



***Professional Partnership Program (P3) 2017 – 2018 Application***

**About You**

Your Name: \_\_\_\_\_

Your Business Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Your Contact Information:

Work Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_ Linked In: \_\_\_ Yes/ \_\_\_ No

Preferred Mailing Address: \_\_\_\_\_

\_\_\_\_\_

**Please answer the following questions so that we may best prepare for your P3 experience**

1. What interests you most about the P3 program? And, why would you like to participate?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

2. What specific skills or knowledge do you expect to gain from your participation?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

3. One of the hallmarks of P3 is that each group will decide its own topics. However, we are interested in which areas are of particular interest to you. Please rank the following in order of importance. Note there is a place for you to add another subject of interest.

Committees, Board of Directors, and work groups

Role of the development committee, how to effectively use advisory groups

Working with volunteers.

Recruiting, training and supporting volunteer leaders; working with the development committee/the Board and other volunteers engaged in fundraising.

Planning

Strategic development plans, annual operating plans and how these should support the institutional strategic plan. Setting the goal for the annual fund: it's not a plug figure.

Arm's length methods and their role in a comprehensive development program

Mailings, on-line, social media, events, grant writing, cause marketing, sponsorships

Face-to-face fundraising

Making the ask, major gifts, major gifts in the annual fund, role of the volunteer and staff in the ask, special project and capital campaigns

Future trends in fundraising

The role of social media, who will lead our nonprofits, collaboration and competition

Ethics

Navigating difficult situations, how to avoid chasing the money. What do you do if?

Your career track and professional development

When to stay, when to go, how to leave. Building your resume for the future.

Internal relationships

Managing your boss for fundraising, collaborating with program staff, supervising others, creating a culture in your organization that embraces fundraising.

Other – please add other areas or topics of interest

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4. Is there a specific time of day that would fit best within your schedule for meetings (early morning, lunch, afternoon)? \_\_\_\_\_

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Please attach your updated resume or professional profile.

*All registration forms and supporting information must be received at the VAFRE office on or before September 15<sup>th</sup>. Once you are registered, you agree to pay a nonrefundable participation fee in the amount of \$50 for registrations received before July 1<sup>st</sup>, \$75 for registrations received July 1<sup>st</sup> or later. Fees are payable to VAFRE. (Note: this fee may be tax-deductible to you as a job-related expense.)*

*I hereby certify I am an active member of VAFRE and request participation in the P3 for the 2017-2018 membership year. I acknowledge that participation in the P3 program is entirely voluntary and that I hereby hold VAFRE and P3 leaders harmless of any liability of any type.*

Signed: \_\_\_\_\_

Date: \_\_\_\_\_

Electronic submission should be sent to Mary Kidd, CMP, CAE, VAFRE Administrator,  
at [admin@vafre.org](mailto:admin@vafre.org)

Please contact Mary Kidd at 804 368-3398 with any questions.