

BRIEF OVERVIEW OF DEVELOPMENT and EXTERNAL RELATIONS

April 21, 2023

Division of Continuing Education, Yosemite Conference Room (parking in 17A)

11:45- 12:00 -- Lunch available

12:00-12:10 – Jone welcomes panelists and provides an overview of the session

12:10 – ~ 12:25 – Jone invites participants to describe their own experiences in university development and external relations (this will help the panelists better understand their audience and encourage participation.)

12:25 – 12:40 – Julie Hill, Donor and Chair of the UCI Foundation Board

Potential Talking Points (speak for about 15 minutes, leaving 5 minutes for Q&A):

- The Foundation's purpose, vision and mission.
- The Foundation's relationship to the University.
- The important functions performed by the Foundation.
- How the Foundation's activities are funded.
- How does the Foundation prioritize its development activities?
- How does the Foundation coordinate its priorities with those of the individual Schools?
- Why do you think many donors donate?

12:40-12:55 – Dean Tyrus Miller and EDOD Linda Haghi, School of Humanities

Talking Points

Keys to our success

Our principles

Our process

- developing our strategy and funding priorities
- prospect research
- Leadership Councils
- annual giving

How to get started

Donor relations

How to prepare for a donor visit

How to think about events

12: 55-1:10 -- Break

1:10-1:25 – Julie Hill, Tyrus Miller, and Linda Haghi

Brief Role Play of a donor visit

1:25-1:55 – Conversation with participants and panelists

1:55-2:00 – Next PLA session preview -- Jone