



Who Can Resist Training?

Guest Speaker: Debbie Jobe

November 30, 2021 1:00 pm



Aaron J. Babyar

Moderator

SRS Training Director

Upcoming SRS Events!

Bootcamps:

Jan 12-13 — Fayetteville, AR

Jan 31-Feb 1 — Fort Worth, TX

Mar 8-9 — Charlotte, NC

International Bootcamps posted soon!

Public Thrive for current staff — March 2022

(Posted online SOON)

Questions

During the presentation, please submit your questions for the upcoming Q&A time.



Debbie Jobe

Guest Speaker

Sr. EVP Advancement
Fellowship of Christian Athletes

Who Can Resist Training? (Motivating veteran staff)

Overview-

- The Play!
 - What are some of the best strategies to get them back to training?
- The Game!
 - What can we offer veteran staff? Teaching the ol' dog new tricks!
- The Score!
 - End result of participating in training.

The Play!

What are some of the best strategies to get them back to training?

- Many of our field leaders have required their staff to complete this training.
- During annual performance reviews, the recommendation to attend Boot Camp if funding outlook is trending downward or relying still on events.
- **We developed a required course, Home Team Coaching, which teaches a Director/Hiring Manager how to come along side the prospective staff before, during, and after the prospective staff attends Boot Camp.**

The Game!

What can we offer veteran staff? Teaching the ol' dog new tricks!

- Virtual Boot Camp saw a larger number of veteran staff attend.
- Some of our regions/divisions have offered a one-day refresher intensive.
- The new staff who are fully funded at the time of hiring is motivating to our veteran staff.

The Score!

End result of participating in training.

Fiscal Year AMP 5 Year Comparisons

	FYTD 2018	FYTD 2019	FYTD 2020	FYTD 2021	FYTD 2022
AMP (organization wide)	\$4,563,119	\$5,761,073	\$6,936,310	\$7,906,458	\$9,241,323
Number of AMP Donors	26,664	28,864	34,279	37,996	41,976
Contribution Revenue	\$16,186,619	\$19,157,207	\$20,428,147	\$23,564,503	\$25,028,875
AMP as a % of Contribution Revenue	28.2%	30.1%	34.0%	33.6%	36.9%
Field Operating Expenses	\$12,812,513	\$14,585,553	\$17,636,624	\$18,675,160	\$20,860,550
Field Recurring Revenue (AMP + RFP)	\$5,760,605	\$7,540,701	\$9,252,143	\$10,847,253	\$12,498,429
Field Recurring Revenue (AMP + RFP) as a % of Operating Expenses	45.0%	51.7%	52.5%	58.1%	59.9%



Q & A

