SRS Network™

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*

- 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

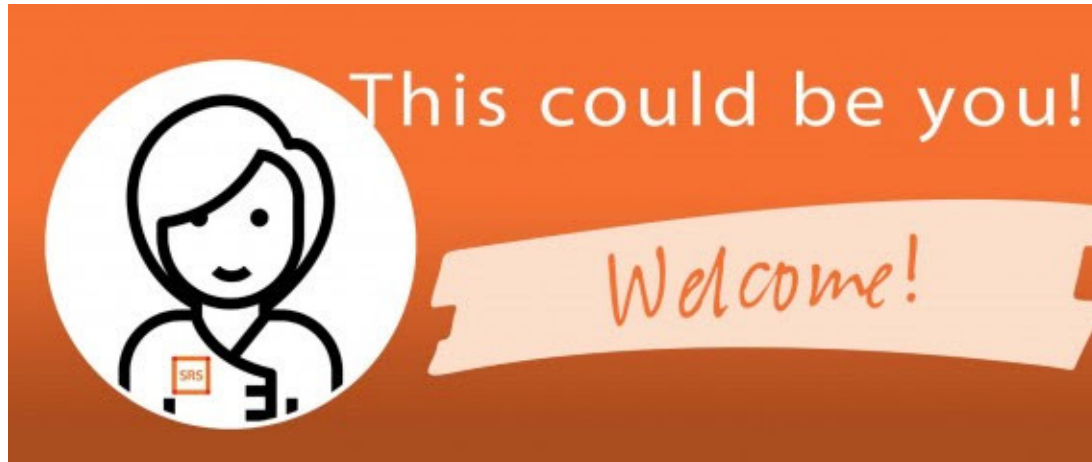**WHAT**
...
More details to come

supportraisingsolutions.org/srlc

Have You Ever Considered Joining SRS?

This could be you! Welcome!

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

Prayer

Creating the Winnable Game

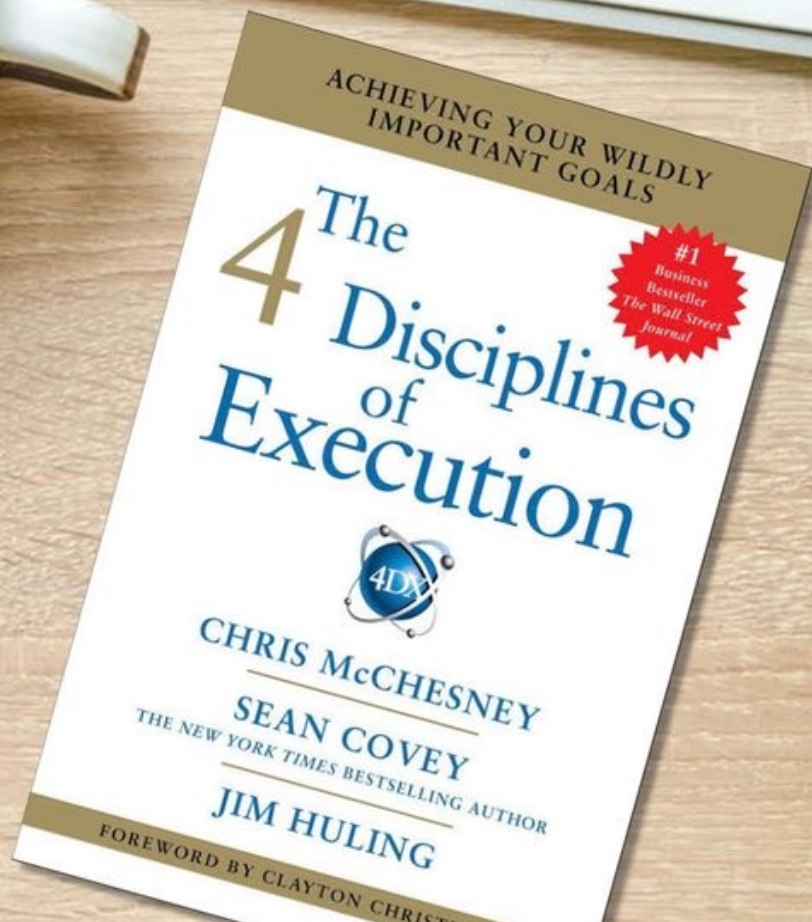Compelling Scoreboards

July 26, 2022

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
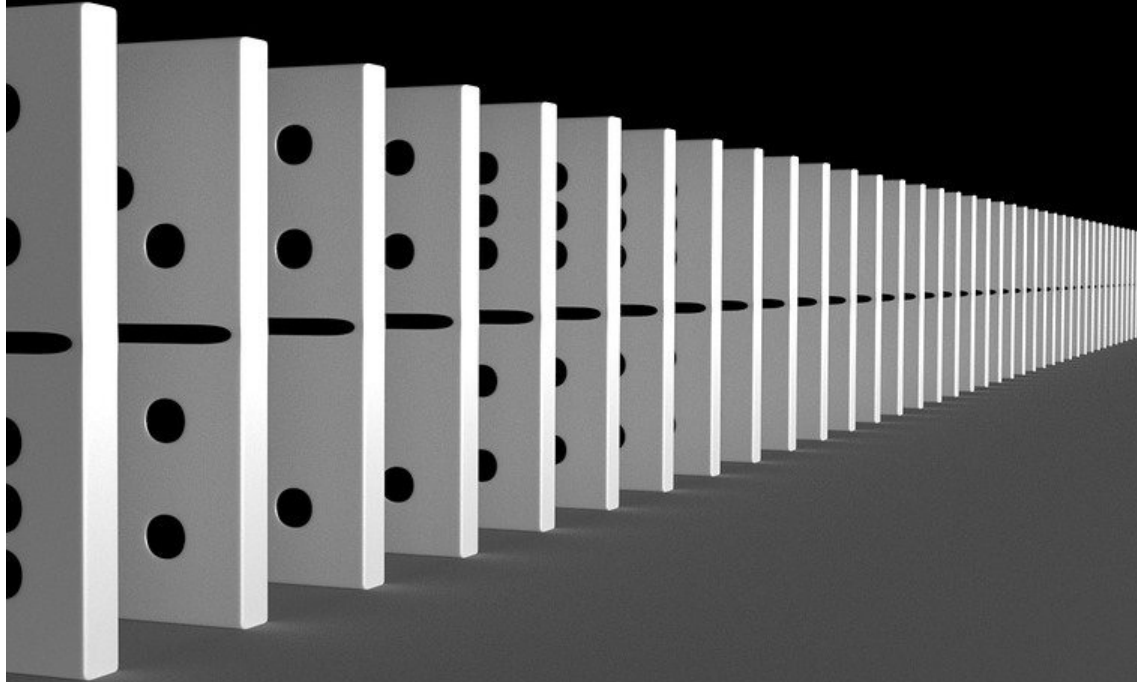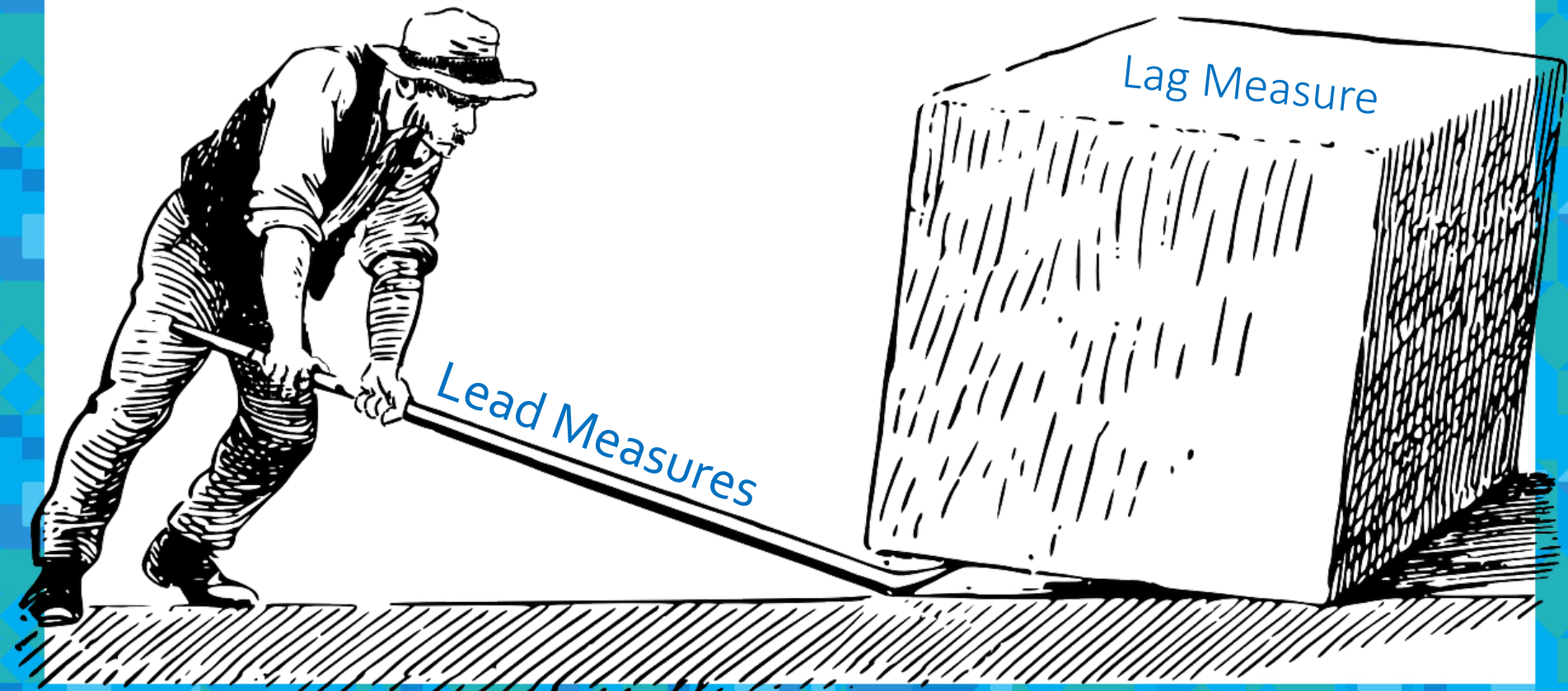
Goal Setting: Lag & Lead measures

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

Weight Loss – Lag Measure

Weight Loss – Lead Measures

- **Predictive**
- **Influenceable**

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

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	22512	15513	21751	16836
PHONE DIALS	CONVERSATIONS	APPTS SCHEDULED	APPTS HAD	COMMITTED MPS

LOG DAILY CALLS

Call Date — mm-dd-yyyy

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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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	
Voicemails	93				0	0	15	6	27	14	31	77	

	A	B	C	D	E
1		**All DSC**		DSC below 75%	
2	Goal	161	Goal	33	
3	Current	47	Current	16	
4					
5	Achieved %	29%	Achieved %	48%	
6	Target %	100.00%	Target %	100%	
7					
8	**Missionary**	Plan?	Below 75% of 14:2	Plan if below 759	Who?
9	Abraham	0	no	n/a	Mike
10	Isaac	0	no	n/a	Jonathon
11	Jacob	0	no	n/a	Jonathon
12	Bartholomew	0	no	n/a	Jonathon
13	James	0	yes	0	Jonathon
14	Peter	0	no	n/a	Jonathon
15	John	0	no	n/a	Jonathon
16	Thomas	0	no	n/a	Jonathon
17	Simon	0	no	n/a	Jonathon
18	Mary Magdalene	1	no	n/a	Jonathon
19	Apollos	1	no	n/a	Jonathon
20	Priscilla	0	no	n/a	Jonathon
21	Aquilla	0	no	n/a	Jonathon
22	James the less	0	no	n/a	Jonathon
23	Joseph Arimathea	0	no	n/a	Jonathon
24	Nicodemus	0	no	n/a	Jonathon
25		1	yes	1	Jonathon
26		0	no	n/a	Jonathon
27		0	no	n/a	Jonathon
28		0	no	n/a	Jonathon
29		1	no	n/a	Jonathon
30		0	yes	0	Jonathon
31		0	no	n/a	Jonathon
32		0	no	n/a	Jonathon
33		0	no	n/a	Jonathon
34		1	yes	1	Jonathon
35		0	no	n/a	Jonathon
36		0	no	n/a	Jonathon
37		0	yes	0	Jonathon

DSC 75% Below 14:28

All DSC Staff

Below 75% Week to Week Progress:
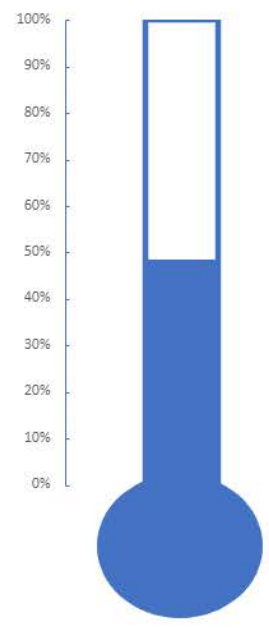
Date	%
25-Jan	35%
1-Feb	35%
8-Feb	39%
15-Feb	39%
22-Feb	45%
1-Mar	45%
8-Mar	44%
15-Mar	44%
22-Mar	
29-Mar	
5-Apr	
12-Apr	

All Staff
Week by week Progrees
Week of:
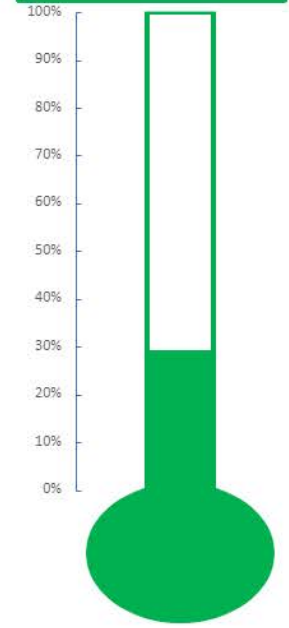
Date	%
4-Jan	8%
25-Jan	16%
1-Feb	18%
8-Feb	19%
15-Feb	19%
22-Feb	20%
1-Mar	20%
8-Mar	21%
15-Mar	21%
22-Mar	

Funding Increase Scoreboard

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

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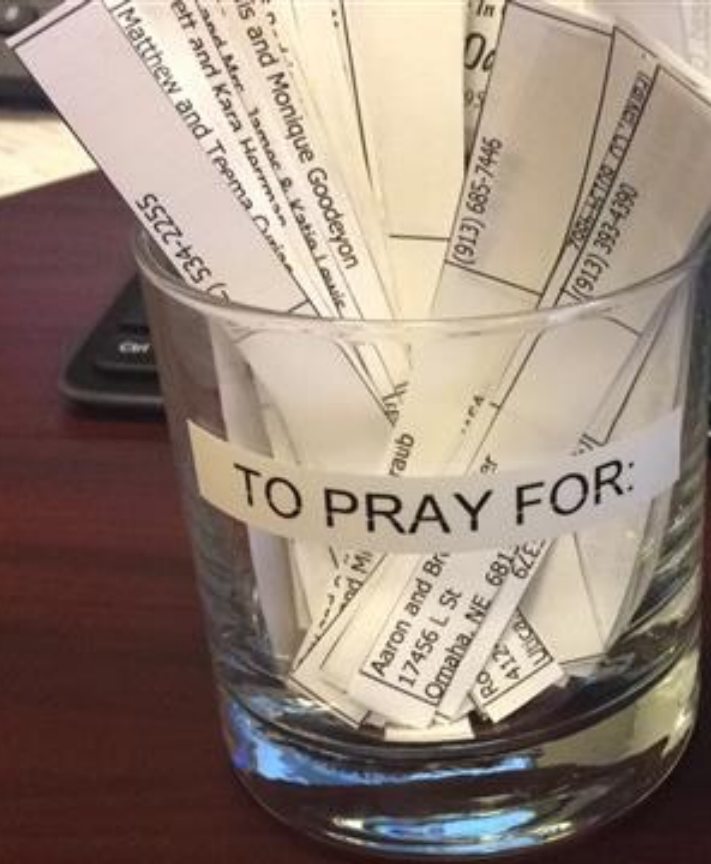
Questions

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