GAPS AREA MEETING PLAN

*December: Spring GAPS Calendar & Senior Program Invitations*

**Goals:**

* Invite Seniors to Senior Programming.
* Begin to cultivate vision for Senior Programming.
* Outline GAPS Calendar for Spring.

**Prep Needed:**

* Update/Create Area GAPS Calendar.
* Preview Video ([Senior Programming – Life-long Partnership in Central Texas](https://vimeo.com/491775199)) to determine if you’d like to use it to cast vision or training.
* Access and review contents of the [Senior Program Recruitment resources folder](https://drive.google.com/drive/folders/16jguunTYKhPAlnwkyvgt4jv5ua8GJ1IB?usp=sharing).
* Ask staff

**Meeting Plan:**

**Vision Cast/Teaching Skill of the Month** *(10-15 Minutes)*

The spring semester contains some of the most important aspects of GAPS, helping our seniors make the transition into alumni. We will talk more about Senior Programming next month, but now is the time to start thinking about how to invite/recruit seniors to be a part of the program. Let’s watch [this story](https://vimeo.com/491775199) of senior programming together to see what the impact of senior programming could be. One of the biggest hurdles of senior programming is recruiting and inviting effectively. The key to recruitment is individualized in-person (if possible) invitations. There are three parts to a great invitation: The Head, The Heart, & The Hand.

* The Head: What is the senior program and why would you like to see them attend. What are the details of the program (when, where, content, etc.)? Express genuine desire and care for their well-being.
* The Heart: In this part of the conversation be aware of smokescreens. Smokescreens are the barriers & excuses that students will express to you that usually have a deeper reason behind them. Try to work beyond the initial reason for “No’s or maybes”. Often the initial reasons are busyness and/or forgetfulness. What is behind those reasons for not coming? How can you help them overcome those reasons and make senior programming a compelling invitation for them?
* The Hand: In this part of the conversation, we are trying to figure out what it will take for a student to actually show up to senior programming. In particular, this is a great time to help them think through what kind of follow up you may need to provide.

**Workshop Space for Skill of the Month** *(30-40 Minutes)*

So, let’s plan out our invitations. Using [this worksheet](https://drive.google.com/file/d/1U1g58PPuL4FaVOQBkD_bLjon6F5sDZFI/view?usp=sharing), I’d like you to think about the head, heart, and hand invitations for each senior in your chapter. If you have questions, feel free to ask me or collaborate with a partner.

I’d also like to spend some time today walking through our Area GAPS Calendar for the spring, particularly highlighting the different elements of GAPS this semester. I want to make sure that you are making time for each of these elements in your schedule so we can continue to build momentum. *Here are the elements of GAPS that you should be sure to include:*

* *Senior Programming*
* *Transition Interviews*
* *Teaching on Stewardship & Generosity*
* *Days Wage*
* *Alumni Prayer letter*

**Communal Q&A** *(5-10 Minutes)*

Allow space for staff to ask questions regarding GAPS this month. There may be questions about: Follow Up, Parent MPD & Advocacy, or Senior Programming.

**Update GAPS Data** *(5 Minutes)*

Give staff time to update their GAPS data in Donor Elf.

**Meeting Action Steps & Follow Up:**

* Complete Parent/Family MPD by 12/7.
* Invite Seniors to Senior Program by 1/15.
* Follow Up with recent graduates by 12/20.
* GAPS Date Updated by 12/20.