KSU Foundation
Constituent Development Team
Where, When and How does the KSU Foundation fit in the mix?
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WHERE

• Relationships (former students, professional meetings, etc.)
• Engage your advancement team
• We will collaborate
• Build strategy with stakeholders across the Academy
WHEN?

When the winds of change blow, some people build walls and others build windmills. –Chinese proverb

Communicate, communicate, communicate
Early & often
Share your ideas, relationships and success

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HOW

LOTS OF REASONS & WAYS:

Research – intel
Identify – align mutual goals
Cultivate – deep and wide
Solicit – investment $$$
Steward – advance relationship
Where, when and how does the KSU Foundation fit in the mix?

MEASURE RESULTS

Overtime, the amount of truly philanthropic support a university receives from a company will depend, in part, on the number and quality of non-philanthropic engagements.