# Development Support

## Professional Organizations:
- Council for Advancement and Support of Education (CASE)
- Association of Advancement Services Professionals (AASP)
- Association of Fundraising Professionals (AFP)
- Virginia Association of Fund Raising Executives (VAFRE)
- Certified Fund Raising Executive (CFRE) International
- Center for Nonprofit Excellence (CNE)

## Events & Training:
- UVa Center for Leadership Excellence classes
- SkillSoft classes
- UVa Development Learning Calendar
- UVa Development Learning Plan
- UVa Development webinars & mini conferences
- UVa Development Forum
- Council for Advancement and Support of Education (CASE) conferences & training
- Association of Advancement Services Professionals (AASP) webinars
- Association of Advancement Services Professionals (AASP) summit
- Association of Professional Researchers for Advancement (APRA) webinars and events
- Association of Fundraising Professionals (AFP) conferences
- Association of Fundraising Professionals (AFP) webinars
- The Chronicle of Philanthropy webinars
- Virginia Association of Fund Raising Professionals (VAFRE) events
- Center for Nonprofit Excellence (CNE) training sessions

## Education & Certifications:
- Certified Fund Raising Executive (CFRE)
- Certified Financial Planner (CFP)
- Certificate in Fundraising & Development (University of Richmond)

## Independent Learning:

### Publications:
- Council for Advancement and Support of Education (CASE) publications & resources
- Association of Fundraising Professionals (AFP) publications

### Books:
- Association of Fundraising Professionals (AFP) recommended books
- Donor-Centered Fundraising by Penelope Burk
- The Seven Faces of Philanthropy: A New Approach to Cultivating Major Donors
by Russ Alan Prince & Karen Maru File

Over Goal! What You Must Know To Excel at Fundraising Today by Kay Sprinkel Grace

Annual Giving: A Practical Approach by Fritz W. Schroeder

Conducting a Successful Annual Giving Program by Kent E. Dove, Jeffrey A. Lindauer & Carolyn P. Madvig

Fundraising Fundamentals: A Guide to Annual Giving for Professionals and Volunteers by James M. Greenfield

Foundation Fundamentals: Fundraising Guides by Sarah Collins

Achieving Excellence in Fundraising by Eugene R. Tempel, Timothy L. Seiler, Eva E. Aldrich & Paulette Maehara

Social Media:
- CASE Facebook
- CASE LinkedIn
- APRA Facebook
- APRA LinkedIn
- APRA Twitter
- AASP Facebook
- AASP LinkedIn
- AFP Facebook
- AFP LinkedIn
- VAFRE Facebook
- VAFRE LinkedIn
- CFRE Facebook
- CFRE LinkedIn
- CFRE Twitter
- CNE Facebook
- CNE LinkedIn

Other Resources:
- UVa Development Learning & Career Development website
- UVa Self-Guided Learning
- UVa Advancement Communities of Practice
- Association of Fundraising Professionals (AFP) professional development page
- The Chronicle of Philanthropy
- SupportingAdvancement.com
- Philanthropy News Digest
- Foundation Center
- CNE tools and resources

On-the-job Resources:

Mentoring:
- UVa Advancement Mentoring Program
- Management Mentors
- National Mentoring Partnership
- Center for Creative Leadership (CCL) mentoring information
- Bringing People Together mentoring information
Virginia Mentoring Partnership
Free Management Library

**Job Shadowing:**
- Careers Out There
- "The Job Shadow Knows: Try on a Career Before You Commit"
- About.com "Job Shadowing is Effective On-the-Job Training"
- Success Mentor Education Inc. "Top 7 Questions to Ask on a Job Shadow Interview"

**Informational Interviews/Networking:**
- My UVa Career
- "Mastering the Informational Interview" (NY Times)
- "What is an Informational Interview Anyway?" (U.S. News & World Report)
- Informational Interviewing: The Neglected Job Search Tool
- "How Does an Informational Interview Work?"

**360 degree feedback:**
- UVa Center for Leadership Excellence: Leadership Consulting, 360 Degree Feedback
- custom insight: "What is 360 Degree Feedback?"
- American Psychological Association "Do 360 Evaluations Work?"
- Sigma Assessment Systems: Best Practices in 360 Degree Feedback
- About.com: "Sample Questions for 360 Reviews" by Susan M. Heathfield
- SkillSoft: 360-degree Performance Appraisal