

# iMIS User & Community Summit

NiUG Conference May 18 - 20, 2021

Expand Your iMIS pathways

**NiUG International** P.O. Box 306 Cresco, PA 18326

(775) 257-1661 Fax www.niug.org



Welcome to our 2021 Virtual Program!

NiUG International is so excited to bring iMIS Users, Solution Providers/Consultants and Vendors a whole new Spring program by offering the "iMIS User & Community Summit".

Be sure to review the program to see ALL of the changes we are bringing to the iMIS Community!

#### **Excecutive Director's Message**



MICHELE MORGAN, CMP, DES Executive Director,

NiUG International

NiUG International is so excited to bring a whole new Spring program offering, the iMIS User & Community Summit" to you, our iMIS Users, Solution Providers/ Consultants and Vendors.

At NiUG, we realize you have a choice from where you receive your iMIS engagement management system training. I know I speak not only for myself but the rest of the NiUG staff, Board of Directors, and the entire Program Committee in saying THANK YOU, for your support. As an independent non-profit organization, like so many of you, 2020/2021 continues to be a challenge, and as many of you know already, I have never been one to back away from a challenge! We know we need to offer something different and unique in the way of training so we sat down and completely reimagined the training programs we deliver. We must provide you a way to get more of your staff to receive the educational knowledge they need to help your organizations move forward. With ASI's (Advanced Solutions International) iMIS path changing, we also know there is a

new future for the iMIS product in which we can assist all of you to transition toward.

This year, we are providing segmented training tracks. A full day of training for Membership, Finance, Events, IT (from beginner to intermediate through advanced) those already on iMIS and those who need to plan out their move to iMIS 2020. Choose a single track, two tracks, the entire event or even a company registration for up to seven (7) individuals from your organization, so they can each cover their own segmented/departmental training. Thank you for your continued support! Please know we are here to help all iMIS Users, Solution Providers/ Consultants and Vendors through our mission, to advocate for and educate all iMIS Users.

Stay safe, stay healthy and we hope to see you all in person, soon!





## **SUMMIT - FULL SESSION LAYOUT**

#### **TUESDAY MORNING - MAY 18, 2021**

| TUESDAT MUI                     | RNING - MAY 18, 20    | 21   |   |   |  |  |
|---------------------------------|-----------------------|--|---|---|--|--|
|                                 | 9:00 AM - 9:20 AM     | 9:30 AM - 10:30 AM   | 10:45 AM - 11:30 AM   | 11:40 AM - 12:40 PM   |  |  |
| MEMBERSHIP                      | WELCOME/<br>OPENING   | TAKING A DEEP LOOK AT YOUR ORGANIZATION'S MEMBER JOURNEY IN IMIS | UNDERSTANDING<br>USER DEFINED<br>DATA IN IMIS               | ENGAGEMENT SCORING - PLANNING METRICS AND ROLL OUT            |  |  |
| IT/<br>TECHNOLOGY               | WELCOME/<br>OPENING   | INTERMEDIATE IQA   | HOW TO PLAN YOUR IMIS BUDGETING NOW AND IN THE FUTURE       | PROCESS AUTOMATION USES AND OPTIONS BESIDES SCHEDULED EMAILS  |  |  |
| WEDNESDAY M                     | ORNING - MAY 19,      | 2021   |   |   |  |  |
|                                 | 9:00 AM - 9:20 AM     | 9:30 AM - 10:30 AM   | 10:45 AM - 11:30 AM   | 11:40 AM - 12:40 PM   |  |  |
| EVENTS                          | WELCOME/<br>OPENING   | EVENT REPORTING<br>WITH IQA'S                                    | BEST PRACTICES<br>FOR VIRTUAL &<br>HYBRID EVENTS            | OPEN DISCUSSION<br>GROUP - ALL ABOUT<br>EVENTS                |  |  |
| FINANCE                         | WELCOME/<br>OPENING   | WHAT A BATCH!<br>FINANCIALS AND<br>BATCHES                       | UNDERSTANDING THE INS AND OUTS OF PAY CENTRAL               | BASIC FINANCE<br>REPORTING                                    |  |  |
| MOVING TO<br>IMIS 2020          | WELCOME/<br>OPENING   | WHAT'S NEW WITH<br>IMIS 2020                                     | GETTING READY -<br>WHERE TO START<br>& DEVELOPING A<br>PLAN | PART 1 UNDERSTANDING THE DIFFERENCES (IMIS 2017 TO IMIS 2020) |  |  |
| THURSDAY MORNING - MAY 20, 2021 |                       |  |   |   |  |  |
|                                 |                       | 9:30 AM - 10:30 AM   | 10:45 AM - 11:30 AM   | 11:40 AM - 12:40 PM   |  |  |
| CLOUD ONLY                      | EXHIBITOR<br>SHOWCASE | WHAT IS THE NEW<br>IMIS REPORTING<br>TOOL: EXAGO                 | SETTING UP YOUR<br>EVENTS IN IMIS<br>CLOUD                  | UNDERSTANDING<br>AND UTILIZING<br>DASHBOARDS                  |  |  |



**RISE & CLIENT-SIDE** 

**DEVELOPMENT** 

**ADVANCED IQA** 

**REPORTING** 

**ADVANCED SSRS -**

**TIPS & TRICKS** 

**EXHIBITOR** 

**SHOWCASE** 

**ADVANCED** 

**TECHNOLOGY** 

## **SUMMIT - FULL SESSION LAYOUT**

|              |                                  | <b>O O</b> 1-11-11 1  |   |   |  |  |
|--------------|----------------------------------|---|---|---|--|--|
| 12:40 - 1:30 | TUESDAY AFTERNOON - MAY 18, 2021 |   |   |   |  |  |
|              |                                  | 1:30 PM - 2:30 PM   | 2:45 PM - 3:30 PM   | 3:40 PM - 4:40 PM   |  |  |
| LUNCH        | EVENTS                           | EVENTS SETUP: USING EXISTING FUNCTIONALITY TO ENHANCE YOUR REGISTRATION PROCESS | UNDERSTANDING PRICING OPTIONS AND PROMO CODES WITH IMIS EVENTS                | UNDERSTANDING EVENT FINANCIALS & FINANCIAL EXCEPTIONS                     |  |  |
| LUNCH        | ADVANCED<br>TECHNOLOGY           | EXAGO, THE NEW IMIS<br>REPORTING TOOL   | TOOLS & OPTIONS TO INTEGRATE SYSTEMS & APPLICATIONS WITH THE CLOUD            | REST API<br>IN ACTION   |  |  |
| LUNCH        | WEDNESDAY                        | AFTERNOON - MAY 19, 2   | 2021  |   |  |  |
| 12:40 - 1:30 |                                  | 1:30 PM - 2:30 PM   | 2:45 PM - 3:30 PM   | 3:40 PM - 4:40 PM   |  |  |
| LUNCH        | CLOUD ONLY                       | MEMBERSHIP DUES PROCESSNG IN IMIS CLOUD   | UNDERSTANDING IMIS COMMUNICATIONS   | IMIS FINANCIALS   |  |  |
| LUNCH        | IT/<br>TECHNOLOGY                | PRACTICAL<br>APPLICATIONS FOR<br>IQAS: DASHBOARDS                               | DEMOS AND TRICKS<br>TO HELP GET BUY-IN<br>FROM STAFF FOR AN<br>IMIS 2020 MOVE | OPTIONS FOR<br>MAKING YOUR SITE<br>MORE SECURE                            |  |  |
| LUNCH        | MEMBERSHIP                       | MEMBERSHIP SETUP<br>NOW AND IN THE<br>CLOUD                                     | UNDERSTANDING IMIS<br>RELATIONSHIPS   | USING IQA REPORTS<br>TO GET YOUR<br>MEMBER DATA OUT<br>OF IMIS            |  |  |
|              | THURSDAY A                       | FTERNOON - MAY 20, 2  | 021   |   |  |  |
| 12:40 - 1:30 |                                  | 1:30 PM - 2:30 PM   | 2:45 PM - 3:30 PM   | 3:40 PM - 4:40 PM   |  |  |
| LUNCH        | MOVING TO<br>IMIS 2020           | MOVING TO IMIS<br>CLOUD: A CASE STUDY   | PRACTICAL GUIDELINES FOR MIGRATING CUSTOM PROCESSES TO CLOUD                  | PART 2<br>UNDERSTANDING<br>THE DIFFERENCES<br>(IMIS 2017 TO IMIS<br>2020) |  |  |
| LUNCH        | FINANCE                          | THE JOURNEY OF AN IMIS TRANSACTION  | UNDERSTANDING IMIS<br>DEFERRED INCOME   | FUNDRAISING FROM<br>THE ACCOUNTING<br>PERSPECTIVE                         |  |  |



# BY SEGMENT AREA

Schedule is designed to give attendees two half days of training on seprate dates to limit your screen time and decrease "Zoom fatigue" allowing for optimal knowledge retention.

#### **MEMBERSHIP**

**DATE:** TUESDAY, MAY 18, 2021 **TIME:** 9:30 AM - 10:30 AM

Taking a Deep Look at Your Organization's

Member Journey in iMIS

**DATE:** TUESDAY, MAY 18, 2021 **TIME:** 10:45 AM - 11:30 AM

Understanding User Defined Data in iMIS (using

iMIS 2020 and Cloud)

**DATE:** TUESDAY, MAY 18, 2021 **TIME:** 11:40 AM - 12:40 PM

**Engagement Scoring - Planning Metrics and Roll** 

Out

DATE: WEDNESDAY, MAY 19, 2021

**TIME:** 1:30 PM - 2:30 PM

Membership Setup Now and in the Cloud

DATE: WEDNESDAY, MAY 19, 2021

TIME: 2:45 PM - 3:30 PM Understanding iMIS Relationships

**DATE:** WEDNESDAY, MAY 19, 2021 **TIME:** 3:40 PM - 4:40 PM

**Using IQA Reports to Get Your Member Data Out** 

of iMIS

#### **EVENTS**

**DATE:** TUESDAY, MAY 18, 2021 **TIME:** 1:30 PM - 2:30 PM

**Events Setup: Using Existing Functionality to** 

**Enhance Your Registration Process** 

**DATE:** TUESDAY, MAY 18, 2021 **TIME:** 2:45 PM - 3:30 PM

**Understanding Pricing Options and Promo Codes** 

with iMIS Events

**DATE:** TUESDAY, MAY 18, 2021 **TIME:** 3:40 PM - 4:40 PM

**Understanding Event Financials & Financial** 

**Exceptions** 

**DATE:** WEDNESDAY, MAY 19, 2021 **TIME:** 9:30 AM - 10:30 AM **Event Reporting with IQA's** 

**DATE:** WEDNESDAY, MAY 19, 2021 **TIME:** 10:45 AM - 11:30 AM

**Best Practices for Virtual & Hybrid Events** 

DATE: WEDNESDAY, MAY 19, 2021

**TIME:** 1:40 AM - 12:40 PM

Open Discussion Group - All About Events



# BY SEGMENT AREA

Schedule is designed to give attendees two half days of training on seprate dates to limit your screen time and decrease "Zoom fatigue" allowing for optimal knowledge retention.

#### **FINANCE**

**DATE:** TUESDAY, MAY 18, 2021 **TIME:** 9:30 AM - 10:30 AM

What a BATCH! Financials & Batches

**DATE:** TUESDAY, MAY 18, 2021 **TIME:** 10:45 AM - 11:30 AM

Understanding the Ins and Outs of Pay Central

**DATE:** TUESDAY, MAY 18, 2021 **TIME:** 3:40 PM - 4:40 PM **Basic Finance Reporting** 

**DATE:** THURSDAY, MAY 20, 2021 **TIME:** 1:30 PM - 2:30 PM

The Journey of an iMIS Transaction - Better Understanding How iMIS Financials Work

**DATE:** THURSDAY, MAY 20, 2021 **TIME:** 2:45 PM - 3:30 PM

**Understanding iMIS Deferred Income** 

**DATE:** THURSDAY, MAY 20, 2021 **TIME:** 3:40 PM - 4:40 PM

**Fundraising from the Accounting Perspective** 

#### IT/TECHNOLOGY

**DATE:** TUESDAY, MAY 18, 2021 **TIME:** 9:30 AM - 10:30 AM

Intermediate IQA

**DATE:** TUESDAY, MAY 18, 2021 **TIME:** 10:45 AM - 11:30 AM

How to Plan Your iMIS Budgeting Now and in the

**Future** 

**DATE:** TUESDAY, MAY 18, 2021 **TIME:** 11:40 AM - 12:40 PM

**Process Automation Uses and Options Besides** 

**Scheduled Emails** 

DATE: WEDNESDAY, MAY 19, 2021

**TIME:** 1:30 PM - 2:30 PM

**Practical Applications for IQAs: Dashboards** 

DATE: WEDNESDAY, MAY 19, 2021

**TIME:** 2:45 PM - 3:30 PM

Demo's and Tricks to Help Get Buy In from Staff

for an iMIS 2020 Move

DATE: WEDNESDAY, MAY 19, 2021

**TIME:** 3:40 PM - 4:40 PM

**Options for Making Your Site More Secure** 



# BY SEGMENT AREA

Schedule is designed to give attendees two half days of training on seprate dates to limit your screen time and decrease "Zoom fatigue" allowing for optimal knowledge retention.

#### ADVANCED TECHNOLOGY

**DATE:** TUESDAY, MAY 18, 2021 **TIME:** 1:30 PM - 2:30 PM

Exago, the NEW iMIS Reporting Tool

**DATE:** TUESDAY, MAY 18, 2021 **TIME:** 2:45 PM - 3:30 PM

Tools & Options to Integrate Systems &

**Applications with the Cloud** 

DATE: TUESDAY, MAY 18, 2021 TIME: 3:40 PM - 4:40 PM REST API in Action

DATE: THURSDAY, MAY 20, 2021 TIME: 9:30 AM - 10:30 AM Advanced IQA Reporting

DATE: THURSDAY, MAY 20, 2021 TIME: 10:45 AM - 11:30 AM Advanced SSRS - Tips & Tricks

DATE: THURSDAY, MAY 20, 2021 TIME: 11:40 AM - 12:40 PM RISE & Client-Side Development

#### **MOVING TO IMIS 2020**

**DATE:** WEDNESDAY, MAY 19, 2021 **TIME:** 9:30 AM - 10:30 AM **What's New ith iMIS 2020** 

**DATE:** WEDNESDAY, MAY 19, 2021 **TIME:** 10:45 AM - 11:30 AM

Getting Ready - Where to Start & Developing a

Plan

**DATE:** WEDNESDAY, MAY 19, 2021 **TIME:** 11:40 AM - 12:40 PM

PART 1: Understanding the Differences (iMIS 2017 to iMIS 2020) - A Look at taking current processes in iMIS 2017 and understanding how they will

function in iMIS 2020)

**DATE:** THURSDAY, MAY 20, 2021 **TIME:** 1:30 PM - 2:30 PM

Moving to iMIS Cloud: A Case Study

**DATE:** THURSDAY, MAY 20, 2021 **TIME:** 2:45 PM - 3:30 PM

**Practical Guidelines for Migrating Custom** 

**Processes to Cloud** 

**DATE:** THURSDAY, MAY 20, 2021 **TIME:** 3:40 PM - 4:40 PM

PART 2: Understanding the Differences (iMIS 2017 to iMIS 2020) - A Look at taking current processes in iMIS 2017 and understanding how

they will function in iMIS 2020)



# BY SEGMENT AREA

Schedule is designed to give attendees two half days of training on seprate dates to limit your screen time and decrease "Zoom fatigue" allowing for optimal knowledge retention.

#### **CLOUD ONLY**

DATE: WEDNESDAY, MAY 19, 2021

**TIME:** 1:30 PM - 2:30 PM

Membership Dues Processing in iMIS Cloud

DATE: WEDNESDAY, MAY 19, 2021

**TIME:** 2:45 PM - 3:30 PM

**Understanding iMIS Communications** 

DATE: WEDNESDAY, MAY 19, 2021

**TIME:** 3:40 PM - 4:40 PM

**iMIS Financials** 

**DATE:** THURSDAY, MAY 20, 2021 **TIME:** 9:30 AM - 10:30 AM

What is the NEW iMIS Reporting Tool: Exago

**DATE:** THURSDAY, MAY 20, 2021 **TIME:** 10:45 AM - 11:30 AM

**Setting up Your Events in iMIS Cloud** 

**DATE:** THURSDAY, MAY 20, 2021 **TIME:** 11:40 AM - 12:40 PM

**Understanding and Utilizing Dashboards** 







## Schedule At-A-Glance

May 18 - 20, 2021

# SCHEDULE AT A GLANCE WITH SEGMENT INFO

|  | Membership<br>Segment | IT/<br>Technical<br>Segment | Events<br>Segment | Finance<br>Segment | Moving to iMIS 2020 Segment | Advanced<br>IT<br>Segment | Cloud Only |
|--|-----------------------|-----------------------------|-------------------|--------------------|-----------------------------|---------------------------|------------|
| MAY 17, 2021 - MONDAY  |                       |                             |                   |                    |                             |                           |            |
| NIUG PRESENTS: IMIS PRODUCTS IN ACTION - ALL DAY (WATCH FOR DETAILS) | •                     | •                           | •                 | •                  | •                           | •                         | •          |
| MAY 18, 2021 - TUESDAY   |                       |                             |                   |                    |                             |                           |            |
| OPENING/WELCOME<br>9:00 AM - 9:20 AM                                 | •                     | •                           | •                 | •                  | •                           | •                         | •          |
| 9:30 AM - 10:30 AM   | •                     | •                           |                   |                    |                             |                           |            |
| TRANSITION BREAK and/or EXHIBITOR SHOWCASE                           | •                     | •                           | •                 | •                  | •                           | •                         | •          |
| 10:45 AM - 11:30 AM  | •                     | •                           |                   |                    |                             |                           |            |
| 11:40 AM - 12:40 AM  | •                     | •                           |                   |                    |                             |                           |            |
| LUNCH & EXHIBITORS   | •                     | •                           | •                 | •                  | •                           | •                         | •          |
| 1:30 PM - 2:30 PM  |                       |                             | •                 |                    |                             | •                         |            |
| TRANSITION BREAK and/or EXHIBITOR SHOWCASE                           | •                     | •                           | •                 | •                  | •                           | •                         | •          |
| 2:45 PM - 3:30 PM  |                       |                             | •                 |                    |                             | •                         |            |
| 3:40 PM - 4:40 PM  |                       |                             | •                 |                    |                             | •                         |            |
| NETWORKING EVENT<br>5:00 PM - 6:00 PM                                | •                     | •                           | •                 | •                  | •                           | •                         | •          |
| MAY 19, 2021 - WEDNESDAY   |                       |                             |                   |                    |                             |                           |            |
| OPENING/WELCOME<br>9:00 AM - 9:20 AM                                 | •                     | •                           | •                 | •                  | •                           | •                         | •          |
| 9:30 AM - 10:30 AM   |                       |                             | •                 | •                  | •                           |                           |            |
| TRANSITION BREAK and/or EXHIBITOR SHOWCASE                           | •                     | •                           | •                 | •                  | •                           | •                         | •          |

Schedule is designed to give attendees two half days of training on seprate dates to limit your screen time and decrease "Zoom fatigue" allowing for optimal knowledge retention.



## Schedule At-A-Glance

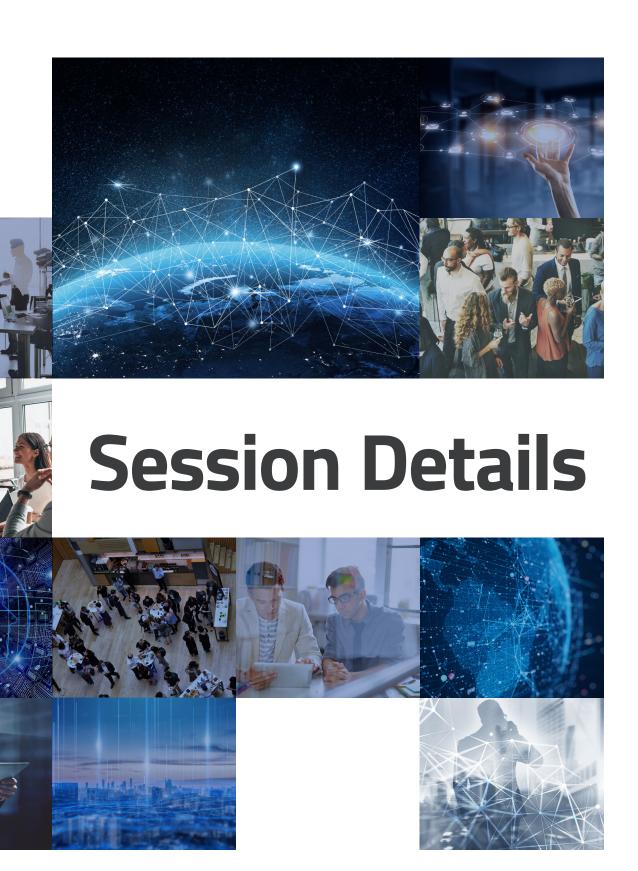
May 18 - 20, 2021

# SCHEDULE AT A GLANCE WITH SEGMENT INFO

|  | Membership<br>Segment          | IT/<br>Technical<br>Segment | Events<br>Segment | Finance<br>Segment | Moving to iMIS 2020 Segment | Advanced<br>IT<br>Segment | Cloud Only |
|--|--------------------------------|-----------------------------|-------------------|--------------------|-----------------------------|---------------------------|------------|
| MAY 19, 2021 - WEDNESD                     | MAY 19, 2021 - WEDNESDAY CON'T |                             |                   |                    |                             |                           |            |
| 10:45 AM - 11:30 AM                        |                                |                             | •                 | •                  | •                           |                           |            |
| 11:40 AM - 12:40 PM                        |                                |                             | •                 | •                  | •                           |                           |            |
| LUNCH and/or EXHIBITORS                    | •                              | •                           | •                 | •                  | •                           | •                         | •          |
| 1:30 PM - 2:30 PM                          | •                              | •                           |                   |                    |                             |                           | •          |
| TRANSITION BREAK and/or EXHIBITOR SHOWCASE | •                              | •                           | •                 | •                  | •                           | •                         | •          |
| 2:45 PM - 3:30 PM                          | •                              | •                           |                   |                    |                             |                           | •          |
| 3:40 PM - 4:40 PM                          | •                              | •                           |                   |                    |                             |                           | •          |
| NETWORKING EVENT<br>5:00 PM - 6:00 PM      | •                              | •                           | •                 | •                  | •                           | •                         | •          |
| MAY 20, 2021 - THURSDA                     | Y                              |                             |                   |                    |                             |                           |            |
| 9:30 AM - 10:30 AM                         |                                |                             |                   |                    |                             | •                         | •          |
| TRANSITION BREAK and/or EXHIBITOR SHOWCASE | •                              | •                           | •                 | •                  | •                           | •                         | •          |
| 10:45 AM - 11:30 AM                        |                                |                             |                   |                    |                             | •                         | •          |
| 11:40 AM - 12:40 PM                        |                                |                             |                   |                    |                             | •                         | •          |
| LUNCH and/or EXHIBITORS                    | •                              | •                           | •                 | •                  | •                           | •                         | •          |
| 1:30 PM - 2:30 PM                          |                                |                             |                   | •                  | •                           |                           |            |
| TRANSITION BREAK and/or EXHIBITOR SHOWCASE | •                              | •                           | •                 | •                  | •                           | •                         | •          |
| 2:45 PM - 3:30 PM                          |                                |                             |                   | •                  | •                           |                           |            |
| 3:40 PM - 4:40 PM                          |                                |                             |                   | •                  | •                           |                           |            |

Schedule is designed to give attendees two half days of training on seprate dates to limit your screen time and decrease "Zoom fatigue" allowing for optimal knowledge retention.





# **TUESDAY, MAY 18, 2021**

### **Segments Covered Today:**

#### Membership, IT/Technology, Events & Advanced Technology

## TAKING A DEEP LOOK AT YOUR ORGANIZATION'S MEMBER JOURNEY IN IMIS

Presenter: TBA

| Time:                  | 9:30 AM - 10:30 AM        |
|------------------------|---------------------------|
| Track:                 | Membership                |
| iMIS Versions Covered: | iMIS 2017 (20.2)          |
| iMIS                   | Cloud Enterprise (20-300) |
| iMIS Cloud             | Professional (20-100/200) |

Over time, your organization may have implemented, changed or discontinued processes, resulting in stale data and outdated procedures. Taking an overall look at your current business rules and how iMIS functionality has changed may result in less customizations, more out-of-the-box and possibly more streamlined processes. During this session we will share with you things that have significantly changed within iMIS 2017 thru iMIS 2020 within the customer/member module so you can review how your organization looks at their member and constituent processes.

#### **INTERMEDIATE IQA**

Presenter: TBA

| Time:                  | 9:30 AM - 10:30 AM        |
|------------------------|---------------------------|
| Track:                 | IT/Technical              |
| iMIS Versions Covered: | iMIS 2017 (20.2)          |
| iMIS (                 | Cloud Enterprise (20-300) |
| iMIS Cloud P           | rofessional (20-100/200)  |

This session can help show you how to obtain multi-layered data in one IQA. We will show you joins, run-time parameters, dynamic filters, and more. You will then better understand these powerful methods and create queries that pull and report on your data with confidence.

**Note:** Some items covered may differ slightly from version to verision.

## UNDERSTANDING USER DEFINED DATA IN IMIS (USING IMIS 2020 AND CLOUD)

**Presenter:** TBA

| Time:                  | 10:45 AM - 11:30 AM       |
|------------------------|---------------------------|
| Track:                 | Membership                |
| iMIS Versions Covered: | iMIS 2017 (20.2)          |
| iMIS                   | Cloud Enterprise (20-300) |
| iMIS Cloud             | Professional (20-100/200) |

We all have custom data we need to track for members and non-members, both organizations and individuals. This session will look at what is possible in both desktop and cloud. We will look at single instance and multi-instance tables and how to add, hide or rearrange fields to best meet your current (possibly ever-changing) needs.

## HOW TO PLAN YOUR IMIS BUDGETING NOW AND IN THE FUTURE

**Presenter:** TBA

| Time:                  | 10:45 AM - 11:30 AM |
|------------------------|---------------------|
| Track:                 | IT/Technical        |
| iMIS Versions Covered: | iMIS 2017 (20.2)    |

Much is changing with technology needs and the new iMIS path. How and what do you need to plan for in the future? There are many uncertainties and misconceptions out there but this session will help you plan for them.



# **TUESDAY, MAY 18, 2021**

### **Segments Covered Today:**

#### Membership, IT/Technology, Events & Advanced Technology

## ENGAGEMENT SCORING - PLANNING METRICS AND ROLL OUT

Presenter: TBA

Time: 11:40 AM - 12:40 PM
Track: Membership
iMIS Versions Covered: iMIS 2017 (20.2)
iMIS Cloud Enterprise (20-300)
iMIS Cloud Professional (20-100/200)

As more organizations are looking for ways to evaluate membership participation, engagement scoring is a great way to provide that information. In this session we will discuss how to set up engagement scoring, getting buy-in from staff on what metrics to use, and how to include external data to acheive a more accurate score.

## PROCESS AUTOMATION USES AND OPTIONS BESIDES SCHEDULED EMAILS

Presenter: TBA

Time: 11:40 AM - 12:40 PM
Track: IT/Technical
iMIS Versions Covered: iMIS 2017 (20.2)
iMIS Cloud Enterprise (20-300)
iMIS Cloud Professional (20-100/200)

Process Automation can do much more than just schedule emails. This session will help you think of other possibilities for your organization and get you started on implementing them. Any process or task that needs to be done more than once is a possibility for automation! This will result in less manual work and more time to focus elsewhere.

# EVENTS SETUP: USING EXISTING FUNCTIONALITY TO ENHANCE YOUR REGISTRATION PROCESS

**Presenter:** TBA

Time: 1:30 PM - 2:30 PM

Track: Events

iMIS Versions Covered: iMIS 2017 (20.2)

iMIS Cloud Enterprise (20-300)

iMIS Cloud Professional (20-100/200)

Are you tired of registrants picking functions they Are you tired of registrants picking functions they shouldn't? Are you tired of issuing refunds to people? Functionality already exists in the Event Setup that allows us to pull everything together to create a bulletproof event registration experience! Join us, and we will show you how it can be done.

#### **EXAGO. THE NEW IMIS REPORTING TOOL**

**Presenter:** TBA

Time: 1:30 PM - 2:30 PM

Track: Advanced Technical

iMIS Versions Covered: iMIS Cloud Enterprise (20-300)

iMIS Cloud Professional (20-100/200)

The iMIS Report Writer (Exago) is a powerful tool that enables you to create reports and dashboards that are directly embedded in iMIS. During this session we will give you a full look at this functionality and how you can create the reports you need in a whole new way!



# **TUESDAY, MAY 18, 2021**

**Segments Covered Today:** 

Membership, IT/Technology, Events & Advanced Technology

## UNDERSTANDING PRICING OPTIONS AND PROMO CODES WITH IMIS EVENT

**Presenter:** TBA

| Time:                  | 2:45 PM - 3:30 PM        |
|------------------------|--------------------------|
| Track:                 | Events                   |
| iMIS Versions Covered: | iMIS 2017 (20.2)         |
| iMIS C                 | loud Enterprise (20-300) |
| iMIS Cloud Pr          | rofessional (20-100/200) |

Member/Non-Member, Pricing Groups, and those good ol' Registrant Classes are some of the pricing options available. And then there are the Promotion Codes...learn how to control the registration process further, so registrants pay the correct amount and minimize the need for you to issue those pesky refunds; how to use Promo Codes to provide discounts for the entire event or only certain functions, and how Promo Codes can be used to register your speakers and facilitators.

## TOOLS & OPTIONS TO INTEGRATE SYSTEMS & APPLICATIONS WITH THE CLOUD

Presenter: TBA

| Time:                             | 2:45 PM - 3:30 PM              |  |
|-----------------------------------|--------------------------------|--|
| Track:                            | Advanced Technical             |  |
| iMIS Versions Covered: iN         | /IIS Cloud Enterprise (20-300) |  |
| iMIS Cloud Professional (20-100/2 |                                |  |

Join us to discuss single sign-on, a user logs in with a single username and password and can navigate multiple applications without ever needing to log back in and an overview of the REST API. There are also several Product Partners who have created tools to help you, hear about some of those tools and always be sure to check with the community before you build out your own!

## UNDERSTANDING EVENT FINANCIALS & FINANCIAL EXCEPTIONS

Presenter: TBA

| Time:                  | 3:40 PM - 4:40 PM         |
|------------------------|---------------------------|
| Track:                 | Events                    |
| iMIS Versions Covered: | iMIS 2017 (20.2)          |
| iMIS                   | Cloud Enterprise (20-300) |
| iMIS Cloud F           | Professional (20-100/200) |

Your staff and customers enter event registrations, but sometimes you need to dig deeper than just the registration screen. This session will help you know what the financial transactions for events look like, where to find them and how to fix problems.

#### **REST API IN ACTION**

Presenter: TBA

| Time:                               | 3:40 PM - 4:40 PM        |  |
|-------------------------------------|--------------------------|--|
| Track:                              | Advanced Technical       |  |
| iMIS Versions Covered:              | iMIS 2017 (20.2)         |  |
| iMIS C                              | loud Enterprise (20-300) |  |
| iMIS Cloud Professional (20-100/20) |                          |  |

We know everything is moving to REST API; we have heard about it and seen some of what it can do; however, we need more than that! This session will go into what others are doing with REST API and HOW they are getting it done! Real-life, real use and how to get moving into that direction with a better understanding of how it works so you can start DOING!



# **WEDNESDAY, MAY 19, 2021**

Segments Covered Today: Events, Finance, Cloud Only, Moving to iMIS 2020, IT/Technical & Membership

#### **EVENT REPORTING WITH IQA'S**

**Presenter:** TBA

| Time:                  | 9:30 AM - 10:30 AM        |
|------------------------|---------------------------|
| Track:                 | Events                    |
| iMIS Versions Covered: | iMIS 2017 (20.2)          |
| iMIS (                 | Cloud Enterprise (20-300) |
| iMIS Cloud P           | rofessional (20-100/200)  |

Some event staff want the details, but they do not want to deal with iMIS. When you master IQAs you can be their hero! We will look at all of the Business Objects used within the events module, cover those special joins to come up with the IQAs you need for a specific event, and dynamic IQAs which can be run for any event. So whether you are the "planner" needing to know what iMIS reporting can do or you're developing IQA reports yourself, you will take away what you need from this session.

#### WHAT A BATCH! FINANCIALS AND BATCHES

**Presenter:** TBA

| Time:                          | 9:30 AM - 10:30 AM      |
|--------------------------------|-------------------------|
| Track:                         | Finance                 |
| iMIS Versions Covered:         | iMIS 2017 (20.2)        |
| iMIS Cloud Enterprise (20-300) |                         |
| iMIS Cloud Pr                  | ofessional (20-100/200) |

Need a better understanding of iMIS financials and batch options? This session will dive into the key aspects of iMIS financials from iMIS 2017 how they differ and what is changing as we embark on the iMIS 2020 transition. You and your finance department will see any new and coming functionality, along with receiving a better understanding of key finance options existing in 2017 thru 2020.

#### WHAT'S NEW WITH IMIS 2020

**Presenter:** TBA

| Time:                          | 9:30 AM - 10:30 AM     |
|--------------------------------|------------------------|
| Track:                         | Moving to iMIS 2020    |
| iMIS Versions Covered:         | iMIS 2017 (20.2)       |
| iMIS Cloud Enterprise (20-300) |                        |
| iMIS Cloud Pro                 | fessional (20-100/200) |

As you get ready to map out your transition to iMIS 2020, we can help you better understand any new and changing functionality. Join us to get the information first hand from the developers of iMIS. It will also set the stage for any additional questions or things to watch for throughout the rest of the rest of the day in this "Moving to the Cloud" segment!

## BEST PRACTICES FOR VIRTUAL & HYBRID EVENT

Presenter: TBA

| Time:                         | 10:45 AM - 11:30 AM     |
|-------------------------------|-------------------------|
| Track:                        | Events                  |
| iMIS Versions Covered:        | iMIS 2017 (20.2)        |
| iMIS Cloud Enterprise (20-300 |                         |
| iMIS Cloud Pr                 | ofessional (20-100/200) |

How should you plan a hybrid event that will include both an in-person portion and a virtual component? A best practice is that the in-person event planning should be prioritized, followed by the hybrid event. Join us to explore more best practices that will not only help your hybrid event be the most successful, but will also reduce costs and stress!



# **WEDNESDAY, MAY 19, 2021**

Segments Covered Today: Events, Finance, Cloud Only, Moving to iMIS 2020, IT/Technical & Membership

## UNDERSTANDING THE INS AND OUTS OF PAY CENTRAL

**Presenter:** TBA

Time: 10:45 AM - 11:30 AM

Track: Finance

iMIS Versions Covered: iMIS Cloud Enterprise (20-300)

iMIS Cloud Professional (20-100/200)

iMIS Pay Central makes payment processing simple, secure, and affordable. Save time and money with low rates, automatic card updates, real-time reconciliation, next-day funding, and significantly reduced PCI requirements. Come to this session to see how it can help your organization.

## GETTING READY - WHERE TO START & DEVELOPING A PLAN

**Presenter:** TBA

| Time:                  | 10:45 AM - 11:30 AM |
|------------------------|---------------------|
| Track:                 | Moving to iMIS 2020 |
| iMIS Versions Covered: | iMIS 2017 (20.2)    |

How do you start thinking about moving to the cloud? How can you get from iMIS 2017 to iMIS Cloud? How can you work without access to everything you always had? You have questions. Come learn how to get started on your plan and manageable steps to the iMIS Cloud and what resources are available to help.

## OPEN DISCUSSION GROUP - ALL ABOUT EVENTS

**Presenter: TBA** 

| Time:                         | 11:40 AM - 12:40 PM       |
|-------------------------------|---------------------------|
| Track:                        | Events                    |
| iMIS Versions Covered:        | iMIS 2017 (20.2)          |
| iMIS Cloud Enterprise (20-300 |                           |
| iMIS Cloud P                  | Professional (20-100/200) |

Events have taken on a whole new meaning over the last year. It has caused everyone to recreate their events and left us all with added concerns, stress, anxiety, and the need to lean on one another for help and advice. Join us for this open discussion as we help one another create innovative ideas, discuss strategies and above all else, bring our iMIS events questions to the table!

#### **BASIC FINANCE REPORTING**

**Presenter:** TBA

| Time:                          | 11:40 AM - 12:40 PM      |
|--------------------------------|--------------------------|
| Track:                         | Finance                  |
| iMIS Versions Covered:         | iMIS 2017 (20.2)         |
| iMIS Cloud Enterprise (20-300) |                          |
| iMIS Cloud P                   | rofessional (20-100/200) |

Are your finance people complaining iMIS won't provide the information they need? Find out how to get more out of querying and reporting financial data. Understanding where stuff lives and how to link it all together is key.



## **WEDNESDAY, MAY 19, 2021**

Segments Covered Today: Events, Finance, Cloud Only, Moving to iMIS 2020, IT/Technical & Membership

PART 1: UNDERSTANDING THE DIFFERENCES FROM IMIS 2017 TO IMIS 2020 - A LOOK AT TAKING CURRENT PROCESSES IN IMIS 2017 AND UNDERSTANDING HOW THEY WILL FUNCTION IN IMIS 2020

**Presenter:** TBA

 Time:
 11:40 AM - 12:40 PM

 Track:
 Moving to iMIS 2020

 iMIS Versions Covered:
 iMIS 2017 (20.2)

 iMIS Cloud Enterprise (20-300)

The Must Know Ins and Outs of Membership in the Cloud. You'll be turning in the Billing tab from the Customer Portfolio for a new and improved membership management. How to bill, renew and rebill your membership as well as cancel or refund when the need arises.

## PRACTICAL APPLICATIONS FOR IQAS: DASHBOARDS

**Presenter:** TBA

Time: 1:30 PM - 2:30 PM

Track: IT/Technology

iMIS Versions Covered: iMIS 2017 (20.2)

iMIS Cloud Enterprise (20-300)

iMIS Cloud Professional (20-100/200)

Turn your boring tabular IQAs into exciting visual Dashboards! Learn what kind of data is "dashboardable" and how Dashboards can be used to display data and track progress in an easy-to-read format. Data at your fingertips so you can start the day with key information for reporting or making important decisions right away.

#### MEMBERSHIP DUES PROCESSING IN IMIS CLOUD

**Presenter: TBA** 

Time: 1:30 PM - 2:30 PM

Track: Cloud Only

iMIS Versions Covered: iMIS Cloud Enterprise (20-300)

iMIS Cloud Professional (20-100/200)

Member types, Products, Pricing - OH My! How and where do I set up my dues and subscriptions in IMIS Cloud? We will go into chapter billing, online join, and many other areas relating to Member dues processing.

#### MEMBERSHIP SETUP NOW AND IN THE CLOUD

**Presenter:** TBA

Time: 1:30 PM - 2:30 PM
Track: Membership
iMIS Versions Covered: iMIS 2017 (20.2)
iMIS Cloud Enterprise (20-300)

There is more to membership than just dues. How do you set up a new customer type? How do you determine which "address purpose" is used and which is the primary? How do you synchronize email/phone information to the Contact table? Where do you start with chapter setup? If you're a Trade Association, how do you determine flow-down data, set up account management, social media, and more? We will dive into where to set up iMIS to meet both your organization and membership needs.



# **WEDNESDAY, MAY 19, 2021**

Segments Covered Today: Events, Finance, Cloud Only, Moving to iMIS 2020, IT/Technical & Membership

#### UNDERSTANDING IMIS COMMUNICATIONS

**Presenter:** TBA

| Time:                       | 2:45 PM - 3:30 PM         |
|-----------------------------|---------------------------|
| Track:                      | Cloud Only                |
| iMIS Versions Covered: iMIS | Cloud Enterprise (20-300) |
| iMIS Cloud                  | Professional (20-100/200) |

Email has taken center stage, connecting companies and people in 2020/21 like never before. This session will review email communication functionality available to all iMIS Cloud clients and the differences between that and the advanced email marketing module.

## DEMOS AND TRICKS TO HELP GET BUY-IN FROM STAFF FOR AN IMIS 2020 MOVE

**Presenter:** TBA

| Time:                  | 2:45 PM - 3:30 PM       |
|------------------------|-------------------------|
| Track:                 | IT/Technical            |
| iMIS Versions Covered: | iMIS 2017 (20.2)        |
| iMIS CI                | and Enterprise (20-300) |

We understand it is not an easy task to move your seasoned iMIS desktop users over to the iMIS Cloud functionality; however, we can show you some tips and tricks to help win them over and get them to start! You will learn some easy techniques to give your users what they need to be productive. We will focus on Staff Site tips including: tailored dashboards, specific profiles for members, starter packs, and more. Wow your staff, and give them tips to learn to love iMIS Cloud.

#### **UNDERSTANDING IMIS RELATIONSHIPS**

**Presenter:** TBA

| Time:                  | 2:45 PM - 3:30 PM              |
|------------------------|--------------------------------|
| Track:                 | Membership                     |
| iMIS Versions Covered: | iMIS 2017 (20.2)               |
|                        | iMIS Cloud Enterprise (20-300) |

It's the six degrees of Kevin Bacon all within your database. Everybody knows somebody, but how can you keep track? Relationships within iMIS can help you maintain all sorts connections: Board members, primary contacts, political connections, mentors and more. You can even use them to link companies or chapters. Be ready to also see how to get the most out of relationships and creatively use these fields in ways they were never intended.

#### **IMIS FINANCIALS**

**Presenter:** TBA

| Time:                                | 3:40 PM - 4:40 PM              |
|--------------------------------------|--------------------------------|
| Track:                               | Cloud Only                     |
| <b>iMIS Versions Covered:</b>        | iMIS Cloud Enterprise (20-300) |
| iMIS Cloud Professional (20-100/200) |                                |

Cha-Ching! iMIS Cloud is your Cash Register! As the world becomes more virtual and fast paced in their "need it now" personas, you need the ability to sell every service and product you offer on line! iMIS Cloud financials and eCommerce are your solutions!



## **WEDNESDAY, MAY 19, 2021**

Segments Covered Today: Events, Finance, Cloud Only, Moving to iMIS 2020, IT/Technical & Membership

## OPTIONS FOR MAKING YOUR SITE MORE SECURE

**Presenter:** TBA

Time: 3:40 PM - 4:40 PM

Track: IT/Technical

iMIS Versions Covered: iMIS 2017 (20.2)

iMIS Cloud Enterprise (20-300)

iMIS Cloud Professional (20-100/200)

With many staff now working from remote locations, keeping your data and RiSE websites secure is more critical than ever. This session will review options to help with PCI compliance, SOC 2 compliance, using web application firewalls to stop denial of service, SQL injections, and a host of other attacks looking for vulnerabilities in your site. Also covered will be using multifactor authentication and if you should consider using a WAF with geo-blocking capability.

## USING IQA REPORTS TO GET YOUR MEMBER DATA OUT OF IMIS

**Presenter: TBA** 

Time: 3:40 PM - 4:40 PM

Track: Membership

iMIS Versions Covered: iMIS 2017 (20.2)

iMIS Cloud Enterprise (20-300)

You've collected key member and constituent data in iMIS - now you need to find and use the data to your advantage and perhaps simplify things for your contacts. By the end of this session, you will have a much better understanding of where to find standard membership data sources and how to use IQA to get useful data from iMIS.



## **JOIN US MAY 17, 2021**

GET A PRE-EVENT LOOK AT SOME OF THE AMAZING IMIS PRODUCTS AVAILABLE TO UTILIZE WITH IMIS & FIND OUT IF/WHEN THEY WILL BE CLOUD FRIENDLY!

WEBINARS DEMOS

FIRST HAND LOOK AT OUR EXHIBITOR PORTAL

PRIZES TO WIN & MORE!



# **THURSDAY, MAY 20, 2021**

# Segments Covered Today: Advanced Technical, Finance, Cloud Only & Moving to iMIS 2020

### WHAT IS THE NEW IMIS REPORTING TOOL: EXAGO

**Presenter: TBA** 

Time: 9:30 AM - 10:30 AM

Track: Cloud Only

iMIS Versions Covered: iMIS Cloud Enterprise (20-300)

iMIS Cloud Professional (20-100/200)

When a query is just not enough and cloud tools don't allow SQL access, you can use the New iMIS Report Writer (Exago) to get the data out that you need in the format that you prefer!

#### SETTING UP YOUR EVENTS IN IMIS CLOUD

**Presenter: TBA** 

Track: 10:45 AM - 11:30 AM

Track: Cloud Only

iMIS Versions Coered: iMIS Cloud Enterprise (20-300)

iMIS Cloud Professional (20-100/200)

From a webinar to chapter meeting, to the one day, in-person annual conference, iMIS Cloud can manage it all. Add in a dash of process automation for the personal touch on your confirmations.

#### **ADVANCED IQA REPORTING**

**Presenter:** TBA

| Time:                  | 9:30 AM - 10:30 AM           |
|------------------------|------------------------------|
| Track:                 | Advanced Technical           |
| iMIS Versions Covered: | iMIS 2017 (20.2)             |
| iM                     | IS Cloud Enterprise (20-300) |
| iMIS Clou              | d Professional (20-100/200)  |

Want to do more in IQA than just export data? IQA is the basis for all the dashboards on the staff site. This session will go over the more advanced features of IQA that allow you to summarize and display your data in different ways. Counting, Totals/Sub-totals, setting up for charts and more.

#### **ADVANCED SSRS - TIPS & TRICKS**

**Presenter:** TBA

| Time:                                | 10:45 AM - 11:30 AM |
|--------------------------------------|---------------------|
| Track:                               | Advanced Technical  |
| iMIS Versions Covered:               | iMIS 2017 (20.2)    |
| iMIS Cloud Enterprise (20-300)       |                     |
| iMIS Cloud Professional (20-100/200) |                     |

You have been working on your SSRS report but can't get it to run from within the iMIS staff site. You need to build reports or certificates that can be sent as a PDF to a customer. Get some tips on using SSRS to best produce the reports and documents you need to create from iMIS data. Bring your issues and questions to find out how you might solve your reporting issues.



# **THURSDAY, MAY 20, 2021**

# Segments Covered Today: Advanced Technical, Finance, Cloud Only & Moving to iMIS 2020

#### UNDERSTANDING AND UTILIZING DASHBOARDS

**Presenter: TBA** 

| Time:   | 11:40 AM - 12:40 PM           |  |
|---|-------------------------------|--|
| Track:  | Cloud Only                    |  |
| iMIS Versions Covered: iMIS Cloud Enterprise (20-300) |                               |  |
| iMIS Cle  | oud Professional (20-100/200) |  |

Your staff and organization's leadership need a quick way to access and review key metrics to stay in the know and make important decisions. Utilizing dashboards will help make all of that possible. From copy and pasting existing dashboards to make them your own, to editing existing ones – join us to see how it's done.

#### **MOVING TO IMIS CLOUD: A CASE STUDY**

**Presenter:** TBA

| Time:                  | 1:30 PM - 2:30 PM              |
|------------------------|--------------------------------|
| Track:                 | Moving to 2020                 |
| iMIS Versions Covered: | iMIS 2017 (20.2)               |
|                        | iMIS Cloud Enterprise (20-300) |

See how others have moved to the iMIS Cloud. Hear first hand about their trials, tribulations and successes during their move. This will help you whether you're just starting to plan or if you are deep in the middle of your move.

#### **RISE & CLIENT-SIDE DEVELOPMENT**

Presenter: TBA

| Time:                  | 11:40 AM - 12:40 PM            |
|------------------------|--------------------------------|
| Track:                 | Advanced Technical             |
| iMIS Versions Covered: | iMIS 2017 (20.2)               |
| iN                     | /IIS Cloud Enterprise (20-300) |
| iMIS Clou              | ud Professional (20-100/200)   |

Developing in RISE isn't all server-side C# code anymore. The "cloud" brings a lot of other options to the table. This session will cover some of the different development options that can be integrated into RISE, and how to decide which to use for the best result.

# THE JOURNEY OF AN IMIS TRANSACTION - BETTER UNDERSTANDING HOW IMIS FINANCIALS WORK

**Presenter:** TBA

| Time:                  | 1:30 PM - 2:30 PM              |
|------------------------|--------------------------------|
| Track:                 | Finance                        |
| iMIS Versions Covered: | iMIS 2017 (20.2)               |
|                        | iMIS Cloud Enterprise (20-300) |

Ask any accountant or finance person to use iMIS and their answer will not be what you want to hear! However, if they have a better understanding of how it works from start to finish, the accounts being affected within iMIS as that transaction takes its journey, it's not so bad! We will show you what happens once you enter a transaction so you may better understand why certain options in iMIS need to be set for it to all run smoothly.



# **THURSDAY, MAY 20, 2021**

Segments Covered Today: Advanced Technical, Finance, Cloud Only & Moving to iMIS 2020

## PRACTICAL GUIDELINES FOR MIGRATING CUSTOM PROCESSES TO CLOUD

Presenter: TBA

 Time:
 2:45 PM - 3:30 PM

 Track:
 Moving to 2020

 iMIS Versions Covered:
 iMIS 2017 (20.2)

The cloud is HERE! Whether you plan to get there in the next year or more, come find out how to get your customizations to be cloud-compliant. Look at your views, stored Procedures, Triggers and more to start thinking about transforming them into processes that work with iMIS Cloud.

PART 2: UNDERSTANDING THE DIFFERENCES FROM IMIS 2017 TO IMIS 2020 - A LOOK AT TAKING CURRENT PROCESSES IN IMIS 2017 AND UNDERSTANDING HOW THEY WILL FUNCTION IN IMIS 2020

Presenter: TBA

Time: 3:40 PM - 3:40 PM

Track: Moving to iMIS 2020
iMIS Versions Covered: iMIS 2017 (20.2)
iMIS Cloud Enterprise (20-300)

Ditch the Advanced Accounting Console and see how iMIS Cloud allows you to do everything Event, Finance and Commerce related. From defining and marking CEU attendance to Posting batches and Order staging, all the way through to your GL Interface.

#### **UNDERSTANDING IMIS DEFERRED INCOME**

**Presenter: TBA** 

Time: 2:45 PM - 3:30 PM

Track: Finacial

iMIS Versions Covered: iMIS 2017 (20.2)

iMIS Cloud Enterprise (20-300)

iMIS Cloud Professional (20-100/200)

This session will provide an overview of how deferred income works, best practices for entering transactions with deferred income into iMIS and reporting options. Tracking deferred income is essential for your organization to meet financial reporting requirements. As this can impact any product or service that provides a benefit to your members over a period of time, it is necessary to understand how to enter those transactions into iMIS and how to provide information about the transactions to finance/accounting staff.

## FUNDRAISING FROM THE ACCOUNTING PERSPECTIVE

**Presenter:** TBA

Time: 3:40 PM - 4:40 PM

Track: Finance
iMIS Versions Covered: iMIS 2017 (20.2)
iMIS Cloud Enterprise (20-300)

There is so much to consider when it comes to accounting and fundraising. We will start with the basics of how a gift, pledge, or pledge payment progresses through the financial process in iMIS, and then look at corrections such as gift refunds and pledge write-offs.



