



# Phi Sigma Sigma Foundation

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## **GOLD Program** | *Frequently Asked Questions About Foundation's Exciting New Fundraising Initiative and the Development Officer Role*

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### **What is the GOLD Program?**

The Phi Sigma Sigma Foundation has launched an exciting new fundraising initiative called the **GOLD Program** (“**Graduates Of the Last Decade**”). GOLD was designed by Charitable Partners ([www.charitablepartners.com](http://www.charitablepartners.com)) for nonprofit groups to garner significant donations from young alumnae. This program will be led by Foundation's GOLD Program Development Officer, a full-time staff person who works from her home-based office.

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### **Why is the Phi Sigma Sigma Foundation launching the GOLD Program?**

Our Foundation generously funds many important programs, including educational grants and scholarships for promising young women, invaluable leadership programming for our members, and help for those with kidney disease in North America. Through the GOLD Program – an internationally recognized, proven fundraising program – Foundation can continue building upon this important legacy by creating long-term, personal relationships with the collegians and new alumnae who are most familiar with the impact of their chapter-giving efforts and understand how their donations directly benefit our Twin Ideals to promote the brotherhood of man and alleviate the world's pain.

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### **What other Greek groups currently use the GOLD Program?**

The GOLD Program has been successfully implemented by many other top-notch Greek organizations, including Zeta Beta Tau, Alpha Sigma Phi, Phi Delta Theta, Delta Sigma Phi, Sigma Nu, Alpha Phi, Sigma Kappa and Sigma Sigma Sigma.

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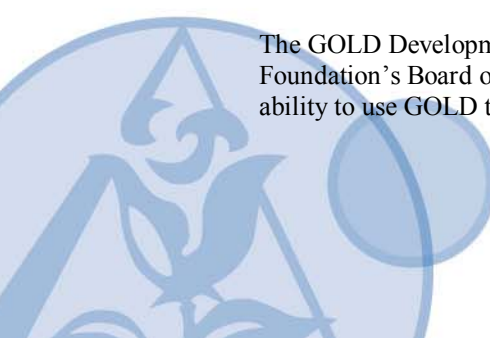
### **How will the GOLD Program be implemented at Phi Sigma Sigma?**

The GOLD Program Development Officer will work directly with Charitable Partners to gain invaluable training designed to boost fundraising, and will launch the program based on the proven development techniques she learns. Fundraising goals will be established to help the officer stay on track and even exceed expectations. The officer will also work closely with other colleagues doing the same job at organizations throughout the United States (see list above), relying on that dynamic network to share ideas, solutions to problems and strategies for success.

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### **How much control does the GOLD Program Development Officer really have?**

The GOLD Development Officer essentially runs the program – with input, support and guidance from the Foundation's Board of Directors. The success of the program rests entirely on the Development Officer's ability to use GOLD training and techniques to turn “prospects” into loyal “donors.”



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### **What does Charitable Partners do?**

Charitable Partners will train, monitor and encourage Phi Sigma Sigma's GOLD Program Development Officer throughout her experience.

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### **How does the officer interact with the Foundation Board and Headquarters staff?**

Our Board, volunteers and staff are available to help the officer in any way – and they are committed to helping her understand, among other things, the Foundation's "culture," the satisfying art of asking for and getting donations, and best practices for identifying top prospects. Also, at times, these support people would be available to travel with the officer to practice the "art of the ask."

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### **How much will the officer be asking potential donors (prospects) for?**

Donation amounts are as unique as the individual sisters who will be contacted by the outgoing, enthusiastic GOLD Program Development Officer! Fundraising is fun, and it can be very enjoyable as you help a prospect decide on a donation that best suits her needs and budget while making her feel good about the impact of her specific contribution.

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### **Salary? Benefits?**

The GOLD Program Development Officer is a full-time staff position working from home. She will have the ability to travel and manage her own travel budget. She will also be reimbursed up to 75% of the cost of a health-insurance policy premium (certain limitations apply).

In addition to the freedom to work from wherever she chooses, the GOLD Program Development Officer will learn ALL she will ever need to know about fundraising solicitation. This will put her in a very positive position for any nonprofit work she may choose to do in the future. Every nonprofit organization needs money, and the skills she will gather and develop in this GOLD Program will be a highlight of her resume. In addition, she will be well positioned to create a long-term career with Phi Sigma Sigma if she ultimately chooses to remain a Foundation staff member or to explore a move to the Fraternity side of the operation.

Equally important, she will gain and hone invaluable interpersonal skills necessary for career success in every profession, and she will also have the opportunity to interact with a phenomenal team of dedicated volunteers and sisters.

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### **How do I apply?**

A detailed job description is available online: <http://snipurl.com/goldofficercareer>

Interested applicants are encouraged to e-mail a cover letter and resume to:

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Learn more about the Phi Sigma Sigma Foundation: <http://www.phisigmasigmafoundation.org>