

Day 2 Discussion Topics

Final discussion topics for Advancement Conference

Topics	Votes
The increase of Politics in donor conversations. Issues of DEI/WOKE/CRT leveraged by alumni and donors.	15
Faculty and Staff giving campaign. Why do we do it and should we keep doing it?	11
Creative approaches to annual operating support that isn't the usual and general annual fund campaign	8
New world of work - flexible work arrangements for attraction/retention of talent. What should staff packages look like post-pandemic?	7
Metrics for Major Gift Officers: What are you tracking, how did that shift during the pandemic, and are you back to "normal" now?	6
Fresh and effective approaches to increasing parent giving.	6
Senior Class Giving (from parents and students)	6
What is your secret to a robust planned giving program?	5
Venmo/Paypal/Cryptocurrency - how are schools staying nimble with donor-centric ways to give?	4
New family solicitations	3
Multi year annual operating pledges - effective strategies to building long term commitments	3
How do you involve current students in philanthropy? Thank you notes? Videos? Other? And what steps did you take to normalize student involvement?	2
How does your school fundraise to support students on financial aid? (Supporting expenses beyond tuition-- uniforms, tutoring, sports, etc.)	1
Stewarding relationships with scholarship donors and student recipients- Do you have a scholarship dinner? Or are these outdated?	1
Continued value of annual fund volunteers/grade captains	1
Explicit board giving expectations	0
What are keys to success in creating a culture of philanthropy among faculty and staff within your school?	0
How to manage up to the Board when the make-up has changed over the years and the volunteers are not acting like Trustees have in the past.	0

What virtual donor events or donor engagement activities are you planning to continue beyond the pandemic?	0
Taking the temperature of fac/staff -- how has covid impacted morale on your campus?	0