

Volunteers as Fund Raisers- Finding and Nurturing "Leadership Volunteers" March 27, 2008 Notes

Introduction of Attendees:

from Bernadette Rose

Hello all. My name is Bernadette Rose

from Karen Lenius

Hello, I am Karen Lenius from Detroit Lakes, MN

from Claudia Dalton

Claudia Dalton from Vancouver, WA

from Michelle Stinson

Michelle Stinson, SCP director from York County, PA. Mstinson@lutheranscp.org

from Beth Lisk

I'm Beth from Schuyler-Yates RSVP, rural NYS

from Megan Barber

Hi there, I'm Megan Barber from Northampton, MA

Sally Kennerknecht

Sally Kennerknecht from Meadville PA

from Karen Lenius

Karen Lenius email: klenius@mahube.org

from Karen McGinnis

Hello we are Sandi Knight, Otis Key and Karen McGinnis.

from Chandra Edwards

Hi, I'm Chandra Edwards from Kansas City

from Linda

Linda Soldressen, RSVP director from Pittsburgh, PA soldressel@usa.redcross.org

from Miriam Smette

Miriam Smette, RSVP Project Director from Minot, ND minotrsvp@srt.com

from Susan Vocke

Hello Everyone, I'm Susan Vocke from the RSVP Project in Manitowoc, WI.

Whiteboard Brainstorming: What is "in it" for these other volunteer Candidates?

- Personal satisfaction- doing something they believe in
- Take ownership of the program- helping to create
- Boomers- more projects driven with specialized skills, even those who are still working can use their expertise (ex. creating a newsletter). Volunteer was found by advertisement for a

“publications coordinator”

- The ability to multi-task volunteers. Those who write well for a newspaper would be able to expand to writing grants.

Whiteboard Brainstorming: Let's identify some situations where a volunteer was able to bring resources that were unique to your project.

- A salesman can bring his sales expertise. For example, for a golf tournament the salesman used his skills to bring in \$30,000 by sponsorships, donating a hole, along with door prizes came to around \$60,000.
- One of our volunteers used his connections to acquire multiple printers from a tech company.

Brainstorming: What would help to match a volunteer to a role. Ex. Phone-a-thon caller

from Susan Vocke

Use of a well thought-out script

Brainstorming: What you might include in a welcome package?

from Patty Allen

annual report

from Susan Vocke

Include program background

from Carol

Information about others involved in the organization - they may know them

from Miriam Smette

Description of proposed event & Previous event held summary

from Susan Vocke

Include special projects or activities that set your program apart from other community programs/services.

from Carol

Tag lines, agency stories

from Robyn

Business cards of key program staff

from Carol

Staff information

from Carol

Board of Directors

from Kara Klein

make business cards for the volunteers

from Chandra Edwards

Program/project goals

from Carol

Other donors - who have you already tapped for funds

from Michelle Stinson

a "feel good" story about how volunteers have made a difference in the lives of their clients - to show the REAL impact and value

from Susan Vocke

If other staff have name tags, fundraising volunteers should definitely have a credible ID as well.

from Carol

Percentage used for programming vs. salaries/rent etc.

from Susan Vocke

Review of current financial needs.