



**Professional Partnership Program (P3)  
2019 - 2020 Application**

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.)

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

\_\_\_\_\_

4. 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 (1 = most important).

	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 ( <i>please add other areas or topics of interest</i> ) _____ _____ _____

Please attach your updated resume or professional profile.

*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: \_\_\_\_\_

Application should be sent to Mary Kidd, CMP, CAE, VAFRE Administrator,  
at [admin@vafre.org](mailto:admin@vafre.org) or by fax to (804) 368-3398.

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