



UPSIDE DOWN

MEET THE NEED FIRST

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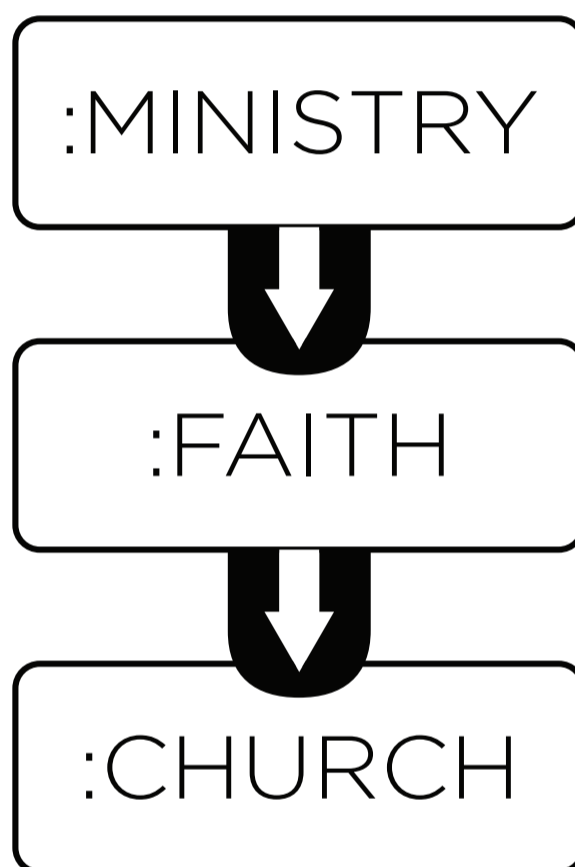
UPSIDE DOWN

*These men who have turned the world upside down have come here too. **Acts 17:6***

*I am about to shake up everything, to turn everything upside down and start over from top to bottom. **Haggai 2:21 (MSG)***

UPSIDE DOWN

:MEET THE NEED FIRST



So often, Christians think “church” first, but Jesus taught another way. He started with ministry, meeting need first. His ministry grew people’s faith, and then He built the church on that faith.

Upside Down: Meet the Need First shares principles for applying Jesus’s example and turning the world upside down.

U:MINISTRY

SERVE THE UNSERVED

Jesus said He was sent for the poor, the captives, the blind, and the oppressed (**Luke 4:18-20**). He was called to serve the unserved.

What did He do first? He met their need.



Upside Down Ministry Principles

It's not new, it's just new to you.

Jesus served the unserved. His way of meeting need first, setting people free, and teaching Upside Down Principles is still being applied today. You aren't alone. Many others are serving the unserved. Learn from those who are with you and those who have gone before you.

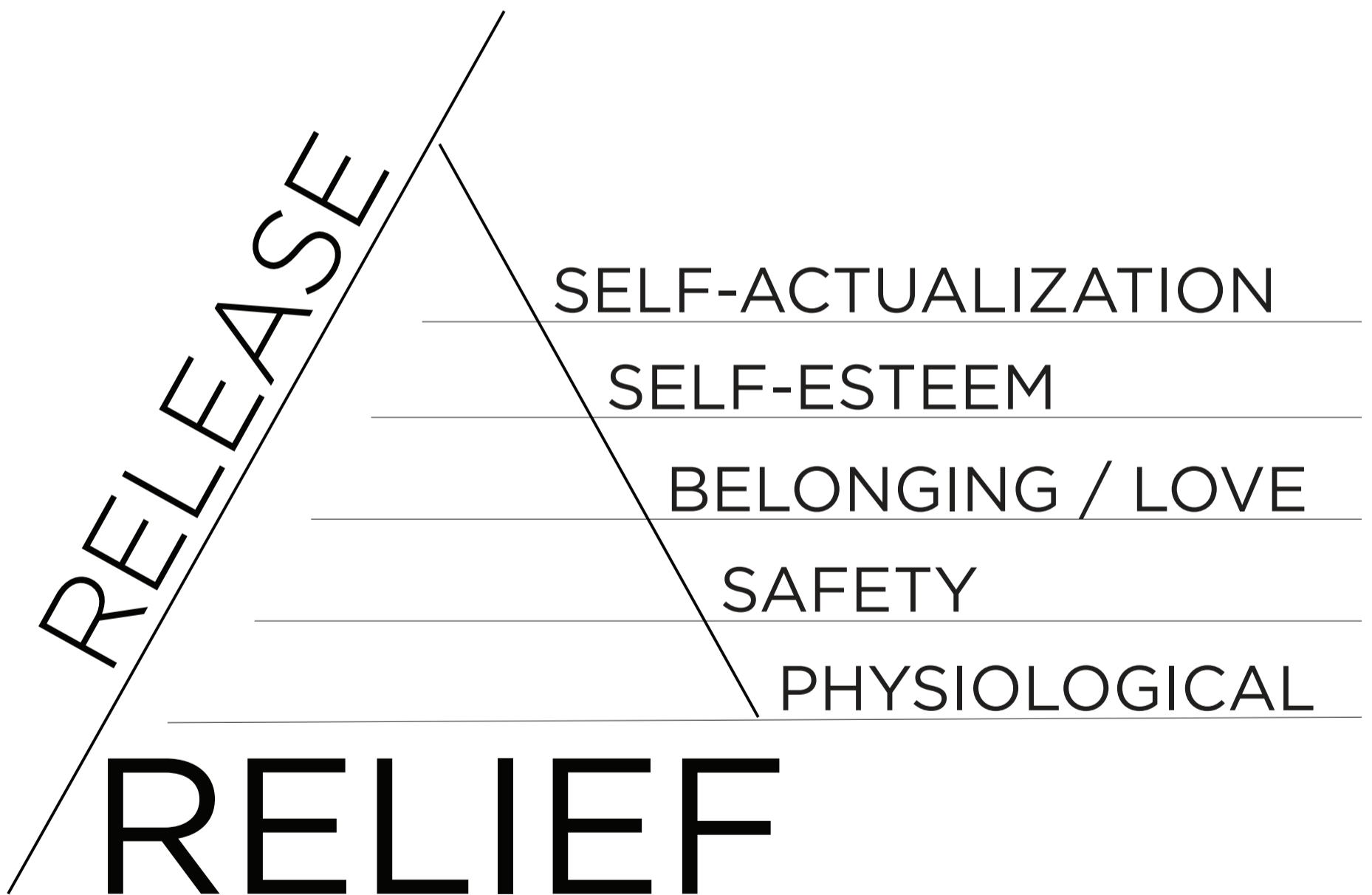
Meet need with both hands of ministry: relief and release.

Relief work is the immediate response to need. Relief work may involve the simple act of giving someone a sandwich, a coat for the cold, or a mattress on which to sleep.

Release work sets people free from destructive habits, addictions, defeating behaviors, and stinking thinking. Release work often has both an immediate component and a component that takes much longer.

U:MINISTRY

The psychologist Abraham Maslow helped people understand the range of human need with his hierarchy of needs. Relief work meets needs at the bottom of Maslow's pyramid. Release work meets needs on the higher levels of Maslow's pyramid.



A. H. Maslow, "A Theory of Human Motivation (1943)," *Psychological Review* 50 (4) 370–96, accessed May 26, 2015, <http://psychclassics.yorku.ca/Maslow/motivation.htm>.

U:MINISTRY

It's all about non-reciprocal love

The value of non-reciprocal love is the heart of Jesus's teaching. He taught his followers to help the poor, the maimed, the lame and the blind because "they cannot repay you" (**Luke 14:13-14**).

Jesus saw entire communities of need, but then met the personal need of the individual, never expecting a payback.

Today, communities of need exist in cities and towns, places where people are particularly vulnerable to damaging outcomes. "Research tells us that multiple risk factors have a cumulative effect on well-being. One risk has a negligible effect on well-being. Two or three risks increase the chance of damaging outcomes by four. Four or more risks increase the chance of damaging outcomes by ten."¹ Imagine crossing a street. Little traffic means little risk. A high volume of traffic means greater risk.

Jesus sends His followers to these communities of need to do what He did, to love those that can't pay back, to serve the unserved.

1. "Keeping Track of New York City's Children (2013)," 10th Edition. Citizen's Committee for Children of New York City.

U:MINISTRY

Be light not lightning.

Lightning brings a big flash, and then big thunder, and then it is gone. It gets a lot of attention, and then it is over. Sometimes it even does damage. But a light, like a street light, is not noticed, but quietly blesses the city, on and on.

Being light isn't always easy. If you're going to last, healthy practices are essential.

Consider these principles for healthy community ministry, developed over the past thirty years within the Graffiti Network.

Vision Principles

1. The bigger the city, the more personal we need to become.
2. "Relief work" is necessary, but ministries must work toward "release work." Move from dispensing things to training people.
3. God is not a God of coercion. We do not require people to hear the gospel in order to get "stuff." However, we always offer an option to hear the good news.
4. Speak well over the smallest gifts. Respect your partners.
5. Work for the kingdom not for castles.
6. Be light not lightning.

Principles for Working with Others

1. Be sweet in the manner, firm in the matter.
2. Instead of saying no, give people choices.
3. Don't position yourself so that you are working harder than the person in need.
4. Do not do things for others that they could and should do for themselves.
5. You are responsible to keep a person from sabotaging a group or program. You cannot escape being the authority figure.
6. When stopping an altercation, choose the saner person, tell them your first name, and ask for their first name. Then, using their first name, respectfully ask them to speak with you outside or in a removed place.
7. When dispensing relief material with a large number of people present, mercy can be crueler than justice.
8. Never disagree with a coworker publicly. Address the issue privately and quickly.
9. People who have severe addictions or mental illness often have high skills in discerning your vulnerability. These skills are how they survive. Learn when to say no to someone with addictions.
10. Continue to provide services, not money.

U:MINISTRY

- 11.** Aim to have men work with men and women work with women.
- 12.** Always work toward the “rule of three”—three people present in any ministry situation. Even in private counseling, have a glass door or an open door with a third person in the other room.
- 13.** When you are on the street, be as wise as a serpent and as gentle as a dove. Don’t go into foolish situations.
- 14.** Go two by two. Don’t go into new places or apartments alone.
- 15.** Resist the urge to categorize people. Don’t assume you know their story.
- 16.** When being an advocate for someone, keep a record of every phone call and inform the official of these previous phone calls. Don’t give up simply because someone doesn’t return calls.
- 17.** It is often more important to hear a person’s story than to grant their request.
- 18.** For most people, attention is the big payoff. Do not reward temper tantrums in children or adults.
- 19.** Help people learn to bury their failures not frame them.
- 20.** Be kind, for everyone you meet is fighting a hard battle.
- 21.** Everything is a joke compared to mental illness.

U:MINISTRY

Principles of Self-care

1. Take a day off each week. This rule is one of the “big ten” in the Bible.
2. Find a forum with coworkers to vent about professional frustrations in ministry.
3. As an adult, do not let at-risk youth or children fill your personal needs for healthy relationships. Associate with peers on your day off.
4. Plan your prayer time in the morning and refuse to take engagements at that time. If you don’t plan your day, someone else will do it for you.
5. When someone demands that you do something on your day off, simply say you have a “previous commitment.”
6. Cultivate a little self-deprecating humor, you pompous windbag.

Read more about these Vision Principles, Principles for Working with Others, and Principles of Self-care in *Upside Down Devotion* by Taylor Field.

Taylor Field, *Upside Down Devotion: Extreme Action for a Remarkable God* (Birmingham: New Hope, 2014), 188–89.

Principles for Working with Children and Youth

1. Stay above reproach.
2. Define and follow mission, vision, and values
3. Teach values and expectations, not rules.
4. Establish, teach, remind, and reteach expectations.
5. Structure is love. Plan and prepare.
6. Struggle gives opportunity.
7. Family is important.
8. Be genuine and sincere.
9. Don't be drawn into drama.
10. Success is measured in months and years.
11. Be a leader not a buddy.
12. Under promise and over deliver.
13. Spiritual formation is often slow and quiet

U: FAITH

SEE THE UNSEEN

Jesus taught the kingdom of God was at hand. He saw something no one else saw. He helps us to do the same.

U: FAITH

Upside Down Faith Principles

It's about seeing not hearing.

Often people can't hear the gospel if they don't see the gospel. After preaching His first sermon (**Luke 4:18-19**), Jesus began meeting the needs of the people around Him (**Luke 4:33-39**). Not only did He meet people's needs, He set them free from sin (**Luke 5:24**). As Jesus ministered, He taught Upside Down Principles for living a different way. As Jesus met needs, set people free, and taught Upside Down Principles, people's faith grew. By seeing the gospel they were better able to hear the gospel.

Puncture your own dignity.

Look at yourself. You're important, but not that important. Jesus calls all people sinners. Jesus's followers must first see themselves rightly—as sinners. However, Jesus explained what to do. He said, “Repent” (**Mark 1:15-17**). In other words, turn around to go forward. No matter how far one has gone down the wrong road, it is the right road when he or she turns around.

U: FAITH

It's the inside stuff not the outside stuff.

Things usually work from the inside out. The outside circumstances change later. Belief is on the inside. At the core, faith is seeing Jesus rightly. Thinking is turned upside down when someone sees Jesus as the Son of a living, personal God.

This belief starts on the inside but works its way out. When thinking is turned upside down, words and actions will follow.

Become dependent.

Develop an attitude of perpetual dependence; choose to bring God into every circumstance. That's what Jesus meant when He said, "Follow me" (**Mark 1:15-17**).

Obedience is applying Jesus' example to all of life's ways. Through obedience what once seemed upside down becomes right-side up.

U:CHURCH

SMALL IS BIG

Jesus' ministry seemed pretty small. He spent more time with the few than the many. At the end of His life He actually seemed like a failure. However, that wasn't the whole story. Something big was about to happen!



Upside Down Church Principles

Look for big changes, not big numbers.

Focus on the few. Make disciples. Consider Peter, one of the first disciples. Peter was an example of faith, one who learned to see differently. Something began changing in him when he saw Jesus rightly as the Son of God. But, this change took time.

When looking for change, don't expect it to happen quickly. It's been said, "If you want to see things change, stick around a good long while." Even Jesus's plan to turn the world upside down is already 2,000 years in the making.

Stop leading.

Stop leading and start following. There is no need to build the church, Jesus does. That's what he told Peter. Jesus taught that God grows faith, Jesus builds the church, and what they build together, not even hell can conquer (**Matthew 16:18-19**).

So relax, it's not about you. Forget results, think small, and get off the cutting edge.

Be encouraged...often weakness is the envelope for God's power.

U:CHURCH

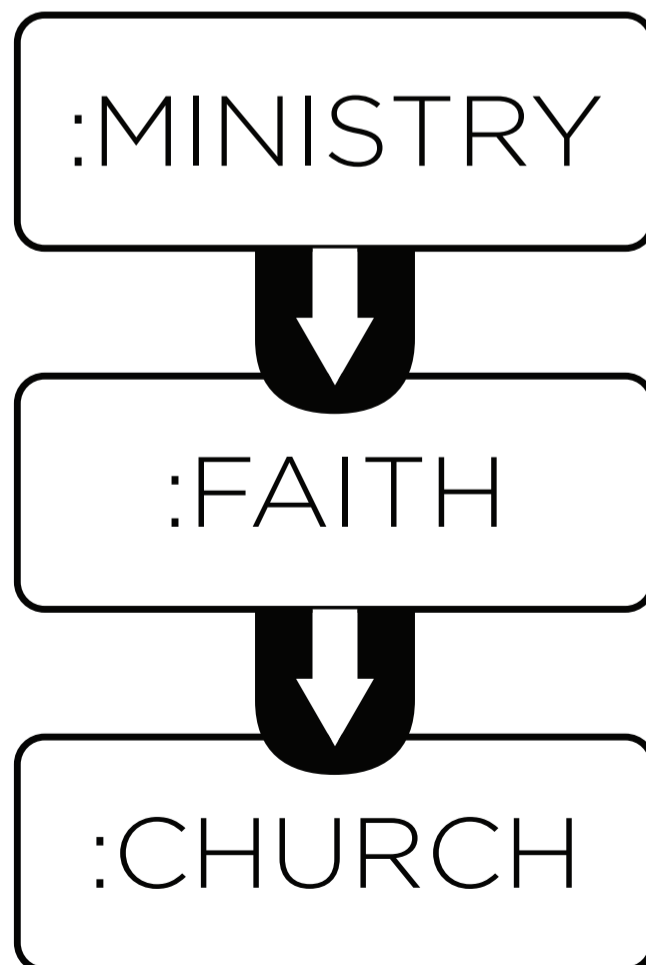
There's power in a group.

Jesus's death, resurrection, and return to heaven secured the victory for the church. Although He is no longer physically present in the world, He is present through His church—people of faith who repent, believe, and obey. Believers need each other and the world needs them. No one need go at it alone. Upside Down Churches are groups of people living upside down, growing in Upside Down Principles, and teaching others to do the same.

It's about the Kingdom not castles.

In other words, it's not only about one local church.

Jesus taught us how to grow this Kingdom:



UPSIDE DOWN

About the Graffiti Network:

The Graffiti network of ministries and churches have implemented Upside Down Principles for “meeting the need first” for forty years. Across New York City and the nation, lives are being turned upside down and the church is growing through these ministries within the Graffiti Network:

- **Graffiti Community Ministries/Graffiti Church** (New York, NY)

www.GraffitiChurch.org

- **Graffiti 2 Community Ministries/Graffiti 2 Baptist Church** (Bronx, NY)

www.Graffiti2Ministries.org

- **Graffiti 3 Ministries** (Brooklyn, NY)

www.Graffiti3.org

- **Gotta Serve Community Ministries/Gotta Dance** (Hicksville, NY)

www.Gotta-Dance.org

- **Graffiti Ministries/Graffiti Church Coney Island** (Brooklyn, NY)

www.GraffitiConeyIsland.nyc

- **East Baltimore Graffiti Church** (Baltimore, MD)

www.ebgraffiti.org

- **Northeast Community Outreach** (Philadelphia, PA)

www.neoutreach.com

- **Graffiti Night Church** (New York, NY)

www.GraffitiNightChurch.org



The Graffiti Network offers training in Upside Down Principles.

Four Pathways for training include:

Upside Down Leadership Gatherings: Upside Down Leadership Gatherings are opportunities to go deeper in Upside Down Principles with the fellowship of other practitioners who are working in communities of need. Meeting once a month, these participants are on the long path of turning their worlds upside down.

Upside Down Internship: Upside Down Interns spend a summer or semester receiving training in Upside Down Principles, learning experientially within the Graffiti Network, and participating in an Upside Down small group for accountability, fellowship, and discipleship.

Upside Down Mission Experience: In the Upside Down Mission Experience participants spend a week ministering and learning from experienced practitioners within the Graffiti Network. Participants receive training in Upside Down Principles, learn experientially within the Graffiti Network, and receive follow-up coaching to assist in the implementation of these principles within their own communities of need.

Upside Down Conferences: Upside Down Conferences are one to three day events that expose individuals to Upside Down Principles and equip them with tools to apply those principles in their own lives and communities.

U:RESOURCES

The following books teach Upside Down Principles and are available for purchase:

Upside Down Leadership (Taylor Field): Everyday people may not see themselves as successful, influential leaders, and plenty of stale human expectations can be discouraging. Yet, the lives and words of biblical persons, other historic servant leaders, great missionaries, and contemporary witnesses boost the reader with fresh perspectives. These lives, with unique points of view bind the cynicism that might paralyze and release hope that fuels individual ability to have true impact. Graffiti Church pastor and leader, Taylor Field, creatively challenges the reader to flip conventional ideas upside down, escape clichés on leadership, and see real leadership principles revealed as right side up. Everyday readers involved in community service, church, and missions will find current, practical, realistic, and diverse illustrations—simple, short, biblical, and cross-cultural—that help people transcend barriers and powerfully influence the faith community and beyond.

Upside Down Freedom (Taylor Field): *Upside Down Freedom* takes an in-depth look at forms of personal bondage and reveals that the way for believers to experience freedom may be counterintuitive. Using scriptural principles, the lives of unexpected freedom fighters, and the lives of people from the streets of the Lower East Side in New York City, Graffiti Church pastor Taylor Field shows readers an alternative route to freedom—one that is so old our own society seems to have forgotten it.

U:RESOURCES

Upside Down Results (Susan Field): We are a kaleidoscope. Tiny pieces of glass. Combined, a beautiful pattern. *Upside Down Results* shares the pattern God is making through the struggles believers have with family, freedom, function, and faith. Containing first-person accounts, upside down results reveal that these struggles, when surrendered to Christ, become amazing and incredibly powerful stories of God's love, redemption, and hope. With an upside down view of family, you'll find each person has his or her unique story and a place to belong, thrive, serve, love, and be loved.

Upside Down Devotion (Taylor Field): Unless we are standing for those in need, we have missed what pleases God. "He despises our worship and finds it disgusting," author Taylor Field writes. *Upside Down Devotion* takes a probing and thought-provoking look at the scriptural concept of devotion and worship. Not worship as we normally think of it on Sunday morning but rather the biblical principles of worship expressed through tangible means to those in trouble. When extreme action for your remarkable God is fueled by a passion to serve in His name, this fresh narrative will compel you to show your desire for Him through your do-votion.

U:RESOURCES

Upside Down Joy (Andrew Mann): Pain can bring unexpected joy—when we know how. In the provocative, storied style of the “Upside Down” series, created out of New York’s Graffiti Ministries, pastor and ministry leader Andrew Mann takes us along on his up-and-down journey through life experiences—cancer, sin, broken relationships, injustice and injury, his father’s death—that turned his world and world view upside down. Mann shares real proof about how the process of pain taught him different perceptions for holding on to joyful living. His life and others’ stories inspire him to share this inverted way of experiencing suffering with *Upside Down Joy*. Take advantage of his rich, multi-layered, multicultural experiences in ministry and insights from life, to think and act in a new way: with unexpected joy in unexpected places.