



A Disruptive Approach

After winning the 2012 Super Bowl as head coach of the National Football League's (NFL) New York Giants, Tom Coughlin provided insight on what it took for his team to return from an ambiguous 7-7 start to finish the season 9-7 and then go on to win the rest of their games to become the league's champion. Coughlin said, "Offense, defense and special teams doing their job. Each group having different objectives and motives but playing in harmony for each other, for the good of everyone."

Let's break this down.



A football team is actually composed of three separate teams, or groups, as Coughlin calls them: offense, defense, and special teams. While the entire team has a head coach, each separate group also has a coach of its own. For the entire team to win a big game, such as an NFL Super Bowl or, on the collegiate level, a National Championship, each separate group must perform with excellence and minimize mistakes. For example, on any given day a team's offense may play well, but the game will likely be lost if its defense can't stop the run. Similarly,

its offense and defense may play well for nearly sixty minutes, but a game will be lost in the final seconds of play if a late kickoff is returned for a touchdown or a field goal is missed by a kicker. In such cases, the special teams group fails and the entire football team loses the game.

Similarly, a well-balanced approach is needed today in the local church to advance a credible, compelling, and sustained witness of the gospel in an increasingly diverse, painfully polarized, and cynical society... a disruptive model for church growth and development in the twenty-first century.



As with a football team, think of Mosaic as one team composed of three separate teams, each group having different objectives and motives but playing in harmony for each other, for the good of everyone. The three teams are designated spiritual, social, and financial and structured in

such a way that each team can secure and/or generate revenue by creating multiple streams of income.

1. The **Spiritual Team** exists to evangelize, baptize, disciple, and multiply the Christian faith.

Mosaic Church

- a. It gathers people for worship, connects them relationally, and deploys them to work with children, with young adults, overseas as missionaries, and in many more ways, according to their varying passions and giftings.
 - b. The Spiritual Team (the church itself) is organized as a nonprofit and therefore able to receive tax-deductible donations, more specifically tithes and offerings.
2. The **Social Team** exists to advance compassion and justice in the community.

Vine and Village

- a. It distributes food and clothing to those in need, mentors at-risk children, provides low-cost legal services to immigrants, assists families who have adopted or foster children, works with teen mothers of preschoolers, and teaches English as a second language (ESL), and the like.
 - b. The Social Team is organized by the church as a separate nonprofit (think two sisters living in the same house). It is therefore able to receive local, state, and federal grants not otherwise available to churches; engage and solicit resources from other churches or Christian organizations not typically inclined to give money directly to a local church; and tax-deductible donations from individuals.
3. The **Financial Team** exists to encourage and develop small business and generate sustainable income.

Mosaic's Financial Team maintains rental contracts with 10 Fitness, 100 Families, and EAIS, while also leveraging the facility as an event center and benefitting indirectly through the sale of services via the Mosaic Global Network.

- a. It leverages church assets, including property or facilities, money, and people, to revitalize abandoned space, create jobs, establish rent roles, reduce the likelihood of crime, generate taxes for the city, and advance the common good.
- b. The Financial Team can (but does not have to be) organized as a for-profit entity (or entities) and therefore it is not able to receive tax-deductible donations. Income is generated via ROI and/or entrepreneurial business enterprise.