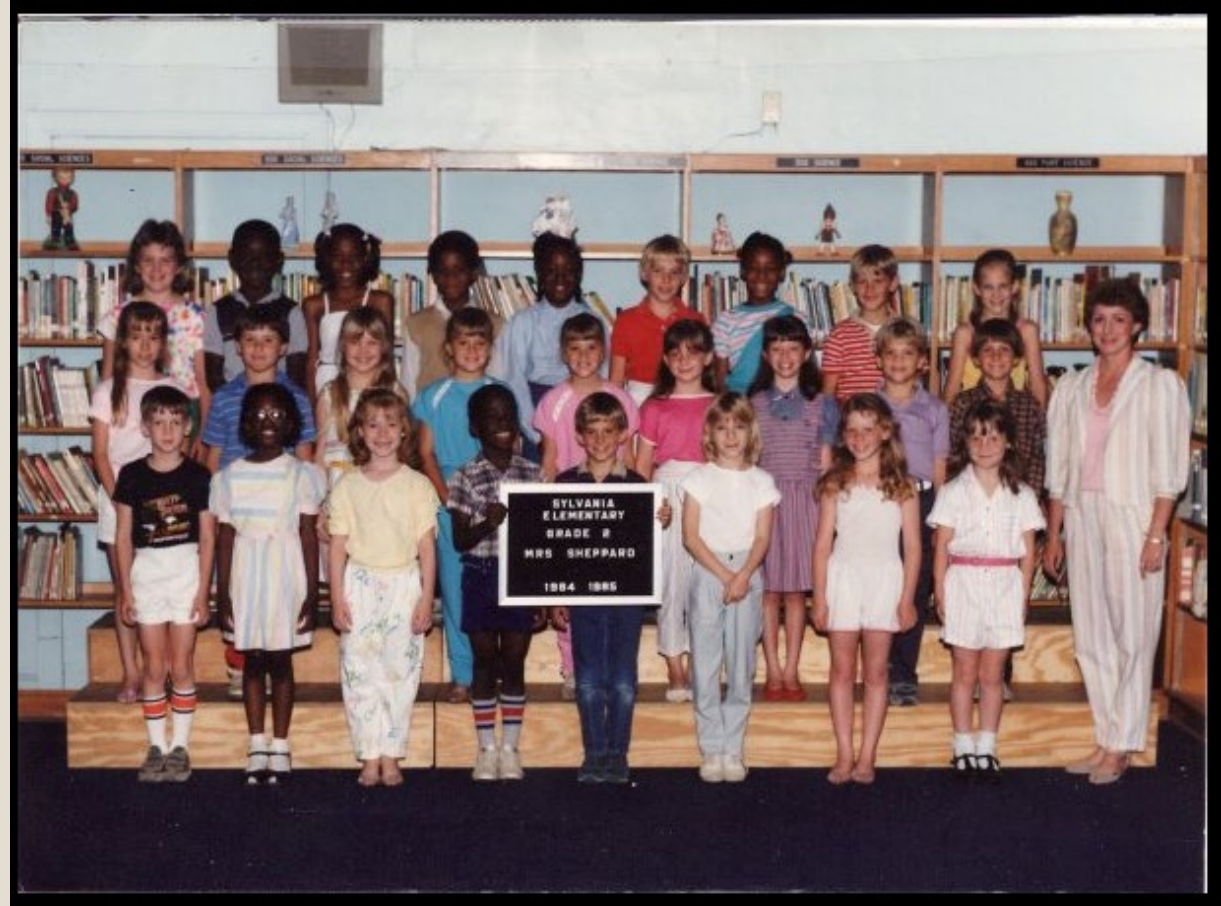
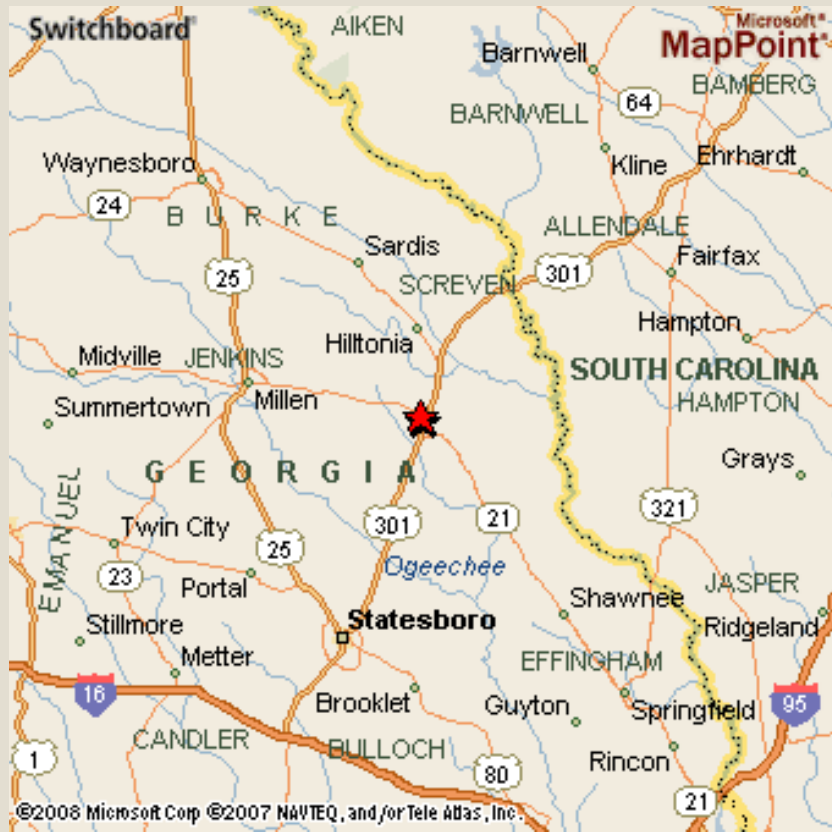




BECOMING A LEADER IN ADVANCEMENT

Life Lessons and the things I wish I had known 20 years ago

Who am I?





When I Grow Up I
Want To Be...

My history



- Student Worker for the GS Alumni Association
- Office Manager
- Coordinator of Campaign Accounts
- Coordinator of Campaign Accounts/Scholarship Coordinator
- Donor Relations Officer
- Assistant Director of Donor Relations
- Director of Donor Relations
- Director of Donor Relations and Prospect Development

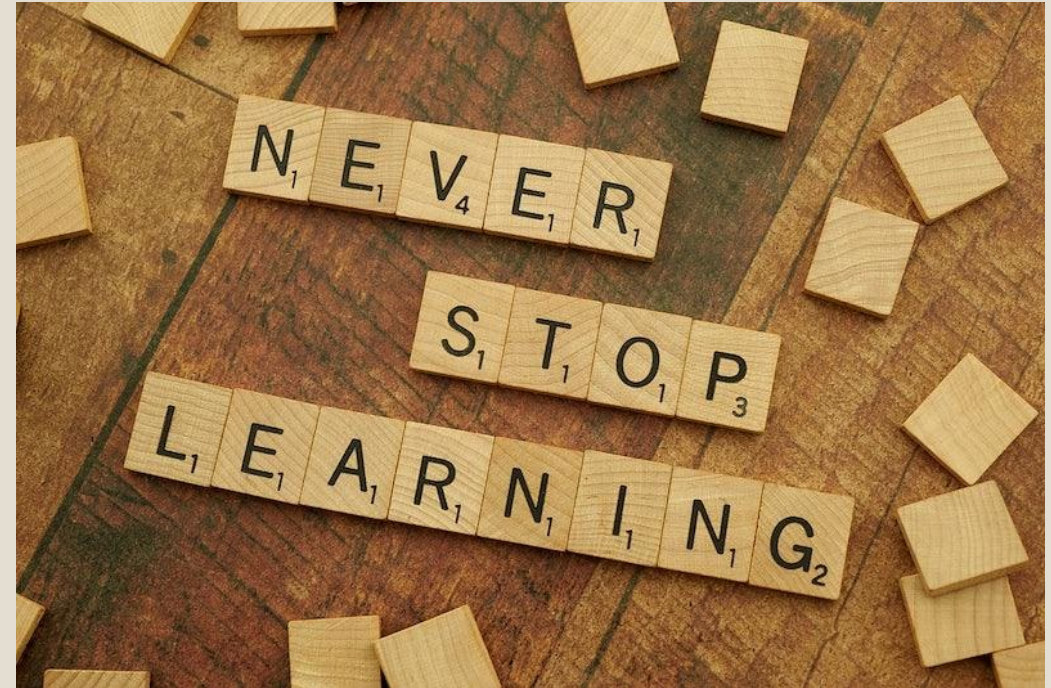


THINGS I WISH I HAD KNOWN 20 YEARS AGO

and how it can help you on your path to leadership

1) Learn EVERYTHING you can about Advancement

- Spend time with Gift Accountants
 - How do they book a gift
 - Hard Credit vs Soft Credit
 - Gift Acceptance Policy
 - CASE Standards on Reporting
 - John Taylor's FundList
- Repeat with Prospect Development, Annual Giving, Phon-a-thon Callers, etc.
- End Result: 1) Well rounded education of Advancement and 2) Respect of your peers and colleagues



2) Be the Expert in Your Area

- Acknowledgments/Reporting/Stewardship/Engagement
 - What kind of receipts does your gift accounting team send out?
 - Are your acknowledgments complimentary?
 - Partnerships in Financial Aid/Data team
 - Do you understand the financial reports?
 - Who else do you need to partner with?
 - Legal team/MGO team/Deans/Department Chairs

3) Areas of Improvement/Bringing something new to the table

4) Keep an eye out for what others are doing

5) Volunteer in your organization

6) Know what's going on in the world



What Kind of
Leader Do You
Want To Be?

What makes a bad leader?

- Poor communication
- Lack of Integrity
- Lack of Response
- Lack of Awareness
- Indecisive
- Resistant to Change
- Poor Conflict Resolution
- Lack of Accountability

- *Micromanager



What makes a good leader?

- Being understanding/Trusting
- Good communicator
- Transparent
- Leads from the front
- Bias for Action
- Humility

- *Empowerment
- *Advocate for the team
- *Authentic





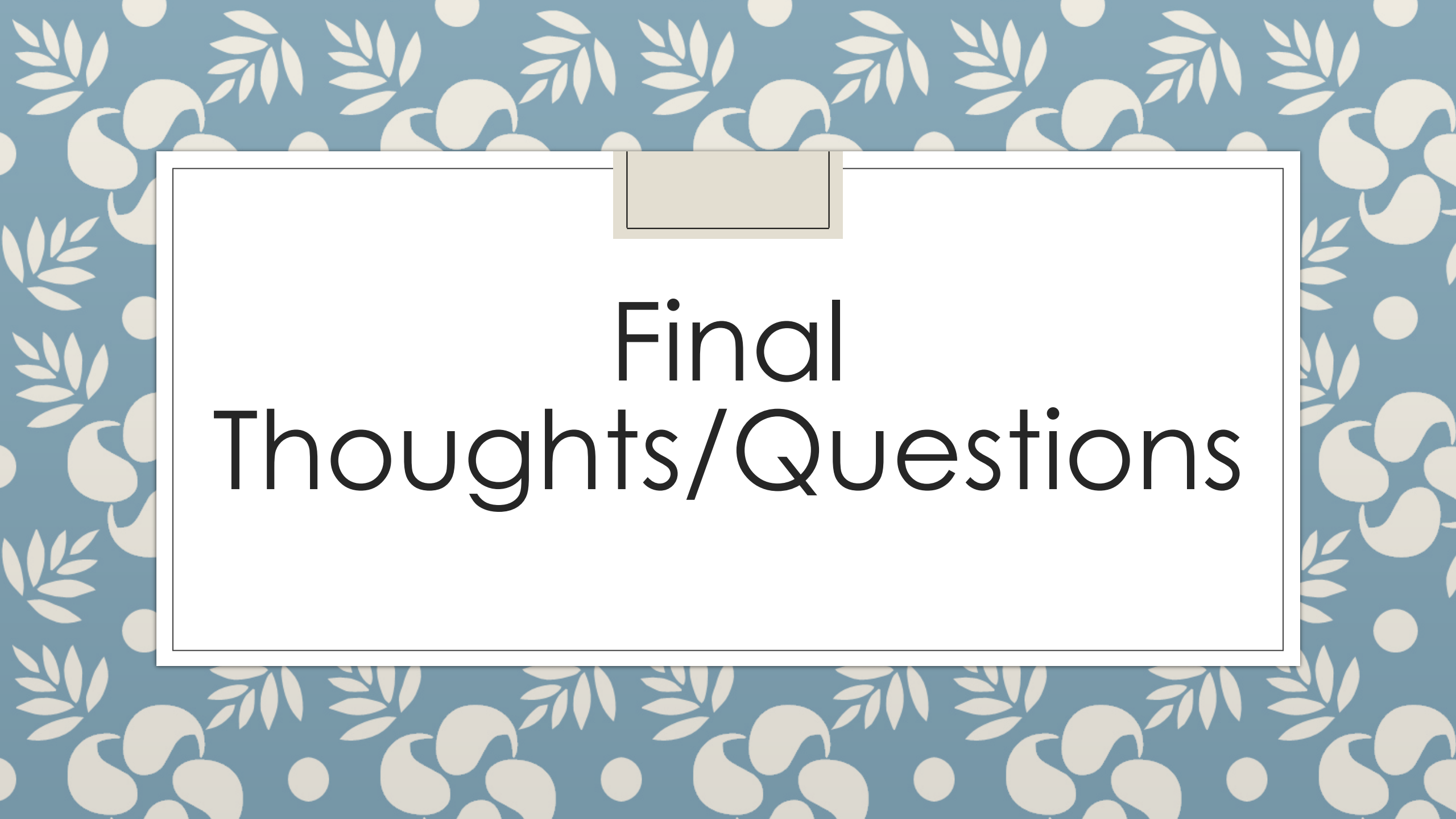
What Is Your Boss
Looking For?



Getting That Seat At The Table



Future
Challenges...an
open discussion



Final
Thoughts/Questions

Thank you!

Jill Forehand
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