GAPS AREA MEETING PLAN

*June: GAPS Follow Up & Last Call Asks*

**Goals:**

* Form Follow Up rhythms and skills.
* Prepare and send Last Call GAPS Asks.
* Review & celebrate class engagement.

**Prep Needed:**

* Prep at least 1 staff to share a highlight from a transition interview.
* Access [Last Call GAPS Ask script](https://drive.google.com/file/d/1LFiZNoP4a9Irbs-iHwzD5ZalR-PzaAVi/view?usp=sharing) and [Alumni Follow Up Best Practices](https://drive.google.com/file/d/1dQicKM_EQlR_R7kUbLLg1KE-rT6ouBJ6/view?usp=sharing) documents.
* Preview videos and decide if you want to use them: [Fully Funded in Central Texas](https://vimeo.com/491775205) & [Follow Up Training](https://vimeo.com/463040662)
* Review GAPS Data and determine what to celebrate and next steps needed.

**Meeting Plan:**

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

Let's spend some time reflecting on the GAPS work that we have done together this year. *Review data and celebrate yeses and maybes and connect it to the hard work your team did.* You all have made a difference in the lives of our new alumni. Let's debrief our efforts to care for seniors well:

* What was your favorite moment with a student in senior programming?
* Where did you spend the most time in senior programming? Preparing the session, delegating, recruitment? Why?
* What resources were most/least helpful to you in caring for seniors? Why
* Think about your senior programming for next year. What would you do again? What would you do differently? Any volunteers or alumni you would like to include?
* What is your sense of how God used senior programming and transitions interviews in the lives of our new alumni?

Thank you for your faithfulness in caring for seniors. I'd like to help us Imagine the broader impact of this investment. Let's watch [this story](https://vimeo.com/491775205) of what continued faithfulness has resulted in for the Central Texas team.

We have made a good investment, but our investment's payoff doesn't come unless we do great follow up. Let's [review what excellent follow up](https://vimeo.com/463040662) looks like.

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

Our alumni, even the ones we couldn't get transition interviews with, are still some of our warmest MPD prospects. Most of them had a great experience of our ministry. It would be wise of us to make sure to invite our entire list to partner with us. Find your list of this years' class. I'd like to give you some time to send a "Last Call GAPS Ask" via email or text to this person. Here's [a script](https://drive.google.com/file/d/1LFiZNoP4a9Irbs-iHwzD5ZalR-PzaAVi/view?usp=sharing) you can use to do that.

For those who have said yes or maybe to partnership, now is the perfect time to follow up with them. Let's work on that now:

* Review or compile a list of who needs to be followed up.
* Review [Follow Up Best Practices](https://drive.google.com/file/d/1dQicKM_EQlR_R7kUbLLg1KE-rT6ouBJ6/view?usp=sharing) document.
* Do some follow up (text or call).

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

Allow space for staff to ask questions regarding GAPS this month. There may be questions about: Days Wage, Alumni Newsletters, Follow Up, or Last Call GAPS Asks.

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

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

**Meeting Action Steps & Follow Up:**

* Send any Last Call GAPS Asks by 6/15.
* Complete first round of Follow Up by 6/30.
* Update July GAPS data by 6/30.