Zoom Etiquette

This is being recorded. The recording will be available on the /trainings page by **Wednesday, December 14**.

If you have questions or comments throughout our training, please write in using your Zoom webinar attendee panel.

Introduce yourself! Name, location, organization.

GiveGab is becoming Bonterra.
Agenda

- Peer-to-Peer Fundraising basics
- P2P Fundraising strategies and best practices
- Empowering and engaging your fundraisers
- Using GiveGab’s Fundraising Tool
- Resources available to your organization
What is P2P Fundraising?

Peer-to-Peer Fundraising allows your most passionate supporters to create and host their own fundraising page right within your Big Share profile. Their totals roll up into your totals!
Impact on The Big Share 2022

- 32 organizations and 41% of orgs leveraged P2P
  - Total raised through P2P feature: $104,278
  - Total donors that came through P2P feature: 1,284
  - Total number of P2P who raised money: 228 (out of 371, or 61%)
  - Average # of P2P per organization: 7
  - Accounts for 15.8% of all donations received during The Big Share
- Average amount raised by organizations with P2P = $13,593
- Average amount raised by organizations without P2P = $5,056
Why is it so effective?

- Multiplies your reach to potential donors
- Results in more authentic outreach and messaging
- Uses the power of social influence
- Increases your social media presence
- Establishes another avenue for engagement with your organization
Strategize and Plan
4 Steps to Fundraising Success

1. Select individuals who will be your loudest voices
2. Communicate that storytelling is vital, and can replace a direct “ask”
3. Steward your fundraisers
4. Make it fun
Identify Potential Fundraisers
Capture Fundraiser Stories

Motivate fundraisers to share their personal connection to your mission by asking these questions:

- What made you decide to get involved?
- What do you wish everyone knew about this organization?
- Why do you enjoy giving to our organization?
- What is your favorite program or service and why?
- How do you feel after [working at, volunteering at] our organization?
Steward Your Fundraisers

- Treat fundraisers like major donors
- Acknowledge fundraising for your organization as a higher level of participation
- Recognize those who raise a lot for your cause
- Invest in your long term relationship
- Ensure your fundraisers have a great experience regardless of how much they raise
Make It Fun!

- Create friendly competition
- Pair it with an event
- Provide templated graphics, communications and sample content ideas for sharing on social media
- Ask yourself, what experience would you want to have as a fundraiser?
Set Your Fundraisers Up For Success

- **Start Early**
  - Educate your fundraisers
  - Understand their capacity for this ask

- **Be Clear**
  - Be transparent with your goals
  - Set expectations for your fundraisers

- **Make It Easy**
  - Provide the content they need
  - Take time to check-in
Inviting Your Fundraisers
Demo

Navigate to your Fundraisers Tab in your Giving Day Dashboard.
Demo

Set a default story and goal for your P2Ps

Make fundraising invite-only, or open to anyone interested

Select “Add Fundraisers”
Invite one or multiple fundraisers at once. You will need first name, last name, and email address.
Timeline for P2P Recruitment

**Plan**
- Review fundraising toolkits
- Brainstorm internally
- Set goals

**Prepare**
- Invite & onboard P2Ps
- Communicate goals
- Share resources

**Coordinate**
- Provide templated materials
- Host office hours for questions
- P2Ps complete profiles

**Check In**
- Send encouraging messages
- Update P2Ps on progress

**Follow Up**
- Thank your P2Ps
- Plan post-event touch points
- Collect feedback, host debrief

**After the Day**
- Collect feedback, host debrief

**Day Of**
- P2Ps complete profiles

**Mid to Late February**
- Coordinate

**Late January**
- Prepare

**Now**
- Plan
Key Takeaways

- P2P Fundraising can help you raise over 2x more
- Fundraisers increase your organization's reach
- Be strategic when selecting fundraisers
- Provide your fundraisers with resources to make it easy and fun
- There is plenty of time before The Big Share. Start small this year and grow it in the future!
Tools for Success

Tools for Nonprofits

- How to identify and add fundraisers
- Support articles & videos for engaging P2P fundraisers
- Email templates for recruiting fundraisers
Tools for Success

Tools for Fundraisers

- How to sign up
- Resources & support articles
- Communication guides & templates
- Link to downloads page
Giving Day Support & Resources

Visit our Help Center

Check out Our Blog

Send us an email at CustomerSuccess@GiveGab.com

Chat with GiveGab’s Customer Success Team whenever you have questions or need a hand! Just look for the little blue chat bubble.
Questions?

March 7, 2023

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