



Center for

# LEADERSHIP EXCELLENCE

*The Cornerstone of Leadership*

## 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](#)

[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](#)