# ENGAGEMENT AND ANNUAL GIVING

## 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
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