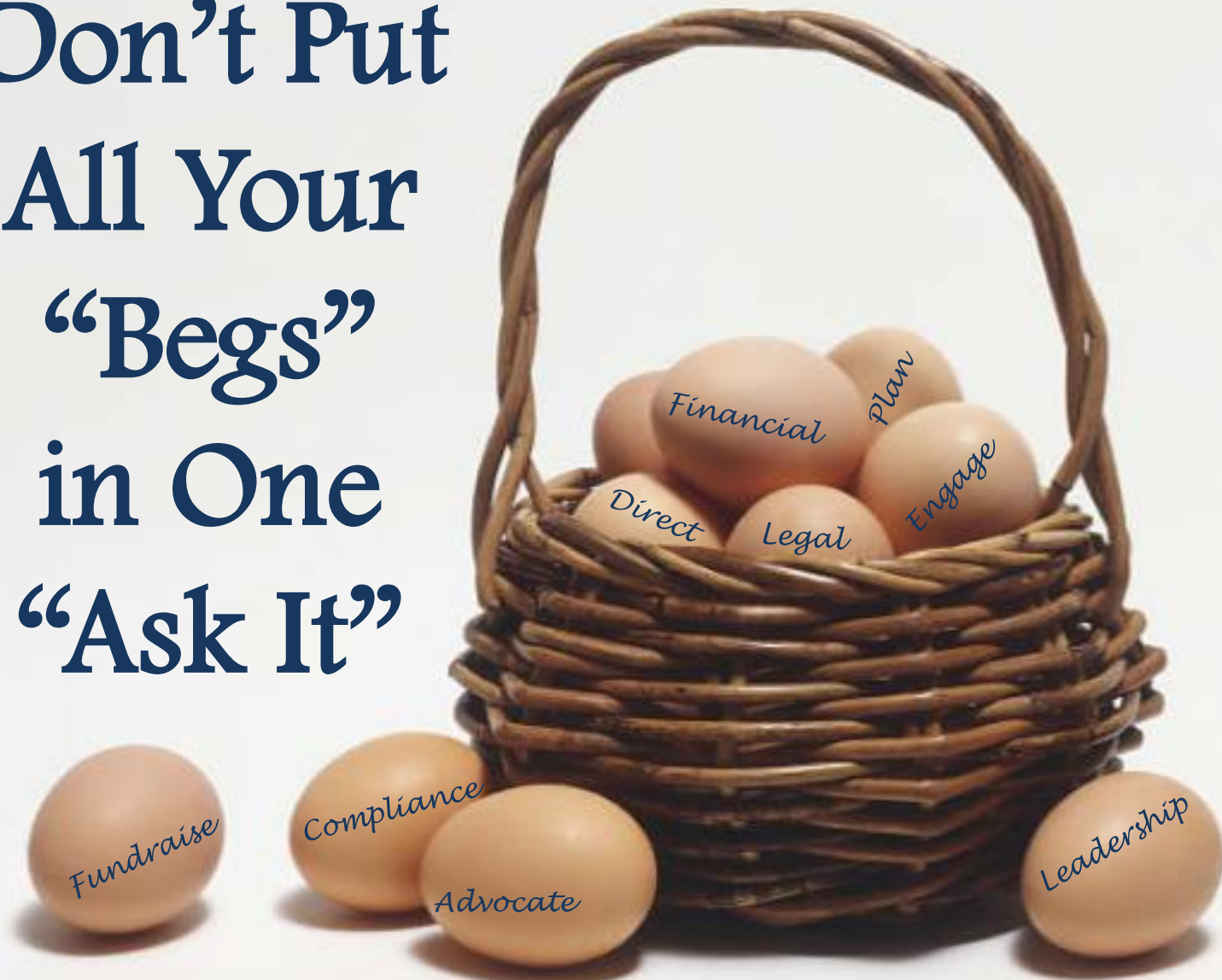


Don't Put
All Your
"Bugs"
in One
"Ask It"





ORGANIZATION

PURPOSE ~ why the organization exists

BUSINESS ~ the main methods and activities of the organization

VALUES ~ principles or beliefs that guide the organization

COMMITTEES

Guiding principles for the committee work supporting Mission



The Independent College Fund empowers deserving students to realize their goals by strengthening New Jersey's independent colleges and universities with support for strategic investments in programs, scholarships and education. The Independent College Fund of New Jersey partners with corporate and philanthropic communities to support its 14 member institutions.



Recruitment

COMMON TRAITS ~

Commitment to work of the organization and the people it serves
Willingness to represent and speak on behalf of organization
Ability and commitment to participate
Common sense and ability to exercise good judgment

BOARD TRAITS ~

Representation of Constituencies
Skills – Legal, PR, Finance, HR
Race and Ethnic Diversity
Gender and Sexual Orientation
Program-Related Diversity
Disability/Ability
Unique Special Board Members



Engagement

Communicate ~ Identify who communicates with Board on what topics

Full Board – Consistent and Regular, Timely and Topical

Board Members ~ Email, Phone and One-to-One Conversations

Track Involvement

Trustees	Membership Term	Board Participation					Special Events						Board Giving		Notes	
		Attendance			Committee Work	Trustee Recruitment	Spring Dinner		Golf Outing		Annual Meeting		Programs	Give: Gift		Get: Donor Recruitment
		Meeting	Meeting	Meeting			Sponsor	Attend	Sponsor	Attend	Sponsor	Attend				
Member Name	Year	Y or N	Y or N	Y or N	Code	Candidate name	Level	Y or N	Level	Y or N	Level	Y or N	Note fund/friend raising	Y or N	Donor Name	

Member	Board Committees						Executive Committee				Notes		
	Personnel Nominating	Finance Audit	Events	Communi-cations	Ad Hoc	Attendance			Member	Attendance			
						1	2	3					
Member			X			X							
Member		Chair				X	X			X	X		



Commitment

ROLES AND RESPONSIBILITIES ~ Define and Discuss to Meet Expectations

Fund Raising – a role for every Board Member

More than Raising Money ~ Establish a Plan with Multiple Sources
Work Plan and Meet Commitments
Monitor throughout the Year

Start Internally ~ 100% participation

Build Externally – Every board member secures a new gift



RECOGNIZE YOUR GREATEST RESOURCE

Promote Success ~ Share Member Accomplishments & Recognition
Say “thank you” for Efforts Small and Large

STOCK YOUR TOOLBOX

Provide Resources ~ Online Talking Points and Fact Sheets
Handouts and Brochures
Personal Access



Independent College Fund of New Jersey
www.njcolleges.org

Fast Facts about organization are easily accessed for quick reference.

Resources for trustees are available via the website at any time. It is kept current with campaign updates and ask resources.

Board Members is a tab on the main menu for ICFNJ. Candidates can see the list of active board members.

The screenshot shows the ICFNJ website interface. At the top, navigation tabs include Admissions, Related Links, Resource Center, Fast Facts, Contact Us, and Home. A menu on the left lists: About ICFNJ, Corporate Giving, Find a Scholarship, Success Stories, Board Members (circled), and Annual Reports. Below the menu, there are sections for 'News and Events' and '35th Anniversary of Tuition Aid Grant (TAG) Program'. On the right, a photo of the ICFNJ Board of Trustees is shown above a list of trustees, including Stephen P. Aluotto, Paul W. Anderson, Anthony V. Basterdi, Philip K. Beachem, Thomas S. Beer, and Mark Bocchieri (circled). A 'MEMBER INSTITUTIONS' list is also visible on the far right.

Scholarship Recipients Meet with CohnReznick Sponsor



The scholarship event helps students in the transition from the academic world to the work force by enhancing communication skills, reinforcing their career path options and building an appreciation of the issues currently facing the industry from active professionals. Students are joined by parents and faculty members who share in their appreciation of CohnReznick's scholarship support.

(Pictured above,) David Rubin, Partner, Ottawa Hills, Ohio; Camryn Drama, Partner, Christopher Evans, Partner, and Damiana Albanese, Senior Coordinator, Human Resources, celebrated the seventh round of scholarships through ICFNJ. To date, 20 students have been assisted with \$41,000 in aid through the program.



Every trustee is listed alphabetically with title, business entity and business website. (Direct contact information is secure in *Trustee Only Section*).

News and Events – Offers an ongoing opportunity to highlight trustees and the philanthropic efforts of their companies.



Thank you



GERRY BELLOTTI

Vice President

MARYALICE BREUNINGER

Development Officer

www.njcolleges.org