



FUNDRAISING FOR NEW DEPARTMENT CHAIRS

November 7, 2017 :: 1:00 - 2:15 p.m. EST

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Better position yourself and your department philanthropically.

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OVERVIEW

Department chairs' roles in fundraising range from mentoring faculty on advancing research programs to developing the vision that paves the way for philanthropic opportunities. During this webcast, department chairs will:

- Learn about the current philanthropic environment
- Develop strategies to work with advancement and research offices to gain more external funding
- Create a fundraising vision by using a three-step strategic process

WHO SHOULD ATTEND

New department chairs, associate deans, faculty developers, or any faculty member tasked with fundraising will benefit from this online training. Faculty members looking to grow into leadership roles are encouraged to attend.

[VISIT EVENT PAGE](#)

www.academicimpressions.com/webcast/fundraising-new-department-chairs



LEARNING OUTCOME

After participating in this online training, you will be able to better position yourself and your department philanthropically.

CONTACT US FOR MORE INFORMATION

Contact Gwen Doyle, Program Manager at gwen@academicimpressions.com or 720-988-1258 if you'd like additional information about the program.

AGENDA

Tuesday, November 7, 2017 :: 1:00 - 2:15 p.m. EST

➔ **Understanding Higher Education's Fundraising Context**

- Philanthropy vs. charity
- Engagement continuum
- Donor pyramid and pipeline
- Building a culture of philanthropy
- Collaborating with gift officers

➔ **Key Fundraising Functions as Department Chairs**

- Developing your vision
- Mentoring faculty



INSTRUCTOR

Pete Frisko, Senior Consultant, Langley Innovations

With 25 years of experience, Pete brings a deep knowledge and understanding of institutional advancement. His energy, vision, transformational leadership, and engaging managerial style set the bar for exceptional fundraising and operational effectiveness, helping to reframe Drexel University and fuel its ascent among the nation's top private research universities. His most recent campaign exceeded its \$400 million goal by more than \$55 million and concluded seven months early. It was a remarkable accomplishment, considering the worldwide recession and the passing of Drexel's beloved president, which occurred during the campaign.

Pete's depth of knowledge stems from his experience across the development spectrum having served in numerous roles – principal gifts, major gifts, advancement services, donor relations, annual giving, and alumni relations. His proactive role in recruiting and developing the leadership team resulted in a program that became model known for metrics-driven processes, creativity and innovation, and financial success.

In addition to leading major gifts, foundation and corporate relations, annual fund, and advancement services, Pete developed new strategic functions for the division, including teams dedicated to donor relations, protocol and special events, and communications and marketing. These areas also gained recognition and earned several national awards.

During Pete's tenure at Drexel, annual fundraising more than quintupled and the launch of a faculty-staff giving campaign resulted with nearly 50 percent of faculty and professional staff now making charitable contributions, a participation rate higher than any Drexel peer institution.

Pete's exceptional experience goes beyond development functions. His leadership was called on to help with many key strategic initiatives, such as the merger of Drexel and MCP Hahnemann Universities, the development of a new law school, the establishment of the Center for Graduate Studies in Sacramento, and the integration of the Academy of Natural Sciences.

Pete has been called on as an expert lecturer on topics ranging from building lifetime relationships with alumni to building prospect pipelines to fundraising communications, and advancement operations. He has also collaborated with and provided assistance to other non-profit organizations, including health and human services, and arts-related causes. Having grown up an athlete as a swimmer, surfer, rower, and cyclist, Pete maintains his active lifestyle and continues to enjoy these activities.



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EARLY BIRD PRICING

Postmarked on or before October 31, 2017. After October 31, 2017, an additional \$75.00 fee for the first connection and \$50.00 fee for each additional connection applies.

[REGISTER ONLINE](#) or below.

PAYMENT METHOD:

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