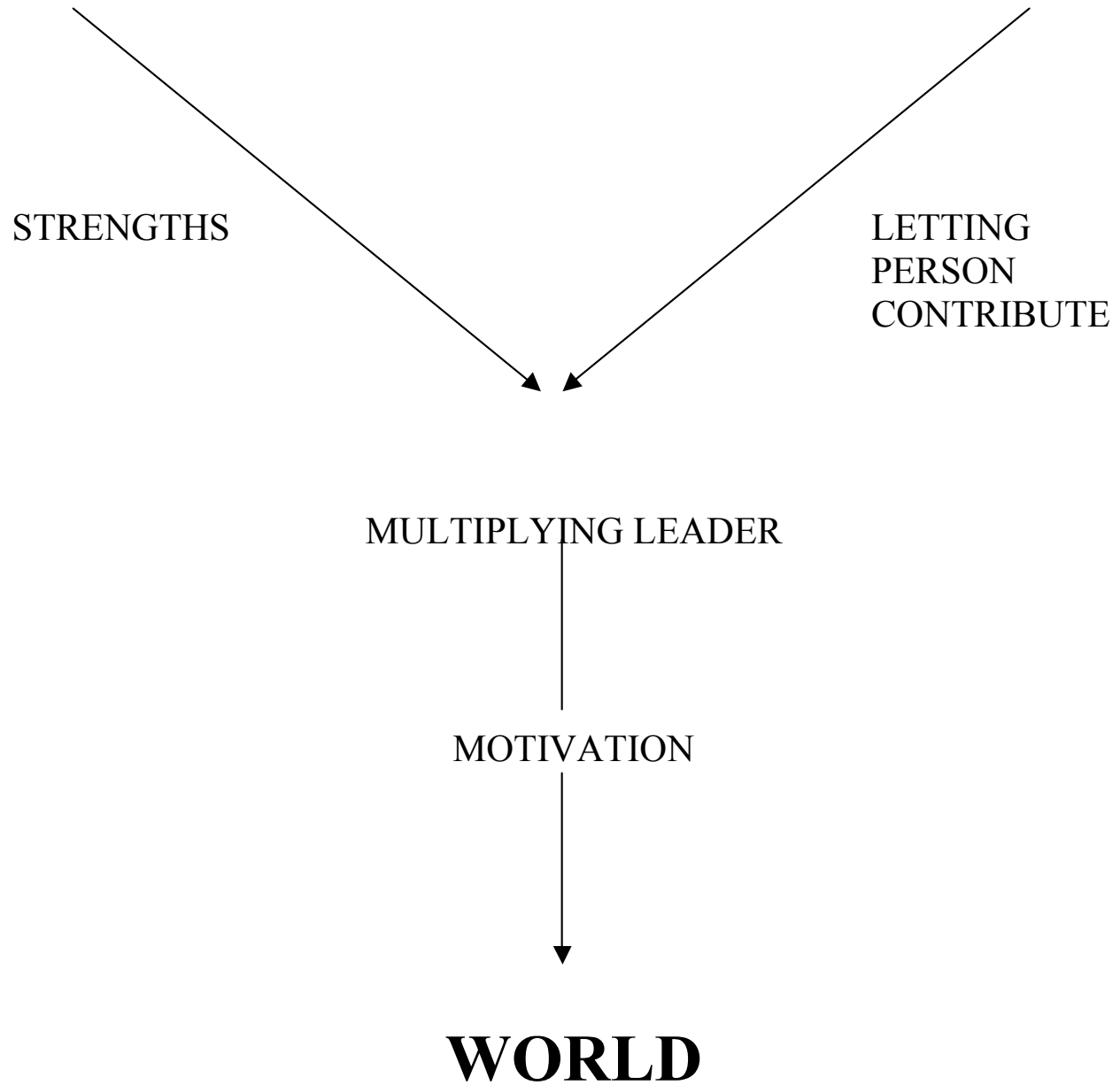
BEING  
REAL

HAVING  
FUN TOGETHER

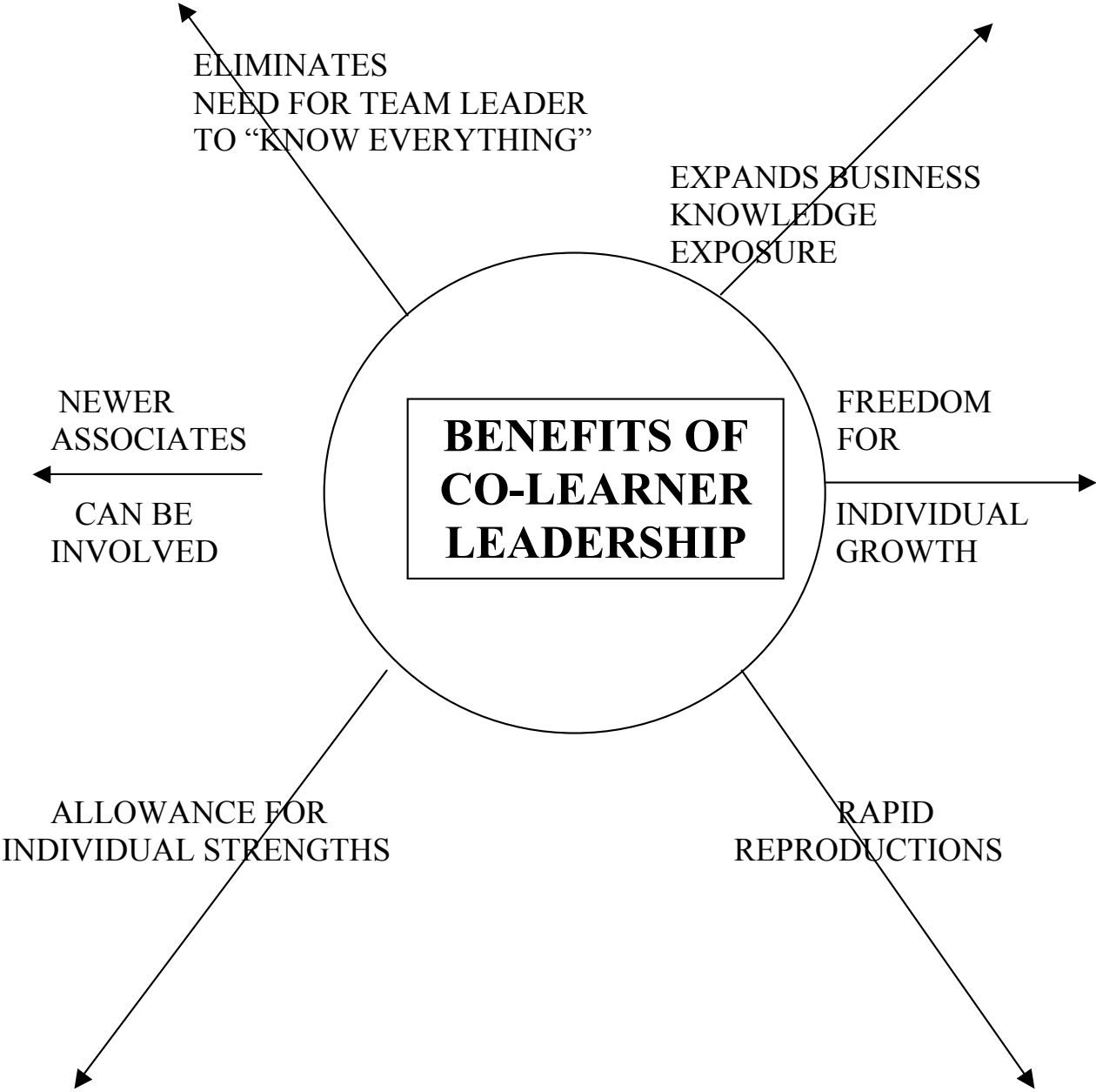


DEVELOPMENT  
OF  
MULTIPLYING LEADER

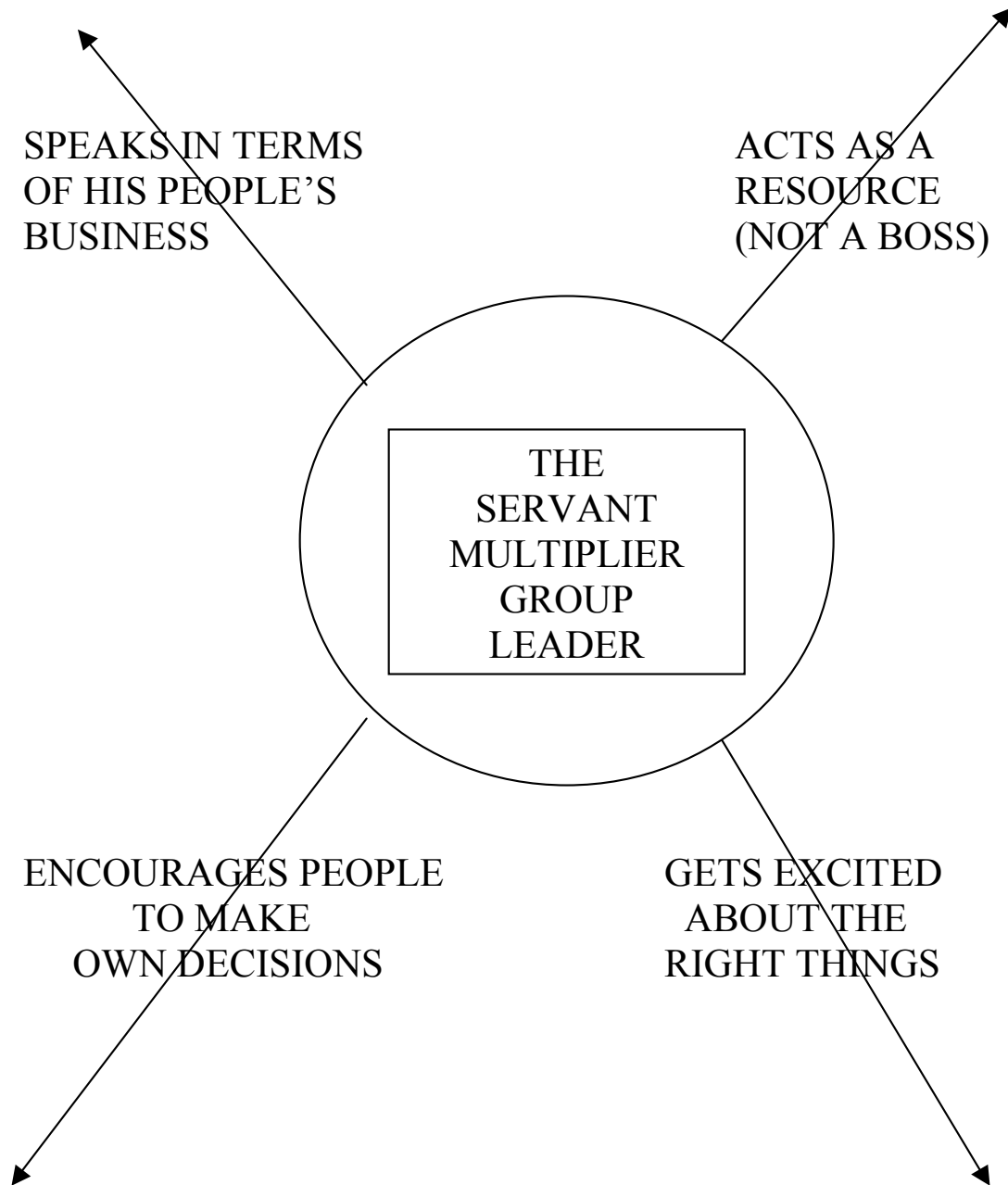
CHAPTER 13  
**MOTIVATION**  
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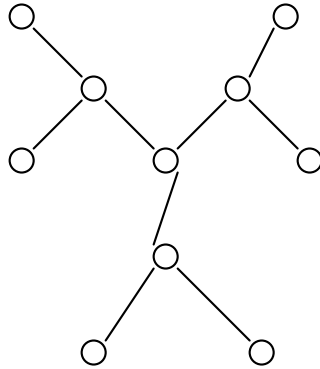
CHAPTER 14  
**CO-LEARNER**  
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CHAPTER 15  
**SERVANT LEADER**  
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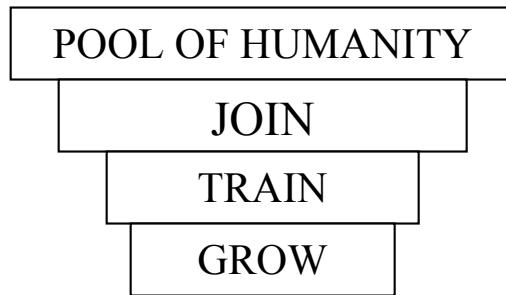
WORLD TRAINING  
SEGMENT



ADDS MORE  
PEOPLE  
TO 4-STAGE  
FOLLOWING

4-STAGE  
FOLLOWING

CHALLENGE TO  
DEVELOP AS  
MULTIPLYING  
DISCIPLE



INCREASING IN LEVELS OF INVOLVEMENT

# A DIAGRAM OF HOW THE MOVEMENT GROWS

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