

Blackbaud Champions

Being a Blackbaud Champion means sharing your perspective about how partnering with Blackbaud has helped advance your mission through technology. We appreciate the time and effort you put in to sharing your experiences using Blackbaud products and services; that's why we created the Blackbaud Champions program just for you.

When nonprofit professionals have a question about how our software works or how our services can enable them to spend more time on their missions, you're there to share your firsthand experiences. Your insight is invaluable, and we want to connect you to people interested in getting started with Blackbaud.

How does the Champions program work?

As a Champion, you help spread the word about Blackbaud and earn points for doing so. Once you've reached a certain number of points, you receive access to exclusive perks available only to Champions.

It's this simple:

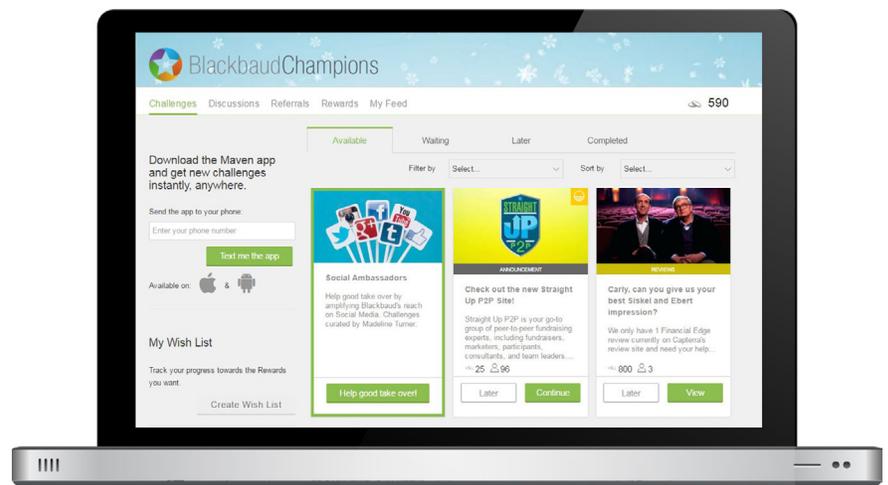
- Earn points for completing activities that interest you
- Use your points to redeem rewards
- Boost your professional profile by interacting with other Champions
- Earn a \$100 pre-paid gift card for every lead you pass to Blackbaud that becomes a customer, with no limit on how much you can earn



Blackbaud
Champions™

“Thank you for running a great program. The Blackbaud Champions Program is awesome.”

—Chuck Staley, Central Catholic High School



We want to make it easy and fun for you to help amplify the Blackbaud message, which is why we launched the Blackbaud Champions Hub as your one-stop-shop to participate in the Champions program. Once you're signed up for Blackbaud Champions on the [Blackbaud website](#), you can create an account in the [Champions Hub](#) to start earning points.

Inside the Champions Hub, you'll have the option to participate in a variety of activities—called challenges—including sharing news and content with your networks, providing your feedback and opinion, passing a lead, participating in testimonials, networking with other nonprofit leaders, and much more!

Champions Sales Lead Program

In addition to the benefits and rewards you will reap from sharing interesting content or demonstrating your own expertise, you can participate in the Champion Sales Lead Program. This program rewards you for introducing us to a colleague, friend, or peer who you think could benefit from Blackbaud's software or service solutions. If your lead becomes a Blackbaud customer, you'll receive a \$100 pre-paid gift card.

Ready to join?

To become a Champion, simply fill out the form on the [Blackbaud website](#).

Frequently Asked Questions

Q How do I become a Blackbaud Champion?

A It's easy! Simply [fill out the join form on the Blackbaud website](#), and let us know which product(s) you're willing to be a reference for. Once you join, you'll receive an email with your access link to enter the Champions Hub where you can start earning points for participating in challenges and redeeming rewards!

Q What happens after I join?

A You'll receive an exclusive invitation to join the Blackbaud Champions Hub where you can earn points by completing challenges posted by Blackbaud Customer Marketing team members and use those points to redeem rewards. All points, including the Champions leaderboard, are tracked within the Champions Hub, and all rewards are posted within the Champions Hub.

Q What is the Champions Hub?

A The Champions Hub is a cloud-based advocate marketing platform from Influxive which Blackbaud uses for the Blackbaud Champions program. After joining Blackbaud Champions, the Champions hub can be accessed at <http://champions.blackbaud.com>.

"The Champions Sales Lead Program is a fun way to keep customers engaged with Blackbaud. Unlike other major software companies where you're just another number, Blackbaud makes you feel that you're a valued member of their family and that your opinions matter. It helps that there's also potentially fabulous prizes available too!"

—Jason Drury, Fanshawe College

Q What if I was already a member of the Fan Club?

A Customers who were part of the Blackbaud Fan Club are automatically part of the Champions program. Everything you enjoyed about the Fan Club is still available, with plenty more opportunities to get VIP access, network with other nonprofit professionals, share your feedback, and get rewarded for all you do!

Q Can I earn points for activities not posted in the Champions Hub?

A Yes. If you perform an act of advocacy outside of the official challenges posted inside the Champions Hub simply let the Champions Team know by emailing champions@blackbaud.com. Examples include user groups, speaking engagements, social sharing, and more. The allocation of points for non-sanctioned Champions activities is at the discretion of the Champions Team. Participating in reference calls are a points-earning activity which will be added to your Champions Hub points allocation by the Blackbaud Champions Team.

Q How much time do I have to commit?

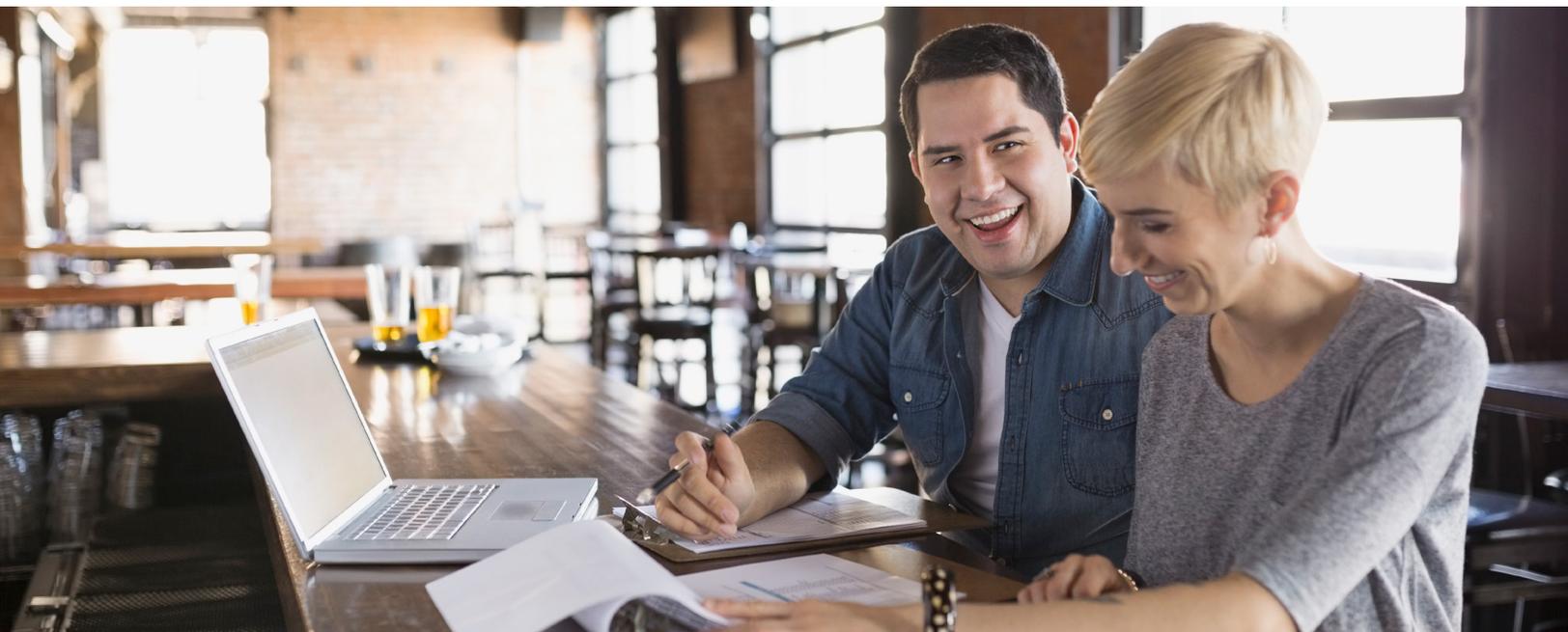
A Participation in the Champions program is voluntary. You decide how much you want to participate and how much time you'll set aside. You have the flexibility to participate as frequently or infrequently as you like.

Q What if I have additional questions?

A Email champions@blackbaud.com.

“I love the fact that not only do we get points for doing things we would normally do for nothing, but also we get access to nice articles and information that can help drive our organizations in the right direction.”

—Samuel Gomez Recuero, Canadian Cancer Society



About Blackbaud

Leading uniquely at the intersection point of technology and social good, Blackbaud provides software, services, expertise, and data intelligence that empowers and connects people to advance the social good movement. We serve the entire social good community, which includes nonprofits, foundations, corporations, education institutions, and the individual change agents who support them.