



Topic: Creating the Winnable Game: Developing the MPD  
Players Scoreboard

Guest Speaker: Mark Bartek

July 26, 2022 1:00 pm



**Mark Wilson**

Director, SRS  
Moderator



**Mark Bartek**

Sr. Director of MPD, FOCUS  
Guest Speaker

## Reminders

- Fall SRS Coaching Certification registration is open!  
*[supportraisingsolutions.org/coaching](http://supportraisingsolutions.org/coaching)*
- In-Person Bootcamp in Nairobi, Kenya this September! Dates coming soon!

2023 ///

# Support Raising Leaders Conference



**SAVE the DATE**

**WHEN**

...

April 11 – 14,  
2023

**WHERE**

...

Colorado Springs,  
Colorado

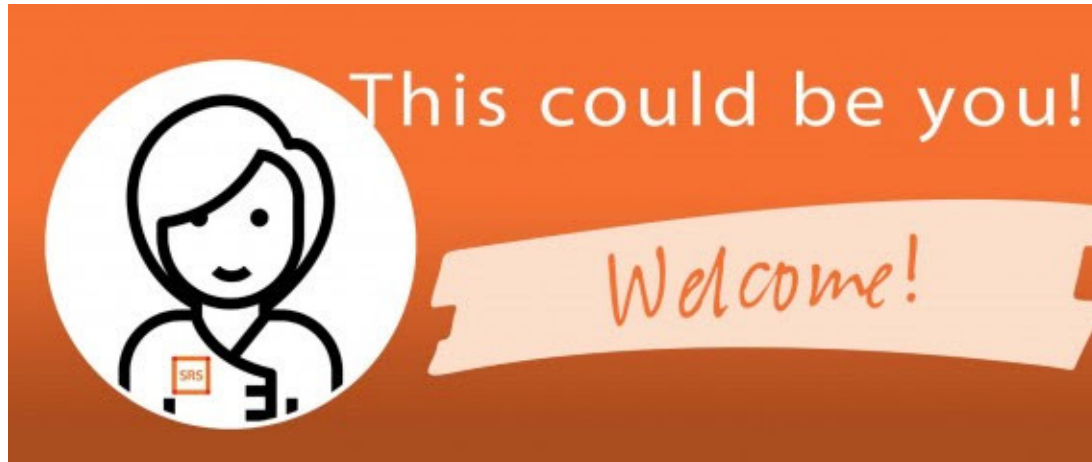
**WHAT**

...

More details  
to come

[supportraisingsolutions.org/src](https://supportraisingsolutions.org/src)

## Have You Ever Considered Joining SRS?



- Customer Success Specialist
- Communications Specialist
- Network Coordinator
- SRS Public Bootcamp Facilitator Team



Prayer



## Discuss

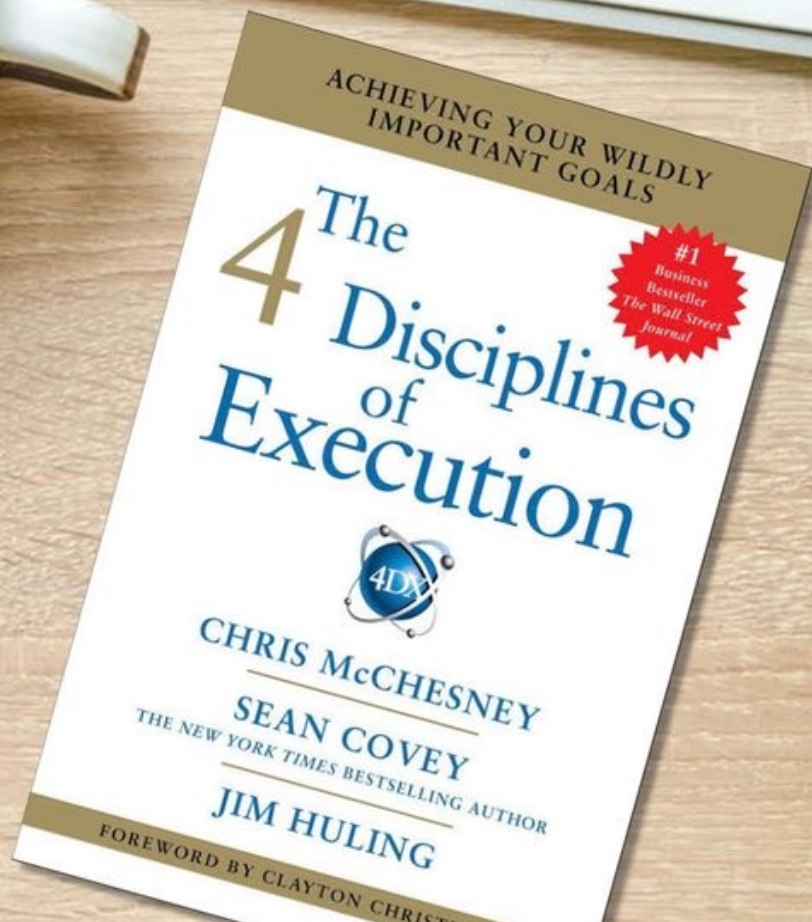
- What are the challenges which your organization is facing in helping staff to achieve full funding?
- How do you help your staff to stay focused on their support raising goals?



## The 4 Disciplines of Execution

Discipline 2: Lag & Lead Measures

Discipline 3: Create a compelling scoreboard



# Goal Setting: Lag & Lead measures



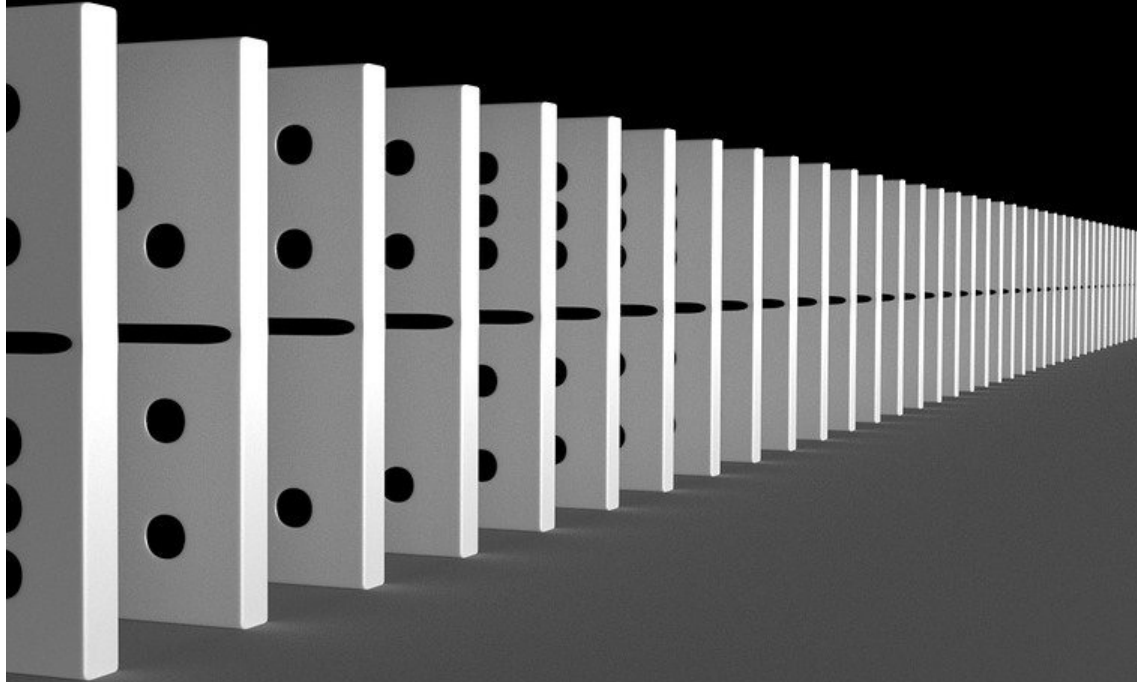
# Lag Measures

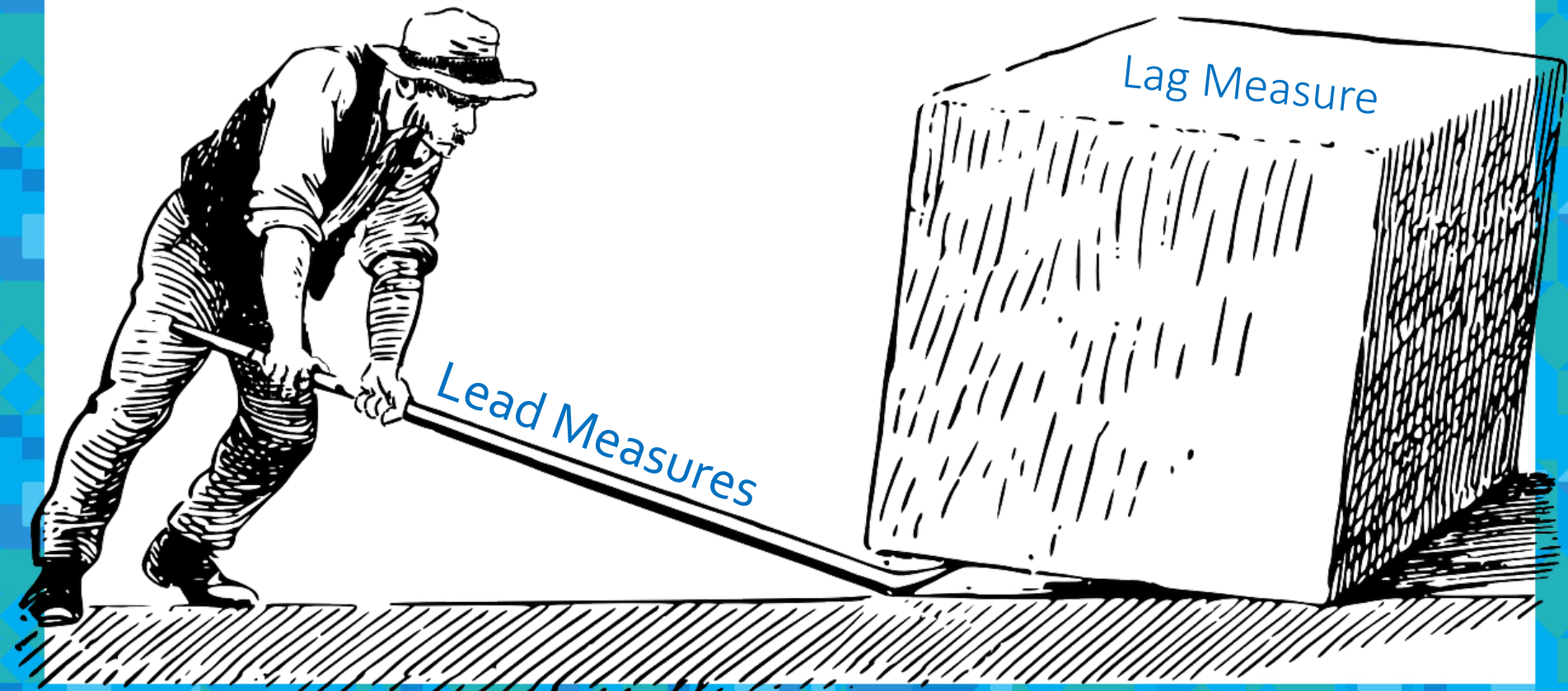
- Measure the Goal
- Could be referred to as a Pray measure
- Tells you when have achieved the goal



## Lead Measures

- Predictive: measures something that leads to the goal
  - Oriented toward the efforts that will generate the results
- Influenceable: something that we can influence
- May be multiple options of potential measures





Lead Measures

Lag Measure

# Weight Loss – Lag Measure





## Weight Loss – Lead Measures

- Predictive
- Influenceable

The background of the slide is a reproduction of Michelangelo's famous fresco, 'The Creation of Adam'. It shows two hands reaching towards each other, with a significant gap between the index finger of the hand on the right and the index finger of the hand on the left. The entire image is framed by a decorative border of blue and green squares.

**Support Raising:  
Success vs Fruitfulness**



**We Work, God  
produces the fruit.**

**All we have  
accomplished Lord  
you have done.**

**-Isaiah 26:12**



## A Thought Experiment:



How Long till it ignites?

**The power of focus.**

**“Genius is nothing but continued attention.”**

Claude Adrien Helvetius



**People play differently  
when the score is  
being kept.**



# Scoreboards designed for/by the player

Simple

Visible

Include Lead and Lag measure

Show in under 5 seconds if I am  
winning

# The Players Scoreboard v. Coaches Scoreboard



Finals - 1989 Class B State Basketball Tournament

T		Lincoln Park																			
M		Wahoo																			
		TIME OUTS				QUARTER SCORES				OVERTIME		PLAYED AT		FINAL SCORE		SPORTS CENTER					
		1st Q.	2nd Q.	3rd Q.	4th Q.	First	Second	Third	Fourth	First	Second										
						10	7	17	30	7											
		QUARTERS PLAYED				FIRST HALF				SECOND HALF				OVER TIME		TOTALS					
						Team Fouls		Team Fouls													
Pos.	No.	NAME				1st Q.	2nd Q.	Fouls	3rd Q.	4th Q.	Fouls	OVER TIME	2	3	1	pts					
F	11	Edley, Ryan														2	2				
F	15	Tobody, Ronnie														1	5				
F	21	Bigham, Rob															2				
F	23	Johnston, Troy																			
F	31	Glack, Troy				5	10		20	22			5	1	4	23					
F	33	Kreisel, Cliff				5	0		14	30			1			2					
C	42	Latham, Scott																			
C	43	Dvornik, Mike																			
C	45	Glack, Jason				5	2		20	22			7			16					
G	50	Hoffman, Randy				5	2			20			5			14					
G	53	Stamps, Ron																			
G	55	Valin, Staver																			
						3/2 Fts	3/2 Fts		4/2 Fts												
						3 Fouls	3 Fouls		2 Fouls												
REFEREE						FREETHROWS ATTEMPTED				7		SUMMARY OF TOTALS				7	8	6			
IMPIRE						FREETHROWS MADE				16		PERCENT				19	3	23			



## SUGGESTED SUMMER MPD NUMBERS

WEEK	0	1	2	3	4	5	6
DIALS	180	150	108	78	60	24	0
CONVERSATIONS	60	50	36	26	20	8	0
APPOINTMENTS SCHEDULED	30	25	18	13	10	4	0
FACE TO FACE VISITS	0	30	25	18	13	10	4
NEW MONTHLY MISSION PARTNERS	0	15	12	9	7	5	2
MONTHLY COMMITTED	\$0	\$970	\$785	\$590	\$460	\$325	\$130
TOTAL MONTHLY COMMITTED	\$0	\$970	\$1755	\$2345	\$2805	\$3130	\$3260

NST2022 STATS:

61917  
PHONE DIALS

22512  
CONVERSATIONS

15513  
APPTS SCHEDULED

21751  
APPTS HAD

16836  
COMMITTED MPS

### LOG DAILY CALLS

Call Date  ?

Phone Dials  ?

Conversations  ?

Voicemails  ?

New Appointments Scheduled  ?

Add Daily Call Log

Click for Affirmation

Stop Sound



## SUGGESTED SUMMER MPD NUMBERS

WEEK	0	1	2	3	4	5	6
DIALS	180	150	108	78	60	24	0
CONVERSATIONS	60	50	36	26	20	8	0
APPOINTMENTS SCHEDULED	30	25	18	13	10	4	0
FACE TO FACE VISITS	0	30	25	18	13	10	4
NEW MONTHLY MISSION PARTNERS	0	15	12	9	7	5	2
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COMMITTED MPS

Appointments	Totals	2023: spring semester (January 1st - May 31st)	2022: fall semester (August 15th - December 31st)	2022: NST phase 3 (July 31st - August 14th)	2022: week 6 (July 24th - July 30th)	2022: week 5 (July 17th - July 23rd)	2022: week 4 (July 10th - July 16th)	2022: week 3 (July 3rd - July 9th)	2022: week 2 (June 26th - July 2nd)	2022: week 1 (June 19th - June 25th)	2022: NST week of Bootcamp (i.e. week 0) (June 8th - June 18th)	2022: NST pre-Bootcamp (June 1st - July 7th)	2022 spring semester (January 1st - May 31st)
Face to Face Visits	69	0	0	0	2	0	12	19	19	13	4	52	0
Referrals	7							1	6			7	

Calls	Totals	2023: spring semester (January 1st - May 31st)	2022: fall semester (August 15th - December 31st)	2022: NST phase 3 (July 31st - August 14th)	2022: week 6 (July 24th - July 30th)	2022: week 5 (July 17th - July 23rd)	2022: week 4 (July 10th - July 16th)	2022: week 3 (July 3rd - July 9th)	2022: week 2 (June 26th - July 2nd)	2022: week 1 (June 19th - June 25th)	2022: NST week of Bootcamp (i.e. week 0) (June 8th - June 18th)	2022: NST pre-Bootcamp (June 1st - July 7th)	2022 spring semester (January 1st - May 31st)
Phone Dials	190				0	0	24	10	49	30	77	164	
Conversations	95				0	0	9	4	22	16	44	85	
Appointments Scheduled	64				0	0	3	3	19	8	31	60	
Voice-mails	93				0	0	15	6	27	14	31	77	



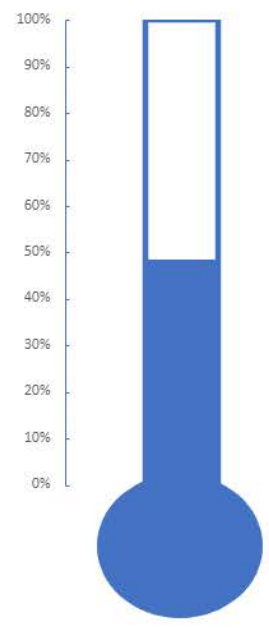
All DSC		DSC below 75%	
Goal	161	Goal	33
Current	47	Current	16
Achieved %	29%	Achieved %	48%
Target %	100.00%	Target %	100%

Missionary	Plan?	Below 75% of 14:2	Plan if below 75%	Who?
Abraham	0	no	n/a	Mike
Isaac	0	no	n/a	Jonathon
Jacob	0	no	n/a	Jonathon
Bartholomew	0	no	n/a	Jonathon
James	0	yes	0	Jonathon
Peter	0	no	n/a	Jonathon
John	0	no	n/a	Jonathon
Thomas	0	no	n/a	Jonathon
Simon	0	no	n/a	Jonathon
Mary Magdalene	1	no	n/a	Jonathon
Apollos	1	no	n/a	Jonathon
Priscilla	0	no	n/a	Jonathon
Aquilla	0	no	n/a	Jonathon
James the less	0	no	n/a	Jonathon
Joseph Arimathea	0	no	n/a	Jonathon
Nicodemus	0	no	n/a	Jonathon
	1	yes	1	Jonathon
	0	no	n/a	Jonathon
	0	no	n/a	Jonathon
	0	no	n/a	Jonathon
	1	no	n/a	Jonathon
	0	yes	0	Jonathon
	0	no	n/a	Jonathon
	0	no	n/a	Jonathon
	0	no	n/a	Jonathon
	1	yes	1	Jonathon
	0	no	n/a	Jonathon
	0	no	n/a	Jonathon
	0	yes	0	Jonathon

**DSC 75% Below**  
14:28

Below 75% Week to Week Progress:

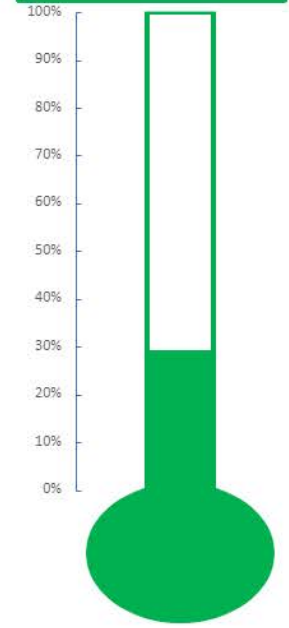


25-Jan	35%
1-Feb	35%
8-Feb	39%
15-Feb	39%
22-Feb	45%
1-Mar	45%
8-Mar	44%
15-Mar	44%
22-Mar	
29-Mar	
5-Apr	
12-Apr	

**All Staff**  
Week by week Progress

Week of:

**All DSC Staff**



4-Jan	8%
25-Jan	16%
1-Feb	18%
8-Feb	19%
15-Feb	19%
22-Feb	20%
1-Mar	20%
8-Mar	21%
15-Mar	21%
22-Mar	

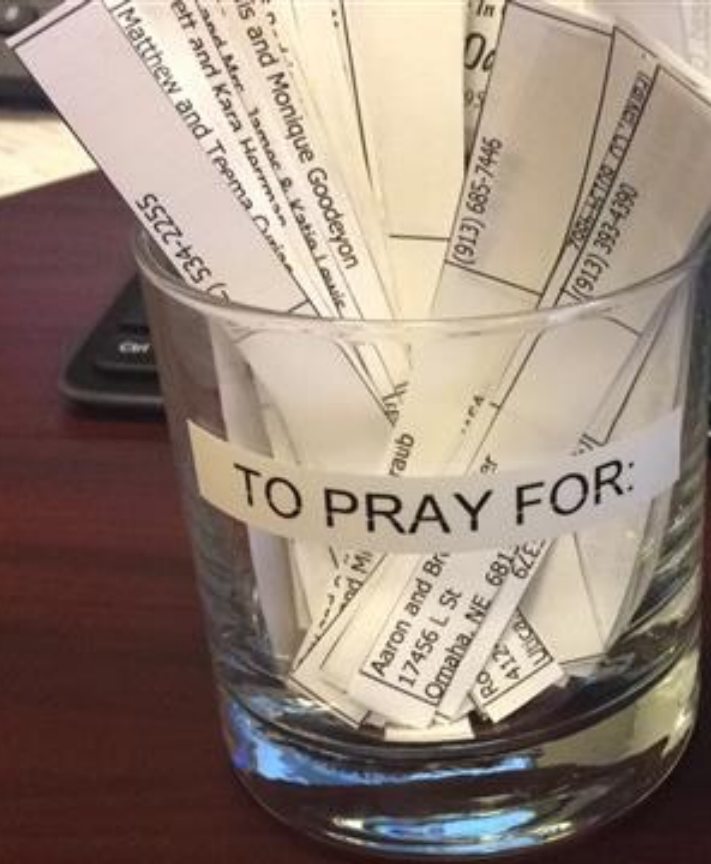
# Funding Increase Scoreboard

MPD Goal
\$400
\$350
\$300
\$250
\$200
\$150
\$100
\$50
\$0

- 1. name ✓
- 2. name
- 3.
- 4.
- 5.
- 6.



ION GALORE



A photograph of a classroom scene with a blue tint. A female teacher with long blonde hair, wearing a grey cardigan over a floral top, stands at the front of the room, smiling. Several young students in school uniforms are seated at desks, with their hands raised as if asking a question or participating in a discussion. In the background, a bulletin board is visible with the word "Literacy" written on it. The overall atmosphere is positive and interactive.

# Questions

# Activity

In your group select 2-5 elements to add to a players scoreboard and why?

-You are coaching a new support raiser who is in the middle of their full time fundraising season.

Select 2 – 5 measures that will help your coachee win at their MPD season! Their goal is to achieve your orgs ideal support raising level!



# of commitments/pledges	Amount of Special gifts	# of Phone Dials
\$ Increase goal	# of contacts	New Contacts Name-stormed
Days/weeks till report to mission	# Of Conversations	# of Yes/no/maybe
New Monthly commitments	Hours Spent on support raising	Avg Monthly Donations
# Hours in Prayer	Appointments Had	# of Thank You Notes Mailed
# of Text Message Contacts Made	# of tears shed	Appts scheduled
# of Hours Procrastinated	# of New Anchor Donors	# MPD Increase Asks

**Q & A**



SRS Network™