



Fundraising is a Team Sport - *Partnering with Deans, Division Chairs, Physicians, Researchers and Faculty Members*

October 7, 2015

Dallas, Texas

10:00am - 3:30pm

Description:

Internal partners are essential for fundraising success. Learn how to engage deans, physicians, researchers, division, department chairs, and faculty members in the art and science of fundraising.

Who Should Attend?

This one day workshop is designed for major gift and school based officers, as well as other fundraising professionals who interact with academic leaders and faculty members. (Part of the Major and Principal Gifts Track)

Learning Objectives

- Gain knowledge in how faculty members and deans think, where they have the greatest impact in development, and how to balance expectations.
- Learn new skills identifying strengths of faculty members and working with academic leaders to integrate development into the broader agenda.
- Get comprehensive perspectives on integrating faculty into all aspects of development including events, communications, and fundraising.

Workshop facilitator, Aaron Conley, Ed.D., is a faculty member of the Fund Raising School at the Lilly Family School of Philanthropy at Indiana University. He earned a doctorate from IU in higher education and philanthropic studies and has held advancement leadership positions at the University of Colorado Boulder, UT Dallas, University of Pittsburgh, Florida State and Purdue.

For more information and to register, [click here](#).