

# Graduating Students MPD Plan

Helping students transition from participants to partners.

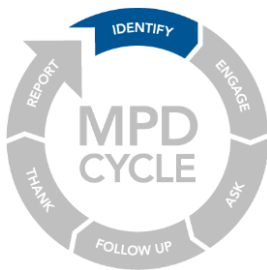
## WHY Transition INTERVIEWS?

- To define what God did during their time in InterVarsity
- To encourage and affirm how they have invested in the ministry
- To challenge them to courageously follow Jesus in the next stage of life
- To invite them to partner with InterVarsity for a lifetime

## WHY PARTNERSHIP WITH INTERVARSITY?

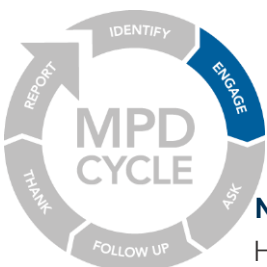
Unlike most other partners, alumni have personally experienced the importance and impact of the ministry. They already embody the vision and strategy. Our goal is to enable another generation of students to be invited to respond to Jesus and sent into the world. Only 12% of our current alumni give, but they give more generously (almost \$23 million a year) and twice as long as other partners. It's the easiest MPD you will ever do.

You should set aside about 2.5 hours per student over the semester in order to do the MPD Cycle with each graduating student [0.5 hour for Identify and Engage, 1 hour for Ask (Exit Interview), 1 hour for Thank, Report and initial Follow up.]



### STEP 1: IDENTIFY (FEBRUARY)

- 1: Connect with ministry leaders to make sure you have an accurate list of all your departing students.
- 2: Enter them into a database in order to track this process, such as Karani or a Google Doc for a campus team.
- 3: Set a target ask amount. Example: No job? Ask for \$10/mo, otherwise try \$100/mo.
- 4: Pray for them all.



### STEP 2: ENGAGE (FEBRUARY/MARCH)

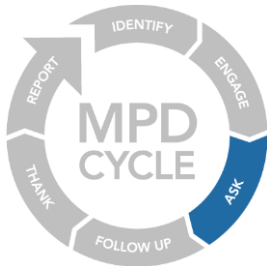
- 1: Email/text all of your departing students to schedule a time for the transition interview (plan 45-60 minutes)

### NEED A SCRIPT?

Hey [Student Name] I'd love to get together with you in the next month to reflect on your time with InterVarsity and talk about how you are feeling about your transition. I also want to share ways you

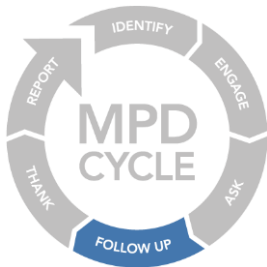
can stay connected with and support the ministry after you graduate.  
When is a good time to get together?

**2:** Look at alumni gifts/resources in the staff store – Consider a travel mug, luggage tag, pens, alumni static cling sticker, and/or an inductive Bible study book mark.



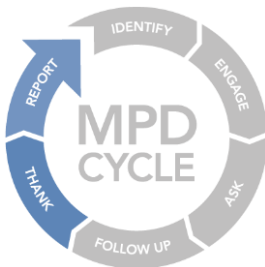
**STEP 3: ASK (MARCH/APRIL)**

- 1:** Confirm appointment with the student
- 2:** Print out [alumni form](#), or have it up on your computer or phone (through the [portal](#))
- 3:** Interview the student (See the [Guide To an Transition Interview](#))
- 4:** Provide space for the student to fill out the [Alumni Form](#).
- 5:** Invite the student to partner with InterVarsity through praying, serving, advocating, and giving. (See the guide for help with this.)



**STEP 4: FOLLOW UP (APRIL/MAY)**

- 1:** Send a personal follow up email to each student you met with.
  - Thank them
  - Remind them of their desired partnership (pray, serve, advocate, give)
  - Provide guidance for their next steps – including a link to start giving.



**STEP 5: THANK AND REPORT (AND ONGOING FOLLOW UP) (JUNE AND BEYOND)**

- 1:** Add all who are willing to pray, serve, advocate, or give to the alumni prayer letter list.
- 2:** Add them to the alumni FB list or group
- 3:** Send a personal thank you note to those who start giving
- 4:** For those who said they would give, but haven't started yet, call or text each grad to check in (starting in June)
  - For those who have a job, invite them to give \$50 - \$100/month (encourage them to use EFT)
  - For those who don't yet have a full-time job, invite them to start at \$10 - \$25/month (encourage them to use EFT)
  - Follow up every 2 weeks (unless they give you another time frame) until they start giving or say no. If they say no, ask if you can follow up again in 6 months to see if their situation has changed.