

Feature Summary: Recurring Giving Enhancements

Module: Donations 2.0

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New Terms or Concepts

The new terms and concepts include:

- <u>Recurring Giving</u>
- Gift Service Center
- Enhanced Recurring Gift Status Types
- New Constituent360 Statuses based on Recurring Gift Status
- New Recurring Gift Interaction Types++

Recurring Giving

Convio previously used the terms "recurring giving" and "sustained giving" interchangeably to describe these features and giving programs. Going forward we will be standardizing this feature with the term, recurring giving. You will still see "sustained giving" in the product; we will be replacing this over time.

There are three kinds of gifts that a constituent can make that will use recurring transaction functionality for processing:

- Monthly/Quarterly/Annual gift with no termination date: In this case, the constituent typically agrees to a monthly gift of a specified amount (for example, \$10/month).
- Monthly/Quarterly/Annual gift with a specified payment term: In this case, the constituent might be presented with an option and choose to limit their gift to only 12 months or 24 months (for example, \$10/month for a period of one year).
- **Installment Gift:** In this case, the constituent makes a pledge to give a specified total amount, but chooses to paythat over a series of installments. For instance, they make a \$1,000 gift, but choose to pay for it in 4 quarterly installments.

Gift Service Center

The Gift Service Center is the constituent-facing interface that donors can use to edit their billing information or the details of a recurring gift plan. A constituent must log in to access the Gift Service Center.

Enhanced Recurring Gift Status Types

New donation statuses have been added to the existing ones to better track donors whose credit cards are failing or whose gifts have been cancelled (due to failure or user request). These fields are displayed in the **Transactions** tab in **Constituent360**.

- Active The last attempt to process the gift was successful and the next payment is due after today's date.
- **Complete** The last attempt to process the gift was successful and the final gift payment has been made.
- User Cancelled The donor cancelled the gift through the online Gift Service Center
- Admin Cancelled (Card Failure) The administrator cancelled the gift through the admin interface, and chose the "Stored card is no longer valid" reason
- Administrator Cancelled (other reason) The administrator cancelled the gift through the admin interface and chose "other" as the cancellation reason
- Card Expired The card has expired and the SDP to retry "past expiration date" is not set
- Cancelled (excessive failures) The gift was automatically cancelled because the maximum consecutive failure number (set via an SDP) was reached

- Delayed This status is for TeamRaiser only and applies to pledges that will be fulfilled at a later date.
- **Postponed** One or more payments will be skipped
- Lapsed A gift that is failing, but processing is still being attempted

New Constituent360 Status based on Recurring Gift Status

The constituent status on the **Profile** tab, under **Sustaining Gifts** includes the following:

- Currently a sustaining donor If the recurring gift status is Active
- A completed sustaining donor If the recurring gift status is Complete
- Terminated by user If the recurring gift was cancelled by the user
- **Terminated by admin** If the administrator cancelled the recurring gift for any reason
- Terminated due to payment failures The recurring gift was cancelled due to excessive failures or an expired credit card
- **Postponed** The user has chosen to delay a payment until a later date
- Lapsed sustaining donor If the recurring gift status is lapsed (failing, but processing is still being attempted)
- Partially Lapsed The donor has at least one active gift and at least one lapsed gift
- Unknown There is no recurring gift on file for this constituent

New Recurring Gift Interaction Types

The following interactions are recorded when a donor or administrator edits a recurring gift.:

- Sustaining Gift Amount Changed The donor or administrator changed the amount of the gift.
- Sustaining Gift Date Skipped The donor or administrator skipped a month.
- Sustaining Gift Date Changed The donor or administrator changed the monthly payment date
- Sustaining Gift Duration Changed The administrator changed the duration of the gift from "forever" to a specific number of month or vice versa. The interaction is also logged when changing from a specific number of months to different number of months.
- Sustaining Gift Payment Failed Logged when all attempts to process payment in a given payment interval (month/quarter/year) have failed. This is different from the Sustaining Gift Unsuccessful Attempt interaction as explained below.
- Sustaining Gift Unsuccessful Attempt An unsuccessful attempt was made to process a payment, but the payment will be retried for the given interval. You can configure the number of attempts to be made before the payment attempt fails. In such a case, an interaction for "Sustaining Gift Payment Failed" is logged.

Overview

This suite of enhancements is focused on helping organizations drive more ROI from their recurring giving programs. The feature enhancements are aimed at four key areas:

- Improving the user experience of the self-service gift management functionality available to constituents
- Improving the user experience of the gift management functionality available to administrators
- Increasing the analytics and segmentation capabilities available through reports and queries so that clients can access the business intelligence needed to raise more from their recurring giving programs
- Improving support for multi-channel recurring giving engagement and management

Key Features & Benefits

Constituent self-service gift management

- Full redesign of the constituent-facing Gift Service Center, plus new APIs for Gift Service Center management
- Ability to change the day of the month on which the gift is processed
- Ability to skip more than one month

Admin Management

- Better visibility into recurring gift plans from the constituent profile
- More details visible in gift management
- Ability to change the day of the month on which the gift is processed and skip more than one month at a time
- Visibility into reasons for failure
- New Sustaining Gift Performance Summary report and more recurring giving data available
- Ability to reassign gift plan to a different constituent record
- Better integration with Common Ground Enterprise (these features will be detailed in a separate Feature Summary Doc in July)

New Interactions and Status types

- Interactions logged on the constituent profile for any changes made to the gift by the administrator or constituent
- Additional status types to better track donors whose credit cards are failing or whose gifts have been cancelled due to failure or upon user request
- Track source codes for all new interaction types

Benefits

- Easier ability to identify and reengage lapsed recurring donors
- More efficient admin management
- Greater ROI from recurring giving programs
- Better constituent gift management experience, leading to more upgrades
- Support for unique forms for upgrade campaigns via gift center APIs

Use Scenarios

More options for users to update their billing information online

The American Health Society would like to give recurring donors the ability to change the day of the month on which their gift is processed online. Since donors can perform these tasks without contacting AHS, AHS is able to decrease the administrative resources needed to perform these tasks.

Enhanced recurring gift reporting

The American Health Society closely tracks recurring donation performance to be able to detect trends and adjust their marketing strategy accordingly. The new **Sustaining Gift Performance Summary** report now tracks data to measure:

- How many new sustainers (and associated revenue) did we acquire this week/month/year?
- How many total sustainers (and associated revenue) did we have this week/month/year?
- How many sustainers were canceled (and associated revenue) this week/month/year (by reason)?
- How many sustainers upgraded or downgraded their gift (and associated revenue) this week/month/year?
- How many recurring transactions failed (and associated revenue) this week/month/year)?

Enhanced recurring gift querying

AHS also adjusts their marketing strategy based on recurring gift activity. They use the new sustaining gift interactions which include:

- Sustaining Gift Amount Changed
- Sustaining Gift Date Changed
- Sustaining Gift Duration Changed
- Sustaining Gift Unsuccessful Attempt

AHS uses the results of their queries to create email groups for targeted email campaigns.

Considerations for Clients

The new Gift Service Center must be enabled by a Convio admin. The new constituent profile Sustaining Giving Information fields will be enabled automatically for clients who are already displaying the Sustaining Giving Status on the Constituent Profile page. Please consult with your Account Manager or Client Care to request these features to be enabled.

Limitations and Out of Scope Features

The new Sustaining Gift Performance Report and new Sustainer Giving Interactions (list) will not contain historical data at the time of the release. All interactions will be tracked moving forward

Configuration and Use of This Feature

This section contains the following:

- <u>Changes to Constituent360</u>
- <u>Changes to administrative management</u>
- <u>To query on recurring gift activity</u>
- <u>To report on recurring gift performance</u>
- <u>To enable the new Gift Service Center</u>
- <u>To enable constituents to change their monthly payment date online</u>

Changes to Constituent360

To support the recurring giving enhancements, new options have been added to both the Profile tab, the Transactions taband the **Interactions** tab in **Constituent360**.

- <u>The Profile tab</u>
- <u>The Interactions tab</u>
- The Transactions tab

The Profile Tab

New field have been added to the **Sustained Giving Information** on the **Profile** tab in **Constituent360**.

- Last Payment Attempt Failure Code The name of the payment gateway used and the error code generated by the payment gateway when the last unsuccessful attempt to process a gift was made
- Intervals Since Last Successful Payment The number of intervals since a gift was successfully processed. These are payment *intervals* (for example, months/quarters/years) and not payment *attempts*.
- **Gift Plans Eligible for Processing** The total number of gifts that you are still attempting to process, regardless of their status (Active, Lapsed, and Postponed)

Note: See the table below for details.

| Sustained Giving Information | | | | | | | | |
|------------------------------|--|---|---|--------------|--|--|--|--|
| Status: | | Terminated Due To Payment Failures | Monthly Amount: | \$60.00 | | | | |
| | Start Date: | Jun 16, 2011 | Planned End Date: | Nov 16, 2011 | | | | |
| _ | Actual End Date: | Jun 16, 2011 | Card Expiration Date: | Oct 31, 2013 | | | | |
| | Last Payment Attempt Failure Code: | (Internal Test Gateway): The credit card was declined. Please check the information that you entered. | Intervals Since Last Successful Payment: | 1 | | | | |
| | Gift Plans Eligible For Processing: | 0 | | | | | | |

The way the fields are calculated differs depending on the number of recurring gifts and whether there are any eligible gifts. Eligible gifts are gifts that you are still attempting to process regardless of their status: Active, Lapsed, or Postponed. This section contains the following tables:

- How the sustaining gift fields are calculated
- How the sustaining gift status on the Constituent360 Profile tab is determined for one gift
- How the sustaining gift status on the Constituent360 Profile tab is determined for multiple gifts

How the Sustaining Gifts fields are calculated

| FIELD | DEFINITION | HOW IT IS CALCULATED IF THERE IS MORE THAN ONE GIFT | HOW IT IS CALCULATED IF THERE ARE ZERO ELIGIBLE GIFTS | |
|---|--|---|--|--|
| Status | The status of the constituent. Note: This status is based on the gift status on the Transaction tab, but is a little different. This is the status of the constituent and not of the individual gift. | See the following table for details. | Complete | |
| Monthly Amount | The amount pledged per month. | The sum of all eligible gift monthly payments. | The highest single, previous monthly amount | |
| Start Date | The date that the first payment is made | The earliest start date among eligible gifts | The earliest start date among the completed gifts | |
| Planned End Date | The date the donor specifies as the end date when they make the gift | The most recent end date among eligible gifts | The most recent end date among the completed gifts | |
| Actual End Date | If the donor cancels or changes their gift, this date may differ from the Planned End Date | The most recent actual end date among eligible gifts | The most recent actual end date among the completed gifts | |
| Card Expiration Date | The date the donor's credit card expires | The earliest expiration date among eligible gifts | The earliest expiration date among the completed gifts | |
| Last Payment Attempt Failure Code | Note: This is only populated when the constituent has 1 or more gifts that are failing. | The name of the payment gateway used and the error code generated by the payment gateway when the last unsuccessful attempt to process a gift was made | The name of the payment gateway used and the error code generated by the payment gateway when the last unsuccessful attempt to process a gift was made. This code remains until the constituent makes a new gift. | |

How the Sustaining Gifts fields are calculated (Cont'd.)

| FIELD | DEFINITION | HOW IT IS CALCULATED IF THERE IS MORE THAN ONE GIFT | HOW IT IS CALCULATED IF THERE ARE ZERO ELIGIBLE GIFTS |
|---|---|---|--|
| Intervals Since Last Successful Payment | Note: This is only populated when the constituent has 1 or more gifts that are failing. | The number of intervals since a gift was successfully processed. These are payment <i>intervals</i> (for example, months/quarters/years) and not payment <i>attempts</i> . So, if the SDP for retrying failed payments is enabled, this count would only be recorded when all attempts in a given payment period (for example, month/quarter/year) have been unsuccessful. | The number of intervals since a gift was successfully processed. These are payment <i>intervals</i> (for example, months/quarters/years) and not payment <i>attempts</i> . So, if the SDP for retrying failed payments is enabled, this count would only be recorded when all attempts in a given payment period (for example, month/quarter/year) have been unsuccessful. |
| Gift Plans Eligible for Processing | The total number of gifts that you are still attempting to process, regardless of their status (Active, Lapsed, and Postponed) | <i>Note:</i> These are calculated regardless of the number of recurring gifts. | The status would be 0 (zero). |

How the sustaining gift status on the Constituent360 Profile tab is determined

The way that the constituent status on the profile page is determined varies depending on whether there is zero, 1, or multiple recurring donations. See the tables below for details.

If the constituent has only one recurring gift, then the constituent status is as follows:

| If the Gift Is | Then the Status On the Profile Page Is | | |
|---|--|--|--|
| Active | Currently a sustaining donor | | |
| Complete | A completed sustaining donor | | |
| User Cancelled | Terminated by user | | |
| Admin Cancelled (Card Failure) | Terminated by admin | | |
| Admin Cancelled (Other) | Terminated by admin | | |
| Card expired (no retries) | Terminated due to payment failures | | |
| Cancelled (Excessive Failures) | Terminated due to payment failures | | |
| Delayed (this status only applies to TeamRaiser) | Unknown | | |
| Postponed | Postponed | | |
| Lapsed (Failing, but processing is still being attempted) | Lapsed sustaining donor | | |
| There is no recurring gift on file for this constituent | Unknown | | |

If the constituent has multiple recurring gifts, then the constituent status is as shown in the following table:

Note: An **ineligible gift** is one that the system will no longer attempt to process; a gift that is any status except Active, Postponed, or Lapsed.

| If the first gift is | And the second gift is | Then the status on the Profile tab is |
|----------------------|------------------------|--|
| Active | Ineligible | Current |
| Active | Postponed | Current |
| Active | Lapsed | Partially Lapsed |
| Postponed | Lapsed | Postponed |
| Postponed | Ineligible | Postponed |
| Lapsed | Ineligible | Lapsed |
| Ineligible | Ineligible | The status is decided according to the rules for a single gift (see the previous table). And it will be the status of the gift with the most recent successful payment. |
| | | For example, if the first gift was completed on June 1, and the second gift was cancelled by the user after a payment on June 9, then the status is "User Cancelled" (since that gift had the most recent successful payment). |

The Interactions Tab

On the **Interactions** tab, new interactions have been added to better track changes made to the recurring gift plan or activities that occur on the gift.

| Select the Interaction Types to display for this | s constituent. | Emails sent | Enter a new interaction | 1 |
|--|----------------|-------------|-------------------------|------|
| Sustaining Gift Amount Changed Sustaining Gift Cancelled Sustaining Gift Changed Billing Information Sustaining Gift Date Changed Sustaining Gift Duration Changed Sustaining Gift Payment Failed Sustaining Gift Payment Failed (API) Sustaining Gift Payment Skipped Filter Show All | ~ | | All My Categories | ▼ G0 |

These interactions are logged whether the change was made by a donor or an administrator. The new interactions include:

- Sustaining Gift Amount Changed The donor or administrator changed the amount of the gift.
- Sustaining Gift Date Skipped The donor or administrator skipped a month.
- Sustaining Gift Date Changed The donor or administrator changed the monthly payment date
- Sustaining Gift Duration Changed The administrator changed the duration of the gift from "forever" to a specific number of month or vice versa. The interaction is also logged when changing from a specific number of months to different number of months.
- Sustaining Gift Payment Failed Logged when all attempts to process payment in a given payment interval (month/quarter/year) have failed. This is different from the Sustaining Gift Unsuccessful Attempt interaction as explained below.
- Sustaining Gift Unsuccessful Attempt An unsuccessful attempt was made to process a payment, but the payment will be retried for the given interval. You can configure the number of attempts to be made before the payment attempt fails. In such a case, an interaction for "Sustaining Gift Payment Failed" is logged.

The Transactions Tab

A sustaining gifts section has been added to the Transactions tab. This section will include any recurring gifts that the constituent has created, regardless of the current gift status. For a list of all the Status types, see **Enhanced Recurring Gift Status Types** in **New Terms and Concepts** at the beginning of this document. Links to edit the gift and change the donor have been added to recurring gifts that appear in the transaction history list.

| Sustaining Gifts | | | | | | | | | | | | |
|--|------------------------|---|--------------------|------|------------------|------------|---------------------|-------------------------------------|-----------------------|--------|---------|--|
| Records 1 - 1 of 1 First | Previous Next Last | | | | | | | | | | | |
| Donation Campaign Actions Sta | | Status | tatus / | | Amount | | Account Information | | New sustaining | | | |
| Sustainer Donation Form | | Active | tive \$50.00 | | | | | gifts section in the Transaction | | | | |
| Records 1 - 1 of 1 First | Previous Next Last | | | | | | | | | t | ne i ra | ansaction |
| Transaction Summa | ary | | | | | | | | | | t | ab |
| Total Transactions Lifet Total Transactions YTD Outstanding Balance: | | | | | | | | | | | | |
| | Donation Form/Event | | Date | Paid | t i | | | | | | | |
| First Transaction 5 | Service Center Online | Donation Campai | gn 5/18/11 | \$50 | .00 | | | | Ec | dit re | currin | g gift and |
| Last Transaction S | Service Center Online | Donation Campai | gn 5/18/11 | \$50 | .00 | | | | | | | donor |
| Largest Transaction S | Service Center Online | Donation Campai | gn 5/18/11 | \$50 | .00 | | | | | UII | ange | uonor |
| Transaction History | 1 | | | | | | | | | | | 1 |
| Records 1 - 1 of 1 First | Previous Next Last | | _ | | | All My (| Categ | ories | ▼ Go | | | |
| | | Search Show A | 1 | | | | | | | | | |
| Billing Info | ; | Fundraiser/Ever | nt Date | ÷ | Туре | Amou | nt 🗘 | Security Category | Confirmation (| Code 🗘 | Source | Action |
| ConsField, SustBasic msimpson+sustbasicc | consfield@convio.con | Service Center Online Donation Campaign Form: Sustainer Donation Form | 05/18/2 03:55 / | | Recurrin gift | ng \$50.00 |) | General | 106-1001-3-10 1002 | 002- | | Edit Recurring Gift Refund Change Donor Add Soft Credit Add Fund Soft Credit |
| Records 1 - 1 of 1 First | Previous Next Last | | | | | | | | | | | |

Changes to Administrative Management

The Sustaining Gifts tab in Donation Management now includes:

- More search options
- More editing Options

More Search Options on the Sustaining Gifts tab

The **Sustaining Gifts** tab in **Donation Management (Fundraising > Donation Management)** now enables you to search on donors by their account status: **Active**, **Postponed**, and **Lapsed**. It also enables you to search on sustaining gifts that have been failing on or before a specific date.

If a client has fewer than 2000 eligible recurring gifts, all gifts will display on initial load of this page, without the need to search for specific gifts. If the client has more than 2000 eligible recurring gifts, use the search box to find a specific gift.

The following screenshots show the redesigned search page with two new options: **Gift Status** and **Find Failing Sustaining Gifts**. In the Gift Status field, you can search on gifts that are **Active**, **Postponed**, or **Lapsed**.

| Donation M | lanagement | | | | | | |
|--------------------|-----------------------------|---|-------------------|----------------|---------|------------------------|-------------------|
| Online Giving | Donation Classi | c Pending Contributions | Sustaining Gifts | Designated Giv | ing I | Membership Types | Donation Reports |
| ustaining Gift Lis | | | | | | | |
| | | ng gifts using one or more se payment date or modify the b | | | | ustaining gifts, cance | l them, skip a |
| S | earch sustaining | gifts matching this criteria | | | | | |
| Fi | rst Name: | | | | | | |
| La | ist Name: | | | | | | |
| E | nail: | | | | | | |
| С | onstitu ent ID . | | | | | | |
| G | ft Status: | No S | Selection 🔻 | | | | |
| (Fi | nd failing sustain | ing gifts. | | | | | |
| | st successful payn | nent fell on or before: | | | | | |
| S | earch | | | | | | |
| | Sustaining Gifts | | | | | | |
| Re | cords 1 - 9 of 9 Firs | t Previous Next Last | | | | Dege 1 of 1 | T. D |
| | | | show All | | | Page 1 of 1 | To Page |
| | ame 🗘 | | Action | | Period | | st Payment Date 💲 |
| | OM_CGE, asicClassic | COM_CGE Donation Classic | Sustaining 📝 📑 | \$55.00 N | lonthly | No End Date Jun | 15, 2011 |
| С | OM_CGE, | COM_CGE_Online_Campaig | n - COM_CGE 🏼 🥖 💽 | \$83.33 N | Ionthly | May 15, 2012 Jun | 15, 2011 |

More Edit Options on the Sustaining Gifts tab

When you edit a donor's account from the **Sustaining Gifts** tab in **Donation Management**, you can now open the constituent's profile and modify the gift date. When you modify the monthly gift payment date, only future dates can be selected and the change is effective immediately.

| Sustaining Gift Deta | ils | |
|--|--|---------------------------------------|
| Contact Information | | |
| Name: | ConsField, ACHMonGiveE | Basic <u>View Constituent Profile</u> |
| Email Address: | msimpson+achmonbasco | nsfield@convio.com |
| Phone: | | |
| Gift Information | | |
| Donation Form: | Service Center Online Dor Campaign - Monthly Givin Donation Form | |
| Gift Status: | Active | |
| Selected Gift Amount: | \$25.00 | Modify Gift Amount |
| Total Amount Processed | + | |
| Frequency: | Monthly | |
| Start Date: | Jun 22, 2011 | |
| End Date: | No End Date | Modify Gift Duration |
| Next Payment Date: | Jul 22, 2011 | Modify Gift Date |
| Skip Next Payment | | |
| Billing Information | | |
| Bank Account Routing: 111000025 Account:*****1234 Type: CHECKING Name ACHMonGiveBasic Con | sField | |
| Address 1225 Maple Street Austin, TX 78702 United States | | |
| Enter New Credit Card | Enter New Bank Account | |
| Payment Information | | |
| Number of Expected Pay | /ments: Ongoing | |
| Number of Successful Pa | ayments: 1 | |
| Number of Failed Payme | ents: 0 | |
| Date | | Result |
| Jun 22, 2011 12:18:39 F | M. | Successful |
| Cancellation Informat | ion | |
| Sustaining Gift Details | User requested cancellation | |
| | Stored card is no longer valid | |
| | © Other | |
| Additional Comments: | - | |
| | 1 | |

To query on recurring gift activity

In addition to the new **Sustaining Gift Performance Summary** report, AHS uses the new recurring giving interactions available in the Query Builder in order to further hone their marketing strategy. For a list of the new sustaining gift interactions, see **New Terms and Concepts** at the beginning of this document.

When you click the Interaction Clause button, the new sustaining gift interactions are available in the Default Types group.

| | е Туре | | |
|-------------------|---------------|---|---|
| | or other obje | ho have specific interactions wit cts to your phrase. (Filter long l tion of type 🔹 | |
| Interaction Group | | Interaction Type | |
| Referenced Types | Þ | 3 | * |
| Default Types | • | Changed Sustaining Gift Billing | |
| Custom Types | ► | Changed | |
| | | Sustaining Gift Cancelled | |
| | | Sustaining Gift Date Changed | |
| | | Sustaining Gift Duration Changed | |
| | | Sustaining Gift Payment Failed | = |
| | | Sustaining Gift Payment Failed (API) | |
| | | < III | • |
| With subject: | | | |

To report on recurring gift performance

With the new **Sustaining Gift Performance Summary** report, AHS can measure how well their fundraising efforts are doing by reporting on:

- How many new sustainers (and associated revenue) did we acquire this week/month/year?
- How many total sustainers (and associated revenue) did we have this week/month/year?
- How many sustainers were canceled (and associated revenue) this week/month/year (by reason)?
- How many sustainers upgraded or downgraded their gift (and associated revenue) this week/month/year?
- How many recurring transactions failed (and associated revenue) this week/month/year)?

In this case, AHS decides to see what these numbers are from month to month for the last twelve months.

To run the Sustaining Gift Performance Summary report

- 1. In Report Writer, create a new Transactions report.
- 2. In the list of Available Reports that appears, select the Sustaining Gift Performance Summary report.

| Reports Classic | Report Writer | Report Results |
|---|---------------|--|
| Reports > Create a N | ew Report | |
| Select Report Typ Select Columns Order and Renam Columns | e *1 | 1.Report Selection: Select the Convio application to gather information from and the page will refresh with the lis Transactions Transactions Available Reports: Select the best option for gathering the information you need. Transaction Details One transaction per row. Provides information about monetary transactions. (View Sart Sustaining Gift Attempt Details One row for each attempt to process a sustaining gift. (View Sample Learn More) Sustaining Gift Performance Summary Summarizes performance of sustaining gifts over time (View Sample Learn More) |
| | | Next or Cancel |

3. On page 2, Select Columns, scroll down to the Sustaining Gift Performance in and select the following.

| Sustaining Gift Performance | | | | | back to top |
|---|-----------------------------|-----------------------------|-----------------------|-----------|-------------|
| Sustaining Gift Performance Facts (Sum | imable) | | | check all | uncheck all |
| Canceled Amount (\$) | Canceled Count | Downgraded Amount (\$) | Downgraded Count | | |
| Failed Amount (\$) | Failed Count | First Time Amount (\$) | First Time Count | | |
| Ongoing Amount (\$) | Ongoing Count | Recaptured Amount (\$) | Recaptured Count | | |
| Skipped Amount (\$) | Skipped Count | Total Processed Amount (\$) | Total Processed Count | | |
| Upgraded Amout (\$) | Upgraded Count | | | | |
| Sustaining Gift Performance Information | n | | | check all | uncheck all |
| Date Date | Date and Time | Date of Month | Day of Week | | |
| Day of Week (Number) | Day of Year | Error Code | Month Number | | |
| New Gift Amount (\$) | New Next Payment Date | New Recurring Pledge Status | Old Gift Amount (\$) | | |
| Old Next Payment Date | Old Recurring Pledge Status | Quarter of Year | Source Code | | |
| SubSource Code | Vear | | | | |

4. Complete the remaining process steps and run the report. The report will look something like this:

| Repo | ort Resul | ts Repo | rt Configura | ation | | | | | | | | | | | | | | | |
|---------------|-----------------|-----------------------------------|-----------------------------|--------------------------|-----------------|---------------------------|------------------|---------------------------|---------------------|---------------------------------|------------------------|---------------------------|------------------|----------------------------|-------------------|------------------------|-------------------|---------------------------|---------------------|
| 🖬 🗎 Sustai | | _Performanc | ce_By_Month | ı | | | | | | | | | | | | | | | |
| Year | Month Number | Total Processed Amount (\$) | Total Processed Count | Failed Amount (\$) | Failed Count | Skipped Amount (\$) | Skipped Count | Recaptured Amount (\$) | Recaptured Count | First Time Amount (\$) | First Time Count | Ongoing Amount (\$) | Ongoing Count | Canceled Amount (\$) | Canceled Count | Upgraded Amout (\$) | Upgraded Count | Downgraded Amount (\$) | Downgraded Count |
| 2010 | 06 | 431.70 | 7 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 431.70 | 7 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 |
| 2010 | 07 | 446.66 | 7 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 446.66 | 7 | 0.00 | 0 | 15.00 | 1 | 0.00 | 0 |
| 2010 | 08 | 321.66 | 5 | 0.00 | 0 | 100.00 | 2 | 0.00 | 0 | 0.00 | 0 | 321.66 | 5 | 0.00 | 0 | 0.00 | 0 | 25.00 | 1 |
| 2010 | 09 | 125.00 | 3 | 251.66 | 3 | 45.00 | 1 | 100.00 | 2 | 0.00 | 0 | 125.00 | 3 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 |
| 2010 | 10 | 336.66 | 5 | 0.00 | 0 | 25.00 | 1 | 296.66 | 4 | 0.00 | 0 | 336.66 | 5 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 |
| 2010 | 11 | 306.66 | 4 | 40.00 | 1 | 50.00 | 1 | 25.00 | 1 | 50.00 | 1 | 256.66 | 3 | 0.00 | 0 | 20.00 | 1 | 0.00 | 0 |
| 2010 | 12 | 270.00 | 6 | 0.00 | 0 | 166.66 | 1 | 90.00 | 2 | 40.00 | 1 | 230.00 | 5 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 |
| 2011 | 01 | 296.66 | 4 | 75.00 | 2 | 65.00 | 1 | 166.66 | 1 | 0.00 | 0 | 296.66 | 4 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 |
| 2011 | 02 | 270.00 | 6 | 0.00 | 0 | 0.00 | 0 | 140.00 | 3 | 0.00 | 0 | 270.00 | 6 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 |
| 2011 | 03 | 253.37 | 5 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 83.37 | 1 | 170.00 | 4 | 50.00 | 1 | 0.00 | 0 | 0.00 | 0 |
| 2011 | 04 | 158.33 | 3 | 0.00 | 0 | 40.00 | 1 | 0.00 | 0 | 0.00 | 0 | 158.33 | 3 | 0.00 | 0 | 0.00 | 0 | 15.00 | 1 |
| 2011 | 05 | 123.33 | 2 | 75.00 | 2 | 0.00 | 0 | 40.00 | 1 | 0.00 | 0 | 123.33 | 2 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 |
| 2011 | 06 | 90.00 | 2 | 25.00 | 1 | 0.00 | 0 | 50.00 | 1 | 0.00 | 0 | 90.00 | 2 | 25.00 | 1 | 0.00 | 0 | 0.00 | 0 |

To enable the new Gift Service Center

Enabling the new Gift Service Center updates the look and feel of the Service Center that the *donor* sees. The design of the old and new service center screens are compared below.

- Old Service Center Gift Detail Page
- New Service Center Gift Detail Page
- Old Service Center Gift List Page
- New Service Center Gift List Page

Note: Contact Convio Client Care to enable the new Service Center.

The Old Service Center Gift Detail Page

| Personal Profile | Special Interests | Service Center |
|--------------------------|------------------------------|---|
| payment information if n | ecessary. We appreciate your | rmation about your gift and make adjustments to continuing support of our organization. |
| Campaign Details | | |
| | Service Center Online Dona | tion Campaign |
| | Sustainer Donation Form | |
| Donation Level: | Bronze | |
| Gift Payment Date | Information | |
| First Gift Payment: | | Skip Next Payment |
| Most Recent Payment: | Jun 21, 2011 | Discontinue Gift Payments Modify Gift Date |
| Next Payment: | Jul 21, 2011 | Modify Gitt Date |
| Payment Amount | | |
| - | \$35.00 | Modify Gift Amount |
| Payment Interval | | |
| | Monthly | |
| Payment Method | | |
| Credit Card Number: | ************1111 | Change billing to a new credit card Change billing to a new bank account |
| Credit Card Exp. Date: | 06/2011 | |
| Ē | Privacy Policy Site Map | <u>Contact Us</u> <u>Home</u> |
| | Printer Friend | ly Version |

The Redesigned Service Center Gift Detail Page

| | out your gift and make adjustments to payment information if necessary. We |
|--|--|
| | |
| | Payment Method [edit] Credit Card ************************************ |
| Skip Next Payment :: 06/15/2011 View Payment History | User One Billing Address Main St. Emeryville, CA 94901 United States |
| | uing support of our organization. n Form ing it] 5.00 USD / Month 07/15/2011 Skip Next Payment :: 06/15/2011 |

The Old Service Center with More Than One Recurring Gift

Note: This page only displays when the constituent has more than one recurring gift on their profile. If they have only one gift, the Gift Detail page (shown above) displays instead.

| Personal Prof | ile Specia | Interest | Service | Center | | | |
|---|--------------|----------|----------------------|-----------------------------|--|--|--|
| Records 1 - 2 of 2 First Previous Next Last | | | | | | | |
| Donation Campaign | Actions | Status | Amount | Account Information | | | |
| Sustainer Donation Form | <u>View</u> | Active | \$120.00 | ************1111 06/2011 | | | |
| Sustainer Donation Form | <u>View</u> | Active | \$35.00 | ************1111 06/2011 | | | |
| Records 1 - 2 | Privacy Poli | | p <u>Contact U</u> | | | | |

The Redesigned Service Center Gift List Page

Note: This page only displays when the constituent has more than one recurring gift on their profile. If they have only one gift, the Gift Detail page (shown above) displays instead.

| Personal Profile Special Ir | nterests Service Center | |
|-----------------------------|---|--|
| Service Center | | |
| Recurring Giving | | |
| Sustainer Donation Form | [<u>view details</u>] | |
| Active Amount: | | |
| Next Payment: | 60.00 USD / Month July 21, 2011 | |
| Previous Payment: | June 21, 2011 | |
| Frevious Fayment. | View Payment History | |
| CC Number: | ************************************** | |
| CC Exp Date: | 06 / 2011 | |
| Sustainer Donation Form | [<u>view details</u>] | |
| Active | | |
| Amount: | 5.00 USD / Month | |
| Next Payment: | July 21, 2011 | |
| Previous Payment: | June 21, 2011 | |
| CO Murch and | <u>View Payment History</u> ************1111 | |
| CC Number: | | |
| CC Exp Date: | 06 / 2011 | |
| | | |

Once you have enabled the new Gift Service Center, many of the labels can now be customized for your site via the Message Catalog. Changes to the branding of the Gift Service Center can also be made via CSS.

To enable constituents to change their next payment date online

Constituents can now update their next payment date online (and the day of the month on which all future gifts are processed). This option is configured in two different places: one for recurring gifts that originated on a **Donations Classic** form and one for gifts that originated on a standard Donations 2.0 form.

- What the donor sees when this option is enabled
- <u>To enable the new billing option for recurring gifts that were originally made via a Donations Classic form</u>
- <u>To enable the new billing option for recurring gifts that were originally made via an Online Giving form</u>

What the donor sees when this option is enabled

When this option is enabled, donors can change their monthly payment date in the online service center. If the redesigned service center is enabled, this is what the donor sees:

Donor clicks this link

| | uing support of our organization. | out your gift and make adjustments to payment information if necessary. We |
|--|---|--|
| Payment (ed Amount: Next Payment: Previous Payment | 5.00 USD / Month 07/15/2011 Skip Next Payment | Payment Method [edit] Credit Card ************************************ |
| Personal Profile | owing options Special Interests Service Center | out your gift and make adjustments to payment information if necessary. We |

| Active Gift Processing | |
|---|---|
| Payment Indicates Required Amount: 5.00 USB / Month Next Payment: 07/15/2011 Save Changes Cancel Skip Next Payment 06/15/2011 View Payment History Discontinue Payments | Payment Method Credit Card ************************************ |

To enable the new billing option for recurring gifts that were originally made via a Donations Classic form

Note: The process pages available in the **Service Center** vary depending on whether or not the new Gift Service Center is enabled. Contact Convio to enable this feature.

- 1. Click Donations > Service Center. The Sustainer Service Center page displays.
- 2. Click the process page titled, **Donations Classic Configuration.** If the new Gift Service Center is enabled, this is step 2; if the new Gift Service Center is not enabled, this is step 8.
- 3. Select the "Yes, allow donors to change the date of their next gift payment" option in step two, Gift Payment Modification Options.



To enable the new billing option for recurring gifts that were originally made via an Online Giving form

- 1. Click Fundraising > Donation Management. The Online Giving Campaigns page displays.
- 2. Click the All Donation Forms tab. The All Donation Forms page displays.
- **3.** Create a new campaign if you don't have one.

- 4. Create a new form or edit an existing. The process pages for editing a form display.
- 5. In the third process page, **Design Donor Screens**, click **Configure Service Center**.

| Online Giving | Donation Classic | Pending Contributions | Sustaining Gifts | B Designated Giving | Membership Types | Donation Rep |
|--|------------------------|--|--------------------|---|------------------------|----------------|
| Campaigns > Ame | rican Health Society C | ampaign > American Health | n Society Donation | Form | | |
| Identify Donation Configure Donati Design Donor So | on Levels autor | s a list of the end-user pag natically be visible to your o tant: You can edit individua | donors. Use the F | review action to view the | content on each of tho | se pages and u |
| . Validate | | - Donor | Screens - | | | |
| . Configure Autore | sponders | | | | | |
| 6. Test Drive | Nam | 10 | Actions | Status | Date Last Modifie | d Desci |
| . Publish | Spla | sh Page | Edit Publish | X Not using this page | | An op |
| | Don | ation Form | Preview Edit | Using default content | | The a |
| | Thar | nk You Page | Preview Edit | - Using default content | | The o |
| Related Actions | - | | | Using default content | | Awar |

The **Configure Service Center** page displays.



- 6. Select last option, "Yes, allow donors to modify the date of their next gift payment", along with any other options you need on your form. Convio recommends that you select all the options.
- 7. Click Finish to save your changes. The Donation Management process pages display.
- 8. Make any other necessary changes and publish the form.