



# KSU Foundation Constituent Development Team

## Where, When and How does the KSU Foundation fit in the mix?

**KANSAS STATE**  
UNIVERSITY | Institute of Commercialization

**KANSAS STATE**  
UNIVERSITY | Office of Research  
Sponsored Programs

**KANSAS STATE**  
UNIVERSITY | Office of Corporate Engagement

**KANSAS STATE UNIVERSITY**  
**FOUNDATION**



# Where, when and how does the KSU Foundation fit in the mix?

## WHERE

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



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KSU Foundation fit in the mix?

**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



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## 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.*