# **Outreach Management Tool**

MIT Alumni Association | Quick Start Guide

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# Introduction

The Outreach Management Tool is a streamlined way for alumni volunteers to manage their fundraising and event outreach to fellow classmates and peers. If you are experiencing difficulty accessing the Outreach Management Tool, please contact your staff liaison.

#### What can you do with the Outreach Management Tool?

- ✓ **Select** prospects to contact for the current fiscal year.
- ✓ **Retrieve** prospect information including contact information and MIT involvement.
- ✓ **Record** the results of your outreach as well as any notes for future reference.
- ✓ **Track and Monitor** your personal progress of the prospects you've selected and the campaign's progress.



# **Getting Started**

#### > Login

- 1. To access the Outreach Management Tool, please log in here: <u>https://alum.mit.edu/engagement/user/home</u>. A link to the Outreach Management Tool can also be found on the <u>Volunteer Knowledge Base</u>.
- 2. To log in, please use your Infinite Connection Username and Password.

Login You are currently not logged in. Please login or create an acco	unt to continue
Tou are currently not logged in theuse login of create an acco	un to commut.
Username *	Alternate Login Options
	f Login with Facebook
Password *	Sector Contract Contr
	g Login with Google
Forgot your username or password?	
Login	

#### Privacy Policy

The information you will have access to view within the Outreach Management Tool is confidential. You will be required to agree to an electronic privacy policy to gain access to the Outreach Management Tool.

#### > Finding a Campaign

To find a campaign, click on "My Campaigns" within the navigation.



A list of campaigns that you have been assigned to will appear on the "My Campaigns" page. Click on "My Dashboard" to go to your dashboard page for this campaign.



My Camp	aigns		
Group Name	Campaign Name		Active
MIT Class of 1996	Demo Campaign	My Dashboard	٢



### **Prospect Selection**

Prospect Selection is used to find and select prospects you want to contact.

MIT				Alumni Directory	Hello, Tim My Account -	Plif
ALUMNI	MY CAMPAIGNS	RESOURCES	HELP Give Now	)		
	My Dashboard	Prospect Selection		Reports 🔻 Settings		

For those serving in both fundraising and outreach roles, you will have the flexibility to choose a prospect for fundraising, outreach, or both.

Name	Location	Overall Giving Behavior 🕯	Likely to Register	Engagement Level	Assignments
PMT Test \$ Not Contacted ≰ Not Contacted	New York, NY	Current Donor	****	🚖 습 습 습 습	Assign Both Assign \$
					Assign 📢

Filters can be used to help you narrow down your search to select prospects to add to your list.

Fundraising Filters	Outreach Filters		
Not Assigned	Not Assigned	More filters	For more filter options, click
Non-Donor	Not Registered		on the "More Filters" button.
Open Pledge	Lives in New England	Clear All Filters	
LYBUNTS	Priority		
Priority			
			MIT
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**MIT Alumni Association** 

#### Example: Fundraising Volunteer

Fundraising Filters	
Not Assigned	More fliters
Non-Donor	
Open Pledge	Clear All Filters
LYBUNTS	
Priority	

#### See "More filters" for <u>Fundraising</u>.

#### Example: Outreach Volunteer

Outreach Filters	
Not Assigned	More filters
Not Registered	Clear All Filters
Lives in New England	
Priority	

See "More filters" for <u>Outreach</u>. The "Likely to Register" filter will return the star <u>"Rating"</u> (5,4, 3, 2, and 1) selected.

#### Fundraising & Outreach Volunteer

See "More filters" for *Fundraising & Outreach*.

Fundraising Filters	Outreach Filters	
Not Assigned	Not Assigned	More filters
Non-Donor	Not Registered	
Open Pledge	Lives in New England	Clear All Filters
LYBUNTS	Priority	
Priority		



To help in your selection process, click the prospect's name to view preview details. You will be able to see more details, including biographic and contact information and giving or attendance history based on your role, once you have added this prospect to your list.

Name	Location	Overall Giving Behavior 🚯		
PMT Test	Cary, NC	Never	Assign Bot	h Assign \$ Assign <b>≰</b> \$
Not Contacted			Prospect Preview	for: PMT Test
PMT Test1	New York, NY	Current Donor	MIT Information	
\$ Donated	New TOTK, NT	Current Donor	tass tear	
Not Contacted			Course Info	
			ांच 1 - CMI 8	Env Eng (Bachelor Of Science)
PMT Test2 \$ Donated	Boston, MA	Current Donor	Living Group	
Not Contacted			🛎 Baker Ho	ouse
			Student Activities	
				hop aduate Practice Opportunities Pgm
			Intramural Sports	acuate Practice Opportunities Figm
			None	
			Varsity Sports	
			None	
			Reunion Attendan	CP Attended
			Year 2001 - 5th	No
			2006 - 10th	No
			2011 - 15th	No
			2016 - 20th	No

Once you make a prospect selection, you will need to reach out to your staff liaison if you need to have this person removed from your prospect list.



# My Dashboard

#### Personal Progress

In the navigation, click on "My Dashboard" to track your progress based on your volunteer role of fundraising, outreach, or fundraising & outreach.

#### Example: Fundraising Volunteer

Personal Progress		
Fundraising Selected Prospects	Fundraising Contacted Prospects	Donors
5	5	0
Dollars Raised	Dollars Pledged	Reunion Dollars Pledged
\$0.00	\$0.00	\$0

#### Example: Outreach Volunteer

Outreach Contacted Prospects	Registered Prospects
3	0
	Outreach Contacted Prospects 3

#### Example: Fundraising & Outreach Volunteer

Fundraising & Outreach Volunteers will see all information within "Personal Progress." If a prospect is an outreach and fundraising prospect, they will be counted in each fundraising and outreach section.

Personal Progress		
Outreach Selected Prospects	Outreach Contacted Prospects	Registered Prospects
2	0	0
Fundraising Selected Prospects	Fundraising Contacted Prospects	Donors
1	1	1
Dollars Raised	Dollars Pledged	Reunion Dollars Pledged
\$100.00	\$0.00	\$0



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#### > Campaign Goals

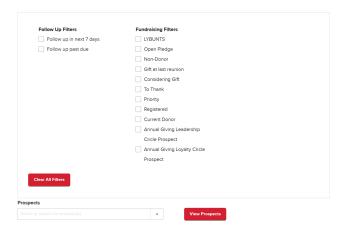
Monitor the progress of your class/group towards the overall campaign goals. The date of when these goals were last updated will be shown.

MIT Class of 1996 Goals (	Last updated on: 7/21/2020)	
Dollars Raised		\$0 / \$100,000 (0%)
Donors		0 / 200 (0%)
Participation		13% / 25%
1861 Circle Donors		0 / 900 (0%)
WBRS Donors		0 / 900 (0%)
Outreach Selected Prospects		2 / 50 (4%)
Registered Prospects		0 / 200 (0%)

#### > My Prospects

The prospects you've selected will appear at the bottom of the "My Dashboard" page. You have filters above your prospect list to help you manage your list of prospects. Fundraising volunteers will see the Fundraising Filters, outreach volunteers will see the Outreach Filters, and Fundraising & Outreach will see both filters.

#### Example: Fundraising Volunteer





#### Example: Outreach Volunteer

Follow Up Filters	Outreach Filters
Follow up in next 7 days	Not Registered
Follow up past due	Intends to Register
	Registered
	Lives in New England
	Priority
Clear All Filters	
Prospects	

#### Example: Fundraising & Outreach Volunteer

Follow Up Filters	Fundraising Filters	Outreach Filters
Follow up in next 7 days		Not Registered
Follow up past due	Open Pledge	Intends to Register
	Non-Donor	Registered
	Gift at last reunion	Lives in New England
	Considering Gift	Priority
	To Thank	
	Priority	
	Registered	
	Current Donor	
	Annual Giving Leadership	
	Circle Prospect	
	Annual Giving Loyalty Circle	
	Prospect	
Clear All Filters		
Prospects		
	▼ View Prospec	cts

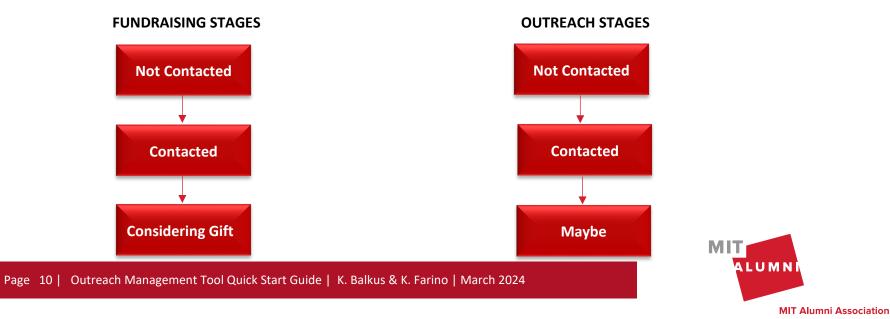


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You can view key pieces of information in the prospects table to help you prioritize your outreach. You can sort the table by clicking on any of the column headers.

Name	My Last Contact	Follow Up Date	Overall Giving Behavior 🚯	Likely to Register	
PMT Test3 \$ Donated	9/24/2019	9/30/2019	Current Donor	****	
Not Contacted	Fundraising a	and Outreac		ort, Email, or Ca	ll/Text button
PMT Test6	- 0	iges	Current Donor	★★☆☆☆	□ 🖂 🦻

- Name Click on the prospect's name to view more details about this prospect.
- **Stages** Track your progress towards our fundraising and/or outreach goals. Stages appear under the prospect's name. You will receive an email notification when your prospect reaches the goal stage of Donated or Registered.





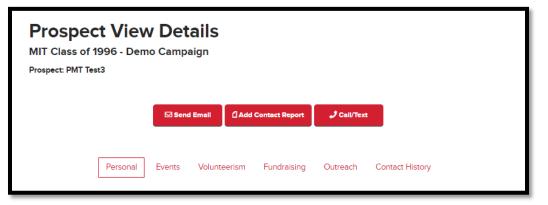
- My Last Contact the last contact report that you submitted for this prospect.
- Follow Up Date the date you set on the last contact report as a reminder as to when you should reach back out to this prospect.
- **Overall Giving Behavior** is noted for fundraising volunteers ONLY.
  - This information is based on fiscal year giving.
- Likely to Register available to Alumni Association reunion outreach volunteers ONLY.
  - This will be uploaded at the beginning of the fiscal year and will remain static throughout the campaign.
  - Likely to Register: As an example, alumni with a five-star rating are predicted to have the highest likelihood of attending their reunion while alumni with a one-star rating are predicted to have the lowest likelihood of attending their reunion.
  - Engagement Level: Noted for Sloan reunion and non-reunion outreach campaigns. For example, a five-star rating would indicate a highly engaged alum.
- Engagement Level
  - o A five-star rating to indicate the overall engagement for this alum.
  - As an example, alumni with a five-star rating are highly engaged alumni and alumni with a one-star rating have low engagement.
- Action buttons use these buttons to add a contact report, send an email or call/text the prospect.
  - The "Send Email" button will be grayed out if there is no available email address on the record.
  - The "Call/Text" button will be grayed out if there is no phone number available on the record.

### **Prospect View Details**

From your dashboard, when you click on a prospect's name, you will have access to additional information including biographic and contact information and giving or attendance history based on your role. You will also be able to track your outreach.

- Personal this will include home information, business information, and MIT information.
- Events this will include the past 5 events the prospect has attended and their past reunion attendance, if a reunion campaign.
- Volunteerism all current volunteer activities as well as the last five past volunteer activities.

> Fundraising (appears ONLY for fundraising



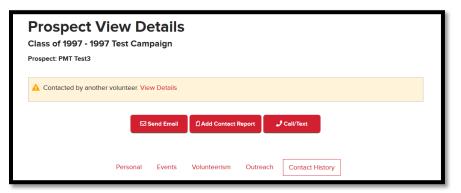
volunteers) – this will show current stage, overall giving behavior, fundraising strategy, reunion gift credit, open pledges, and gift history.

- Giving details will show the current fiscal year giving and the last five fiscal years of giving.
- Reunion gift credit information will appear if this is a reunion campaign.
- The giving history graph will include the current fiscal year and the past five fiscal years.
- If the prospect has an open pledge, single-year and multi-year pledge details will be shown.
- The Fundraising Strategy box will include information from your staff liaison to guide you when soliciting your prospect. A "Suggested Ask Amount" that was set by your staff liaison will also be included. For Sloan campaigns, the "Suggested Ask Amount" may not be included.
- Outreach (appears ONLY for outreach volunteers) It will include the "Likely to register" score as well as an outreach strategy created by your staff liaison on how best to encourage this prospect to register for the event.
- > **Contact History** this will track the history of your contact with a prospect.
  - The contact reports that you've filed for a prospect will appear by default.
  - You and your staff liaison will be able to view emails sent through the Outreach Management Tool, notes, and secured pledges (fundraising only) in this area.
  - It will show the total times you've contacted this prospect as well as the days since you last contacted this prospect.
  - When you click on the "View All" option, this will show all contact reports filed by all volunteers for this prospect within this campaign.



	Personal	Events	Volunteerism	Fundraising	Outreach	Contact History		٦.		
View All										
Contact Histor	ry					<b>1</b> Times Contacted	<b>O</b> Days Since Last Contact			
	Date 9/24/2019	Purpos \$ Solic		Outcome \$ Left / Sent Mes		<b>uthor</b> m Beaver			View Contact Report N	otes
									View Email	

• An alert message will appear at the top of this page when a prospect has last been contacted by another volunteer in any campaign. Click the "View Details" link to see the last contact report entered for this prospect.



- Registered will appear if a prospect registered for the campaign-related event.
- **\$ Donated** will appear if a prospect gave a campaign-related gift during the current fiscal year.



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### **Contact Report**

#### > Filing a Contact Report

On "My Dashboard" you will see the option to file a contact report in the action buttons. Please file a contact report after every contact attempt with your prospects. This will help you effectively manage your prospect list, set follow-up dates, and help inform your staff liaison. If you are a Fundraising & Outreach Volunteer, you'll have the option to select the "Type" of contact report that is being filled out.

- The "Contact Report Notes" field is used to add additional information about your contact with this prospect. These notes will only be viewable by you and your staff liaison through the Outreach Management Tool under "Contact History". This is an optional field.
- The "Follow Up On" field is where you can set a reminder for yourself on when you want to follow up with this prospect. On the follow up date, you will receive a notification email reminding you to come back to the Outreach Management Tool to follow up with this person. This is an optional field.
- The "Type" will only be shown to those who are both Fundraising & Outreach Volunteers. You will have the option to select the contact that's needed for fundraising and/or outreach.
- Use the 'Additional Notes' Outcome to add additional information about a prospect without changing the prospect's current stage.



Name	My Last Contact Follow	Up Date Overall Giving Behavior () Recent SYBUNT	Likely to Register Current Donor: prospect made a gift this fiscal year. LVBUNT: prospect made a gift last fiscal year. Recent SYBUNT: prospect made a gift in the last two to five fiscal years. SYBUNT: prospect made a gift in the last six or more fiscal years. Never: prospect has never made a gift.	Contact Report MIT Class of 1996 - Demo Campaign Prospect: PMT Test3 Fields marked with ' are required.	
	⊠ 8/14/2019	SYBUNT Contact Repo	ort button	Contact Method *	Type * Both +
and the second second	<b>2</b> /10/2020	Current Donor		Fundralsing Purpose	Outreach Purpose
and the second s	<b>21</b> 2/10/2020	Never	2222 a a a	Fundralsing Outcome	Outreach Outcome
-	<b>41</b> 2/10/2020	LYBUNT		Contact report Notes	
				4000 characters remaining	Cancel Preview Submit

Securing a Pledge (Fundraising ONLY)

"Pledge Details" will only appear when the "Pledge Secured" option is selected for the "Fundraising Outcome" field.



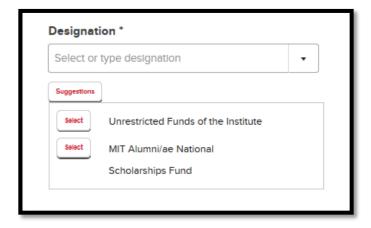
Contact Report MIT Class of 1996 - Demo Campaign		
Prospect: PMT Test3 Fields marked with * are required.		
Contact Method *		Type *
	•	Both -
Fundraising Purpose		Outreach Purpose
	-	
Fundralsing Outcome	*	Outreach Outcome
Bad Contact Information		Follow Up On
Considering Gift		MM/DD/YYYY
Declined		
Pledge Ecowed Thanked for Gift		
4000 characters remaining	11	
		Cancel Preview Submit

You will have the option to select a Single-Year or Multi-Year pledge. Single-Year pledges will be paid before June of this fiscal year. Multi-Year pledges can be paid over 2-5 years. In order for the full pledge to count towards the Reunion Gift, a payment must be made before June of this fiscal year.

designation	-	January 👻	2019 -

In the "Designation" field, start typing into the box to find a "Designation." The "Suggestions" button will have specific funds that have been provided by your staff liaison.





Please select when the pledge will be due. For a Multi-Year pledge, prospects will receive a pledge payment reminder annually reflecting this date.

Pledge Details			×	If you need to delete a pledge, use the "	
Pledge Type *	Designation *	Due Month	Due Year	the top right to remove the pledge deta	ils.
Single-Year Pledge 🔹	Select or type designation	January -	2020 🗸	Pledge due date (month/year)	
Amount Due on 1/2020 \$ 0					
Add Another Pledge	If a prospect would like to make designations, you can add anothe	-	ıltiple		

After submitting the contact report with the pledge details, your staff liaison will be notified and the information will take 2-3 business days to have the pledge added to the prospect's record.

The "Pledge Details" you've submitted will appear in the "Contact History" tab. Click on the icon to view more details.



		Send Emell	dd Contact Report	lext					
	Personal	Events Volunteerism	Fundraising Outreach	Contact History					
View All									
Contact Hist	tory			227 Times Contacted	26 Days Since Last Contact				
	Dete	Purpose		luthor		Clinter		1-7	
±1	9/5/2019	\$ Solicitation	\$ Pledge Secured	Tim Beaver			o view "Pledge Detail nation.	IS	
	9/4/2019	\$ Solicitation	Pledge Details	To farme	-				
			Type Desi	gnation			Amount	DueDate	
			1 Year Class	s of 1997 Scholarship	o Fund (3387870)		\$5.00	Jan. 2020	

# Send Email

On "My Dashboard," you will see the option to send an email in the action buttons.

- You will have the option to choose a template that you have created or your staff liaison has created or you can write your own email.
- Email templates include tokens which will populate data for an email recipient. For example: prospect name, volunteer name, etc. You can preview the email to see how these tokens will be used. <u>Please refer to the Appendix for a full list of tokens.</u>
- To paste text into the email editor, use **Ctrl+Shift+V** or **Cmd+Shift+V** on Mac.
- If you would like to save this email as a template, check the box and name your email template.



- Send your email to multiple recipients by selecting up to 9 of your prospects from the 'Add more recipients' option.
- A contact report will automatically be filed when you send an email. The contact report purpose will populate based on the template selected or choose the purpose if creating your own email. Additional notes and a follow-up reminder date can be added.
- On the "Contact History" tab, you'll be able to access a copy of the email that you sent to your prospect.

ame	My Last Conta				<ol> <li>Likely to Register</li> </ol>		
MT Test3	9/24/2019	9/30/2019	Cu	rrent Donor	****		
Donated							"Send Email" b
Not Contacted							
			_				4
Email				MIT Class of 1996 - I	Demo Campaign		
MIT Class of 1996 - Demo Campaign				Prospect: PMT Test3			
Prospect: PMT Test3							
Fields marked with ' are required.							
Pielos markeo with " are required.							
то	۵	dd more recipients		Purpose: \$	Solicitation	Reminder:	
"PMT Test3" <mitalum@mit.edu></mitalum@mit.edu>		Select or search for prospect(s)	•			Notes:	
PMT lests <mtolumemicedu></mtolumemicedu>		lect a template first before choosing any prospects.	•				
cc	Fi	undraising Purpose					
name@email.com			*	From:	"Tim Beaver" <alumtesti@alum.mit.edu></alumtesti@alum.mit.edu>		
				To:	"PMT Test3" <mitalum@mit.edu></mitalum@mit.edu>		
BCC	C	ontact Report Notes		CC:			
"Tim Beaver" <alumtesti@alum.mit.edu></alumtesti@alum.mit.edu>				BCC:	"Tim Beaver" <alumtesti@alum.mit.edu></alumtesti@alum.mit.edu>		
Template				Subject:	Reunion Email		
Reunton Email	x .						
Subject *				Message:	Dear PMT,		
Reunion Email					Our reunion is right around the corner I hope	you are able to make it to campus this June. I'm	
			1			for our reunion campaign this year. I am trying to	
$\begin{array}{c c c c c c c c c c c c c c c c c c c $		000 characters remaining				d I am hoping I can count on you to Join me at our	
					reunion celebration in June. Register for reunio	ons by May 15.	
Dear \$PROSPECT_FIRST_NAME,	Ê Fo	ollow Up On					
	N N				Sincerely,		
Our reunion is right around the corner, I hope you					Tim		
make it to campus this June. I'm not sure if you are					Im		
am a volunteer for our reunion campaign this year. help our class reach our registration goals, and I a							
count on you to join me at our reunion celebration						Cancel Edit Send Email	
	*						



# Call/Text

On "My Dashboard," you will see the option to call/text in the action buttons. When you click on the call/text button, a pop-up window will appear with all of the phone numbers on file for this prospect. You can then choose which number you'd like to use to call/text. Don't forget to file a contact report after you contact this prospect!

Name	My Last Contact	Follow Up Date	Overall Giving Behavior 🕄	Likely to Register	
PMT Test3 \$ Donated ≰Not Contacted	Ø 9/24/2019	9/30/2019	Current Donor	****	

# **Create Email Template**

In the navigation, click on "My Campaigns" to access Email Templates. Templates are available for all of your campaigns. For example, if you are in two campaigns, you can create one template to use in both campaigns.

MIT		_	Hello, Tim Alumni Directory My Account 👻 🎼
ALUMNÍ	MY CAMPAIGNS R	SOURCES HELP Give Now	
My Dashboard	I Prospect Selection	Batch Contact Report Reports 🔻 Can	npaign Dashboard
Welcor	ne, Tim!		
	91 - 1991 Test Campa	aign	
Volunteer: Tim E			
Personal Progre	***		
Fundraising S	Selected Prospects	Fundraising Contacted Prospects	Donors
	5	5	2
0	Dollars	Pledged	Outreach Selected Prospects
\$4	4,500	\$0	0
Outreach Co	entacted Prospects	Registered	
	0	0	



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Click on "Create Email Template" to create a new email template.

						Alumni Directory	Hello, Tim My Account -	Plif
	ALUMNI	MY CAMPAIGNS	RESOURCES	HELP	Give Now			
	Email Templates	<u>s</u> <b>*</b>						
	My Email Templ	lates						
ſ	Create Email Template	igns						
1	16 campaign(s) fo	und. Displaying page 1	l of 1.					
	<u>Group</u>	<u>Campaig</u>	<u>In</u>					
	Class of 1991	1991 Test	Campaign		My Dashboard	Campaign Dasht	board	
	Class of 1993	1993 Test	Campaign		My Dashboard	Campaign Dasht	board	



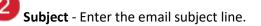
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Email Template Name *		Fundra	ielna				
Solicitation Email	3	Fundr	-	all Temp	late		
Subject *		Fundrals	-				
Our MIT Reunion!	4	Solicitatio	n				
		Outrea	ch				
	5	Outrea	ach Email	Template	•		
		Outreach	Purpose				
Email Tokens - O	0 <i>K</i> A <sub>1</sub> ∂ <sup>9</sup> ,		3 8	1		Ξ.,	
Dear \$PROSPECT_FIRST_NAME,							
Our \$REUNION_ORDINAL reunion is right \$REUNION_START_DATE - \$REUNION_E		nope to see	уой баск	on camp	ous		
				_			1
As a member of the Reunion Gift Committ help our class reach our participation goa	-						
neip our class reach our paracipation goa					× •		

\*We recommend email content is created within the email editor or copy and paste text from a plain text editor, like Notepad. Copying and pasting text from Word will cause issues when sending the email.

**Email Template Name** -Enter the name of the template to easily find to use when needed.



**Fundraising Email Template** – If an email is for fundraising, select this box to choose from the "Fundraising Purpose" options.

**Fundraising Purpose** - Choose fundraising purpose.

**Outreach Email Template** – If an email is for event outreach, select this box to choose from the "Outreach Purpose" options.

**Outreach Purpose** – Choose outreach purpose.

**Email Tokens** – Use the drop-down menu to insert email tokens.

**Save** – Click on the "Save" button when email text is complete.



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The email templ	ate has been created.			
NAME	Solicitation Email	FUN	DRAISING PURPOSE	Solicitation
SUBJECT	Our MIT Reunion!			
Dear \$PROS	PECT_FIRST_NAME			
	ON_ORDINAL reunion is right a		pe to see you back on ca	ampus
\$REUNION_	_START_DATE - \$REUNION_I	END_DATE		
As a member	of the Reunion Gift Committee, I a	am reaching out to heip bu	id support for our Reunic	on Gift Campaign and to
	reach our participation goal. A gi	ift of any size to any fund at	MIT counts towards our	campaign, and I hope I can
help our class count on you		ift of any size to any fund at	MIT counts towards our	campaign, and I hope I can
count on you	to Join me!			
count on you		g part of my decision to giv	e back to the institute is	because of the amazing
I support MIT	to Join me! for a number of reasons, and a bi	g part of my decision to giv art, curious, energetic, and f	e back to the institute is hey are going to tackle s	because of the amazing
count on you I support MIT students that problems. I be	to Join me! for a number of reasons, and a bi are there right now. They are sma lileve my support will enhance the	g part of my decision to giv art, curious, energetic, and f eir time at MIT, and I know y	e back to the institute is hey are going to tackle s yours will too.	because of the amazing some of the world's biggest
Count on you I support MIT students that problems. I be Can I put you	to join me! for a number of reasons, and a bi are there right now. They are sma	g part of my decision to giv art, curious, energetic, and f eir time at MIT, and I know y NG_AMOUNT to the \$C	e back to the institute is hey are going to tackle s yours will too. AMPAIGN_FUND_NAI	because of the amazing some of the world's biggest ME ? If that isn't quite right,
Count on you I support MIT students that problems. I be Can I put you	to Join me! for a number of reasons, and a bi are there right now. They are sma elleve my support will enhance the down for a gift of <b>\$FUNDRAISI</b> know how much you intend to gi	g part of my decision to giv art, curious, energetic, and f eir time at MIT, and I know y NG_AMOUNT to the \$C	e back to the institute is hey are going to tackle s yours will too. AMPAIGN_FUND_NAI	because of the amazing some of the world's biggest ME ? If that isn't quite right,
Count on you I support MIT students that problems. I be Can I put you please let me recorded right	to Join me! for a number of reasons, and a bi are there right now. They are sma elleve my support will enhance the down for a gift of <b>\$FUNDRAISI</b> know how much you intend to gi	g part of my decision to giv art, curious, energetic, and f eir time at MIT, and I know y NG_AMOUNT to the \$C ve, and to what fund you w	e back to the institute is hey are going to tackle s yours will too. AMPAIGN_FUND_NAI	because of the amazing some of the world's biggest ME ? If that isn't quite right,
count on you I support MIT students that problems. I be Can I put you please let me recorded right Thank you for	to Joln me! for a number of reasons, and a bi are there right now. They are sma elleve my support will enhance the down for a gift of <b>\$FUNDRAISI</b> know how much you intend to gift away.	g part of my decision to giv art, curious, energetic, and f eir time at MIT, and I know y NG_AMOUNT to the \$C ve, and to what fund you w	e back to the institute is hey are going to tackle s yours will too. AMPAIGN_FUND_NAI	because of the amazing some of the world's biggest ME ? If that isn't quite right,
count on you I support MIT students that problems. I be Can I put you please let me recorded right Thank you for I hope to hear	to Joln me! for a number of reasons, and a bl are there right now. They are sma elleve my support will enhance the down for a gift of <b>\$FUNDRAISI</b> know how much you intend to gi t away. your support of MIT and our clas	g part of my decision to giv art, curious, energetic, and f eir time at MIT, and I know y NG_AMOUNT to the \$C ve, and to what fund you w	e back to the institute is hey are going to tackle s yours will too. AMPAIGN_FUND_NAI	because of the amazing some of the world's biggest ME ? If that isn't quite right,
count on you I support MIT students that problems. I be Can I put you please let me recorded righ Thank you for I hope to hear	to join me! for a number of reasons, and a bi are there right now. They are sma elleve my support will enhance the down for a gift of <b>\$FUNDRAISI</b> know how much you intend to gift t away. your support of MIT and our class from you soon,	g part of my decision to giv art, curious, energetic, and f eir time at MIT, and I know y NG_AMOUNT to the \$C ve, and to what fund you w	e back to the institute is hey are going to tackle s yours will too. AMPAIGN_FUND_NAI	because of the amazing some of the world's biggest ME ? If that isn't quite right,

When the template has been saved, a green confirmation message will appear.

Click on "All Email Templates" button to view all your email templates.

Click on the "Update Email Template" button to update template.



MIT Alumni Association

# Delete Email Template

In the navigation, click on "My Campaigns" to access your Email Templates.

MIT		Alumni Directory	Hello, Tim My Account -
ALUMNI MY CAMPAIGNS	RESOURCES HELP	lve Now	
My Dashboard Prospect Selection	n Batch Contact Report Repo	rts ▼ Campaign Dashboard	
Welcome, Tim!			
Class of 1991 - 1991 Test Car	mpaign		
Volunteer: Tim Beaver			
Personal Progress			
Fundraising Selected Prospects	Fundraising Contacted	Prospects Do	phors
5	5		2
Dollars	Pledged	Outreach Sele	ected Prospects
\$4,500	\$0		0
Outreach Contacted Prospects	Registered		
0	0		



MIT					Alumni Directory	Hello, Tim My Account 🔻	Pliī
ALUMNI	MY CAMPAIGNS	RESOURCES	HELP	Give Now			
Email Template	<u>s</u> •						
My Email Temp	lates	_					
Create Email Template	igns						
16 campaign(s) fo	und. Displaying page 1	of 1.					
<u>Group</u> ↓	<u>Campaig</u>	<u>n</u>					
Class of 1991	1991 Test	Campaign		My Dashboard	Campaign Dashb	oard	
Class of 1993	1993 Test	Campaign		My Dashboard	Campaign Dashb	oard	



-	<b>Ema</b>	il Template	S	
	ID	Name	Subject	
\$	104	Reunion ask	Reunion weekend is almost here	Click "Delete Email Template
\$	6165	Reunion ask	Reunion weekend is almost here	button
\$	6315	Solicitation Email	Our MIT Reunion!	

Reunton ask	Reunion weekend is almost here	
	Delete Email Template	
ei. Ol	Are you sure you want to delete the <b>Reunion ask</b> email template?	
	Cencel Delete	Click "Delete" button.



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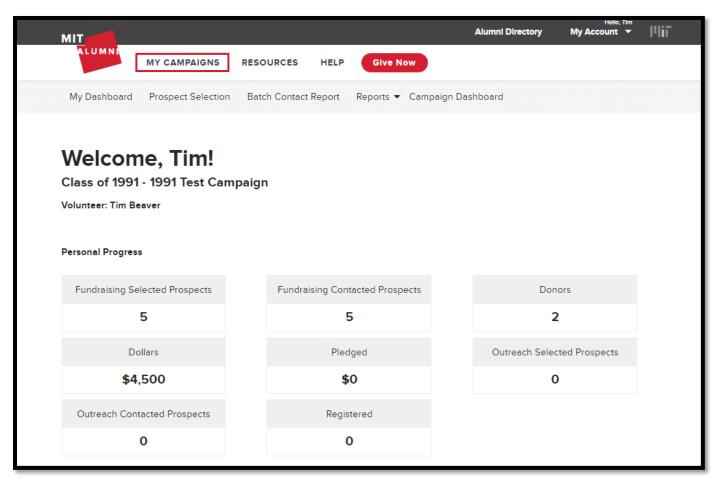
#### **My Email Templates** When the template has been deleted, a green confirmation The email template has been deleted. message will appear. 3 email template(s) found. ID Name Subject 10 Ø \$ 104 Reunion ask Reunion weekend is almost here \$ 10 10 6165 Reunion ask Reunion weekend is almost here \$ 10 10 6315 Solicitation Email Our MIT Reunion!



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# **Clone Email Template**

In the navigation, click on "My Campaigns" to access your Email Templates.





міт					Alumni Directory	Hello, Tim My Account 🔻	Pliī
ALUMNI	MY CAMPAIGNS	RESOURCES	HELP	Give Now			
Email Template	<u>95</u> ▼						
My Email Temp	olates ┥	-					
Create Email Template	igns						
16 campaign(s) fo	ound. Displaying page '	l of 1.					
<u>Group</u> ]	<u>Campaig</u>	<u>In</u>					
Class of 1991	1991 Test	Campaign		My Dashboard	Campaign Dashb	oard	
Class of 1993	1993 Test	Campaign		My Dashboard	Campaign Dashb	oard	



-	<b>Ema</b>	il Template	S	
	ID	Name	Subject	
\$	104	Reunion ask	Reunion weekend is almost here	Click "Clone Email
\$	6165	Reunion ask	Reunion weekend is almost here	Template" button
\$	6315	Solicitation Email	Our MIT Reunion!	

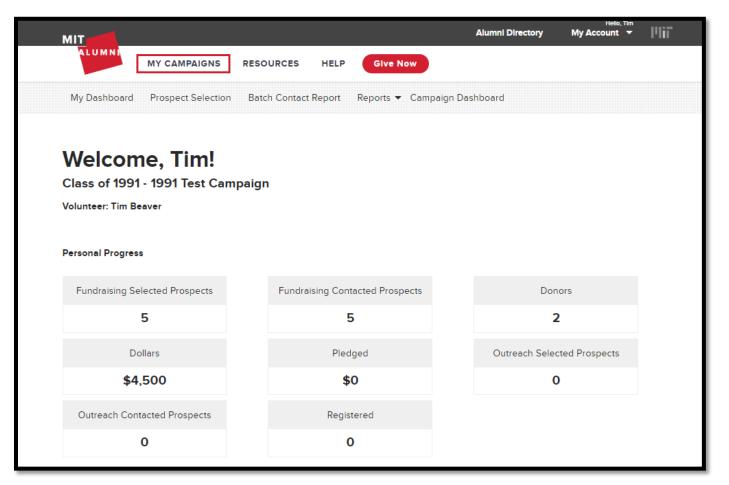


Update Email Template	When the template has been		
The email template has been cloned. Please use this form to update the <i>Reunion ask</i> email template. Field	 cloned, a green confirmation message will appear.		
Email Template Name * Reunion ask Subject * Reunion weekend is almost here	Fundraising Fundraising Email Template Fundraising Purpose Solicitation	•	
	Outreach Outreach Email Template Outreach Purpose	•	



# Update Email Template

In the navigation, click on "My Campaigns" to access your Email Templates.





MIT					Alumni Directory	Hello, Tim My Account 🔻	Pliī
ALUMNI	MY CAMPAIGNS	RESOURCES	HELP	Give Now			
Email Template	<u>≥s</u> ▼						
My Email Temp	lates 🖣	_					
Create Email Template	igns						
16 campaign(s) fo	ound. Displaying page 1	of 1.					
<u>Group</u> ↓	<u>Campaig</u>	n					
Class of 1991	1991 Test	Campaign		My Dashboard	Campaign Dashb	oard	
Class of 1993	1993 Test	Campaign		My Dashboard	Campaign Dashb	oard	



_	<b>Ema</b>	il Template	S	
	ID	Name	Subject	
\$	104	Reunion ask	Reunion weekend is almost here	Click "Upda Emai
\$	6165	Reunion ask	Reunion weekend is almost here	Templa butto
\$	6315	Solicitation Email	Our MIT Reunion!	



Email Template Name *			Fundr	alsing							- 1		
Reunion ask			<ul> <li>Func</li> </ul>	iralsing E	mall Ter	nplat	e				- 1		
Subject *			Fundrals	ing Purp	ose						. 1		
Reunion weekend is almost here			Solicitati	on						•	- 1		
											- 1		
			Outrea								- 1		
				each Ema h Purpose		ate					- 1		
			outreac	reapos	-					-	- 1		
											_		
Email Tokens - O • - 1, B / 0	R A,	°, 🗉	E		1	:	-	ī.		8			
	R A <sub>e</sub>	°, 🖂	E		1	н	-	L		8			
HI \$PROSPECT_NAME,									up with vo				
									up with yo				
HI \$PROSPECT_NAME, Reunion weekend is just around the corner! I not									up with yo				
HI \$PROSPECT_NAME, Reunion weekend is just around the corner! I not									up with yo				
HI \$PROSPECT_NAME, Reunion weekend is just around the corner! I not									up with ye				



	Email Template			When the template has beer saved, a green
NAME	Reunion esk Reunion weekend is almost here	FUNDRAISING PURPOSE	Solicitation	confirmation message will appear.
Reunion we	PECT_NAME, sekend is just around the corner! I noticed that her classmates.	you've registered, and I am looking forward to ca	tching up with you	
		All Email Templates	Update Email Template	

### **Batch Contact Reports**

To file the same contact report for multiple prospects at once, use the "Batch Contact Reports" feature found in the top navigation. For instance, if you send a group message using social media you can file a contact report for all of those individuals at once. For fundraisers only, you will not be able to file a secured pledge outcome using this feature. Please go to the individual prospect's record to do this.

MIT					Alumni Di	rectory M	Account v
ALUMNI	ADMIN DASHBOARD	VOLUNTEER D	ASHBOARD	RESOUR	CES HELP	Give Now	
	All Campaigns Cla	issmate Selection	Batch Conte	ct Report	Reports 👻		
Batch Con	tact Report						
Contact Method	1						
Email		•					
Fundraising Pur	rpose						
		•					
Fundraising Ou	tcome						
		•					
Notes			Foll	ow Up On			
			MN				Ċ.
			Cla	smates			
							•
4000 characters ren	maining		8				
4000 cherecters rer	neining		, L	Cancel	Previ		Submit



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# **Batch Email**

To send the same email to multiple prospects at once, use the 'Batch Email' button found at the bottom of the Volunteer Dashboard page. Select up to 11 recipients by checking the box next to the prospect's name.

First Prev	vious	Page 1 of	2 / Go to page: 1 · 2			Next > Last >>
Ø	PMT Test5 ≰ Contacted	☑ 2/29/2024	Never	*****	☆☆☆☆☆	
Ø	PMT Test3 \$ Pledge Secured ≰ Registered	₩ 2/29/2024	Recent SYBUNT	*****	☆ ☆ ☆ ☆ ☆	
	PMT Test1 \$ Pledge Secured ≰ Contacted	☑ 2/29/2024	Recent SYBUNT	★★☆☆☆	☆ ☆ ☆ ☆ ☆	۵ ۲

Batch Email

You will be sending up to 11 individual emails. We recommend previewing the emails prior to sending to ensure the token data is populating as expected. On the email preview page, click the arrows on the right and left side to view each email. If any changes are needed, click the Edit button to return to the previous screen. Click the Send Email button to send the email to your selected prospects.



Subject:	Thank you for participating in the MIT 24-Hou	r Challenge!		
Message:	Hi PMT ,			
<	Thank you so much for supporting the sixth M March 10.	IIT 24-Hour Challen	ge on	>
	It was the participation of individuals, like you MIT students, faculty, and staff meet the world made it a big success. 7,927 people made a g one of them!	l's greatest challeng	jes—that	
	This would not have been possible without yo thousands of other alumni, students, parents, for showing up for the MIT community!			
	Cheers, Tim Beaver			
				1 of 3
		Cancel	Edit	Send Email

On the email confirmation page, all the emails sent will be displayed. If any emails did not send, the prospects will be listed at the top of the page with the reason why the email did not send to the prospect.

These outreach prosect(s) will not receive fundraising related email:

٠	PMT	Test5
---	-----	-------

Purpose:	\$
	Thank You

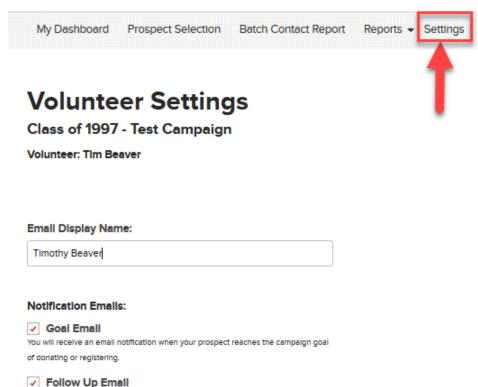


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**MIT Alumni Association** 

### Settings

On the "Settings" page, volunteers can manage their Email Display Name that appears on emails sent from the OMT. Volunteers can also optin/out of the email notifications sent from the OMT. These settings are managed at the campaign level.



You will receive an email notification on the follow up date entered on your prospect's contact report.



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# Reporting

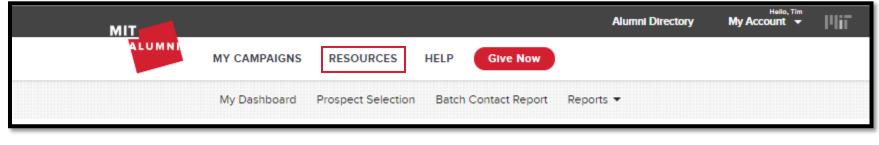
To view your detailed progress, go to the "Reports" section. You will see a listing of all of your prospects that you have selected, their progress to date, current stage, and your last contact with this individual. You can also download this report. Please refer to the privacy policy for data confidentiality guidelines.

	<b>/olunteer Fundraising Report</b> Class of 1991 - 1991 Test Campaign													
Volunteer:	Tim Beaver													
5 prospect	(s) found. Di	splaying page	+ 1 of 1.											
Download														
First Name	<u>Last</u> <u>Name</u> ↓	Current Stage	Last Gift Date	Donated Amount	Pledged Amount	Reunion Gift Credit	Giving Behavior	Current WBRS	Current 1861	Last Report Date				
		Declined												
			Vo	lunte	er C	Dutr	each	Rei	port					
		Donated		of 1991										
		Donated	Volunt	eer: Tim B	eaver									
		Pledge Secured	0 pros	pect(s) four	nd.									
		Contacted												
4	-	_	First Name	<u>Last</u> e <u>Name</u> ↓	Curr <u>:</u> Stag	je R	ast Report Date	Last Co Methoo		Last Outre Purpose	ach	Last Outreach Outcome	Last Contact Notes	Total Contact Reports



### Resources

On the "Resources" page, you will find links to training materials relevant to your volunteer role. This includes volunteer guides, training videos, and information about giving to MIT.



# Help

On the "Help" page, you will find contact information for your staff liaison. Please reach out to your staff liaison with any questions.

МІТ				Alumni Directory	Hello, Tim My Account 👻	Phi
ALUMNI	MY CAMPAIGNS	RESOURCES	HELP Give Now			
	My Dashboard	Prospect Selection	Batch Contact Report	Reports 💌		



# Appendix

Email templates include tokens which will populate data for an email recipient. For example: prospect name, volunteer name, etc. Below is a list of email tokens, token description and example of the formatted data.

Email Token Description	Email Token	Example of Data
Annual Giving Leadership Circle Goal	\$LEADERSHIP_GOAL	900
Annual Giving Loyalty Circle Goal	\$LOYALTY_GOAL	900
Ask Amount	\$FUNDRAISING_AMOUNT	\$100
Campaign Fund Name	\$CAMPAIGN_FUND_NAME	Unrestricted Funds of the Institute
Dean's Circle Goal	\$DEANS_CIRCLE_GOAL	950
Dollars Raised Goal	\$AMOUNT_RAISED_GOAL	\$100,000
Donors Goal	\$DONORS_GOAL	200
Fund Name of the Last Gift	\$LAST_GIFT_FUND_NAME	Unrestricted Funds of the Institute
Fundraising Contacted Prospects Goal	\$FUNDRAISING_CONTACTED_GOAL	400
Fundraising Selected Prospects Goal	\$FUNDRAISING_ASSIGNED_GOAL	500
Outreach Contacted Prospects Goal	\$OUTREACH_CONTACTED_GOAL	400
Outreach Selected Prospects Goal	\$OUTREACH_ASSIGNED_GOAL	500
Participation Goal	\$FUNDRAISING_PARTICIPATION_GOAL	25%
Prospect's Class Year	\$PROSPECT_CLASS_YEAR	199
Prospect's First Name	\$PROSPECT_FIRST_NAME	Bol
Prospect's Full Name	\$PROSPECT_NAME	Bob Tes
Prospect's Preferred Name	\$PROSPECTS_PREFERRED_NAME	Mr. Bob E Tes
Registered Prospects Goal	\$REGISTERED_GOAL	100
Reunion End Date	\$REUNION_END_DATE	May 31
Reunion Ordinal	\$REUNION_ORDINAL	25tl
Reunion Start Date	\$REUNION_START_DATE	May 28
Reunion Start Month	\$REUNION_START_MONTH	May
Volunteer's First Name	\$VOLUNTEER_FIRST_NAME	Tin
Volunteer's Full Name	\$VOLUNTEER_NAME	Tim Beave



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