

MIT ANNUAL GIVING

Volunteer Training Academy FAQs and Links

Thank you for participating in the Reunion Volunteer and/or The Nuts and Bolts of Fundraising training sessions. This document serves to supplement these trainings and provide links that staff mentioned. Throughout the document we reference the Outreach Management Tool as the OMT. We hope you find this additional information helpful as you volunteer for MIT.

FAQs – Reunion Volunteer Training

- Q1. **Does the OMT record/incorporate information from the public domain, such as someone's LinkedIn profile?**
- A1. Records in the OMT don't include information from the public domain such as LinkedIn or social media handles. It does include business information on file with MIT and contact information. If you notice a classmate's information is different on LinkedIn, share with your staff liaison, and they will request that MIT's records are updated. [Here is the link to the OMT Training recording.](#)
- Q2. **Is there a reason to defer giving to the 50th reunion class? I am on a team for our 45th reunion - or are the rules different for the 50th reunion?**
- A2. No, the rules are not different for 45th reunion gift campaigns and alumni should not be encouraged to defer giving to the 50th reunion milestone as participation is important on an annual basis. Alumni give to MIT according to their financial plans/schedule, which does not always align with the current reunion gift campaign. However, our reunion gift crediting rules allow us to count gifts in non-reunion years to underscore the importance that all gifts count.
- Q3. **What is the tuition at MIT for this year?**
- A3. Tuition, or cost of attendance, information [can be found here.](#)
- Q4. **At what threshold gift level does conversation transfer to a more experienced fundraising person?**
- A4. Typically, a threshold gift level will start at the annual giving leadership level, which is \$2,500/annually. However, if alumni are very engaged with MIT both face-to-face and virtually, they may already work with an MIT relationship manager to grow their philanthropic sights.

FAQs – The Nuts and Bolts of Fundraising

- Q1. **Will we be assigned lists of potential donors, and will we have access to giving histories? I am thinking of an "if not now, when" sort of approach. Also, at the time of our calling, will we know who has registered for one or more reunion events?**
- A1. Yes, you'll have the opportunity to either select prospects in the OMT or your staff liaison can make selections on your behalf. Once you've made your selections, you'll have access to contact info, giving history, etc. [There is a 30-minute training recording on the OMT](#) along with the other training recordings and resources your staff liaison can share. Once reunion registration opens in the spring, you will be able to see who has registered for Reunion in the OMT as well!

MIT ANNUAL GIVING

Q2. Many of my friends are from my living group, which has closed. How do I respond?

A2. Listen and let them know you will bring their feedback to your class liaison. You can always direct them to us, and we are happy to discuss with them further. In addition, MIT staff can share specific talking points around Senior House and the Institute's decision to close the dorm. Prior to Senior House, Bexley Hall was closed. Following the closure, a group of dedicated alumni came together to establish a scholarship to honor the spirit of the living group. We share this example to highlight how alumni channeled their passion for their former living group into a positive outcome.

Q3. When we are asking for a gift, is there any way to ask consideration to put MIT as part of their will?

A3. Yes, you can ask your classmates if they are interested in adding MIT to their will. Annual Giving staff can provide guidance on how to structure this conversation. We partner closely with the Office of Planned Giving and will share more information on the different types of planned gifts.

Q4. The total undergraduate tuition, if there was no financial aid, is less than one percent of the endowment. Can we raise money to zero out any student loans?

A4. The best way to lower the student loans is to continue building support for class scholarships.

Q5. After getting a pledge for an amount, is our job done? Someone else handles closing the deal of an actual payment. How does that happen?

A5. Yes, for the most part your job is done. Once you've entered the pledge information in the OMT, that information will go to your staff liaison, and we'll get the pledge entered in the system. From there, our office will send pledge payment reminders. We may ask volunteers to follow-up with a reminder toward the close of the fiscal year if there are classmates that have open pledges without a gift - since a classmate will not count in participation until the payment is made!

Q6. In past years, the contact reports disappear from OMT once the new year starts. Will the same thing happen this year, or does MITAA plan to save these reports through to the next year?

A6. The contact reports in the OMT are generally available in the OMT for a year. Staff members can access previous contact reports. The decision to store contact reports on the back end of the system was made to ensure the OMT can function in an efficient manner. Each year volunteers enter thousands of contact reports. This can clutter individual records and slow down the OMT. If you are curious to know what contact reports you entered last year, your staff liaison can access and share them with you outside of the OMT.

Q7. Is Zoom a viable tool for this campaign?

A7. Yes, Zoom is a great way to have a giving conversation, as it personalizes your outreach and builds a connection. Previous volunteers and professional fundraisers have seen success with Zoom meetings. Such as a volunteer from the 25th Reunion, they hosted a Zoom with his fraternity brothers, and it was very successful! They enjoyed catching up and hearing more about their upcoming reunion.

Q8. When speaking to alumni 40th reunion years plus out about Life Income Funds, should we pitch CRUTs?

A8. You can certainly talk about CRUTs when speaking with your classmates. Later this fall, we will have a planned giving training. More information to come!

MIT ANNUAL GIVING

- Q9. **Is there a list of directed giving options somewhere? Just how specific a gift can someone give?**
- A9. Alumni can choose to give to any fund that resonates with their MIT experience. The most common funds are listed on giving.mit.edu and the different methods of giving are found at giving.mit.edu/ways

For any volunteer who would like to learn more about soliciting gifts at the Annual Giving Leadership level, a recording of the Academy training session will be on the OMT resource page.

Links – Reunion Volunteer Training and The Nuts and Bolts of Fundraising

Staff Contacts

<https://alum.mit.edu/outreach-management-tool-staff-contacts>

Unrestricted Report

<https://annualgiving.mit.edu/unrestricted-report/>

Undergraduate Scholarship Story—Timothy Gutterman '22

<https://betterworld.mit.edu/scholarships-at-mit-timothy-gutterman-20-unites-neuroscience-and-philosophy-plus-a-little-music/>

The Cost of Attendance (MIT)

<https://sfs.mit.edu/undergraduate-students/the-cost-of-attendance/making-mit-affordable/>

Alumni Leadership Conference and MIT Volunteer Training Academy

<https://alum.mit.edu/knowledge-base-topic/volunteer-training-academy-library>

Ways to Give to MIT

<https://giving.mit.edu/ways>