GAPS AREA MEETING PLAN

*March: GAPS Asks & Alumni Forms*

**Goals:**

* Assess Senior Programming implementation.
* Perfect four-part GAPS Asks to chapter accounts.
* Foster vision & develop skills to collect all Alumni Forms.

**Prep Needed:**

* Prepare (send/print) for your staff the [GAPS Ask Scripts](https://drive.google.com/file/d/1Pjjb6Xj2nEOulrTx9pqqmlLcKhTKmt_D/view?usp=sharing).
* Familiarize yourself with the [Alumni Form collection process](https://mpd.intervarsity.org/alumni-forms-instructions-campus-ministers) and explore [Alumni Form FAQs](https://mpd.intervarsity.org/alumni-partner-forms-faqs).
* Access this video testimony about [GAPS invitations](https://vimeo.com/490758604).

**Meeting Plan:**

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

Remember as a part of transition interviews, the GAPS Ask is a peak moment that marks the transition from student involvement to alumni partnership. The GAPS Ask is the part of the conversation when we invite them to make that transition. Beyond that, the GAPS ask within a transition interview is the easiest (and perhaps most impactful) MPD you will ever do. Let’s watch how [one staff was impacted by the generosity of a recent alumnae](https://vimeo.com/490758604). Here are a few key principles to remember about great GAPS Asks:

* Always ask to give directly to a campus/chapter account. This ensures that alumni are supporting the ministry that they benefitted from even if there is staff transition.
* Make sure you have specific asks for all four parts of a GAPS ask. How do you want them to pray? What would it look like for them to advocate for InterVarsity? How would you like that specific student to serve as an alumnus?

Alumni Forms are another important part of this experience. Collecting Alumni Forms opens doors for future ministry partnerships. This is critical to the future of ministry on campus. InterVarsity chapters that maintain strong relationships with alumni often have strong funding. Transition interviews with Alumni Partner Forms help you say good-bye and allow you to keep saying hello.

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

Let’s take some time review GAPS Ask script. [Allow staff to read the GAPS Ask Script]. What stands out to you as you read through this? Anything surprising? What questions do you have about making a GAPS Ask?

In groups of three we’re going to spend some time in [coaching circles](https://intervarsity.org/sites/default/files/Coaching%20Circles.pdf) working on GAPS Asks. As you role play, have a senior in mind and think of specific asks for each of the four parts that you’d have for that senior. *Allow staff time for coaching circles.*

Let’s debrief collectively:

* How are you feeling about GAPS Asks?
* Are you feeling stuck or unsure about how to do this?
* How would you articulate the importance of doing a GAPS Ask?

Let’s take a couple minutes to reach out to any seniors that we haven’t scheduled transition interviews with yet. Remember our goal is to have over 50% of transition interviews done by the end of the month.

*You could also spend this time helping staff learn how to access the Alumni Forms and walking through how to fill one out.*

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

Allow space for staff to ask questions regarding GAPS this month. There may be questions about: senior programming, follow up from previous class, or transition interviews (including GAPS Asks).

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

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

**Meeting Action Steps & Follow Up:**

* Finish scheduling transition interviews by 3/15.
* Complete at least 50% of Transition Interviews by 3/31, 100% by 4/15.
* Include Four-Part GAPS Ask and complete Alumni Form in every transition interview.
* GAPS Data Updated by 3/31.