Development for Academic Leaders

Workshops for Department Heads & Key Faculty:

Part I: February 3rd from 9am-Noon (breakfast 8:30-9am)
Part II: March 30th from 11:30am – 1pm (lunch 11-11:30am)

RSVP for Part I by January 20th to Tori.Davern@uafoundation.org
Part I: UA Department Heads Development Workshop

February 3, 2016
8:30am – Noon
Vine Annex, Rm 102

• Learn the components of a development program

• Discuss donor life cycle

• Understand the University of Arizona’s approach to fundraising

• Identify and articulate your program’s priorities

• Determine donors’ interests and motivations

• Align your priorities with a donor’s interests

• Partner with development and potential donors
Part I: Presenters/Facilitators

Penelepe Hunt
- Senior Consultant and Principal, Marts & Lundy
- Former Vice Chancellor for Advancement, University of Illinois-Chicago and Senior Vice President-Development, University of Illinois Foundation
- Former Associate Vice President and Campaign Director, Northwestern University

Douglas Stewart
- Senior Consultant and Principal, Marts & Lundy
- Former Associate Vice President for Medical Development and Alumni Affairs, Stanford University
- Former Vice President, UCSF Foundation and Campaign Director, University of California, San Francisco

Penny Hunt and Doug Stewart each bring 20+ years of experience as development leaders in public and private university settings, as well as extensive work training, coaching and advising deans and other academic leaders on their essential roles in development.

Both are highly-rated speakers and longtime faculty members of the Council for Advancement and Support of Education (CASE) “Development for Deans” conference.

Individually and together Penny and Doug have also conducted on-campus workshops for dozens of universities throughout the U.S. and Canada.

Each is a recipient of CASE’s prestigious Crystal Apple Award for excellence in teaching.
Optional Part II: Grants for Lunch
Refining and Practicing Your Story Role Play

March 30th
11:00am – 1pm
Vine Annex, Rm. 102

• Participants will have a brief conversation with volunteers who will play the roles of specific donor prospects. Conversation goals include:
  • Determining the interests/motivations of the donor prospects
  • Describing the funding priority and the expected outcome/impact of the program/project
  • Answering questions about your program/project

• Participants will receive feedback on how to succinctly and powerfully they tell their story and how well they listen to information shared by the donor prospects
• Conversation will be in front of the Grants for Lunch audience, which includes campus community members
• Emphasis will be on learning and constructive feedback
• Goal is to have an opportunity to apply Part I lessons in context
• Specifics about the Part II process will be shared during Part I