**What is a Point Swap?**

**Objective:**  The whole idea behind a point swap is to provide an additional incentive for people to give money to the Foundation and have fun doing it.

**What:** What are points and how do they work? Every time you contribute a dollar to the Foundation you receive a point. These points accumulate in your account until you use them. You can use these points to make someone a Paul Harris Fellow or you can give these points to another Rotarian to help this person move to the next level of Paul Harris Fellow. Points are just the same as cash. The catch is that you have to use them for someone else. You can’t use them to make yourself a Paul Harris Fellow.

**How:** So how does this work then? Let’s say John has donated $500 to the Foundation over the past several years. To be a Paul Harris Fellow requires a gift of $1,000. John could get someone to donate 500 points to his account, and he would then be a Paul Harris Fellow. However, that doesn’t raise any money for the Foundation. The point is to increase Foundation giving. In a point swap the rule should be that John should have to write a check for at least half of what he needs to become a Paul Harris Fellow. So in this example, John should write a check for $250 and find a fellow member to donate 250 points to his account to become a Paul Harris Fellow.

**When:** Some clubs have done point swaps during a regular meeting, while others have been more creative and had a dinner or social with a theme. One club did a Mardi Gras theme with beads for different levels of contributions and another did a Mizzou Tigers theme and gave away ball caps, tiger ears, and beads for making contributions. The point is to make a point swap a fun event.

**Where:** Where do you go to find out what each club member needs to contribute to go to the next level of Foundation giving and how do you know how many points each member has to give to someone else? That information can be provided for you so that all you have to do is print the forms and pass them out to each member. You can write Michael Brady at mbrady@mysystematic.com to request your club’s reports. In addition, Michael can provide you with Foundation donation forms that are already completed with the exception of a few key variable items.

**Why:** We all want to make a difference in the world. Leveraging our money by using the Foundation is a great way to do just that. We want to know our money is being used wisely to do great things. The Foundation with its stellar ratings has proven to be one of the best, if not the best, vehicle to make positive changes in the world.

That being the case, why don’t we have some fun while we do some good in the world and have a good old fashioned point swap.

**Frequently Asked Questions**:

1. Has this been successful for clubs? Yes, clubs are reporting tremendous results with point swaps. Small clubs have been getting 14-17 new Paul Harris Fellows and larger clubs have gotten as many as 80.
2. Is there someone who could answer questions about point swaps? Yes, David Bixler: 6080dg1617@bixlercorp.com or Michael Brady: mbrady@mysystematic.com.
3. How do members know who to talk to about points? They don’t know who to talk to so it becomes a social event with everyone talking to each other trying to find some available points. In fact, some clubs have made their members get points from as many as three members in order to make the event more social.
4. Can we just do the paperwork ourselves and not ask for help? Yes, but the job of processing the proper paperwork and figuring out who needs to donate what and how many points each member has becomes a bit of a nightmare. Michael has written some mail merge routines that allows him to download all of that information from RI in a matter of a few minutes and send you the forms in a pdf file.