# **Obama and the Internet:**

One Man's Web Fundraising Experience and What It Means For Your Annual Fund

> Bob Burdenski CEAC 2009

# One encoded and a collegeUniversity of WarwickUniversity of School of EconomicsUniversity of School of EconomicsUniv

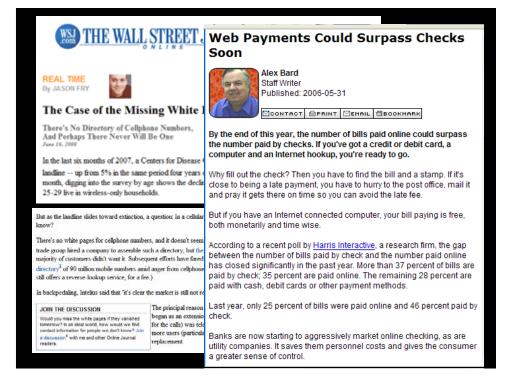




## Up-River from Kodak...

- University of Rochester uses its telemarketing program to introduce donors to an Internet-based relationship with alumni
- Helped them move to webbased communications





Facebook offers stud

By Sarah Michalos Summer Editor

### Newsweek

In the midst of an online phenomeno country, Purdue's incoming freshmen

Whether or not to join Facebook.

Pablo Malavenda, associate dean of 40,000 people in the Purdue commun University is in the top 10 nationwide

Facebook, an online social network f created by a Harvard student in Febr

"Last summer was a big boom with and it's not going to be different with incoming students will have their pure can join then."

Malavenda said that although Facebo if used correctly, students need to b out on the web.

"It's very much like designing a postthen posting it in the middle of the h see it, then being surprised that peop

Because of this possibility, Malavend the privacy settings Facebook offers.

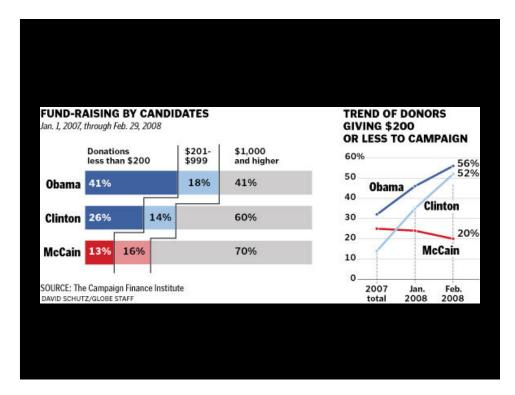
### See You at Reunion. Or Maybe Not.

Adam B. Kushner NEWSWEEK Updated: 12:14 PM ET Jun 7, 2008

Before he graduated from Tulane in 2003, Ardalen Minokadeh spent most of his waking hours in one of two places: P J/s Coffee on Maple Street and the late-night carrels at the University Center. But he didnt revisit any of his old New Orleans haunts during his five-year college reunion last month, because he didnt go. He already sees plenty of his closest Tulane pals, and as for the dozens of more distant friends from school, why does he need a reunion when he's got Facebook? Social networking has largely been a force for good, reconnecting grade-school classmates, creating a whole new approach to dating and enabling employers to check us on new hires. Butt minicht uist till the college reunion.

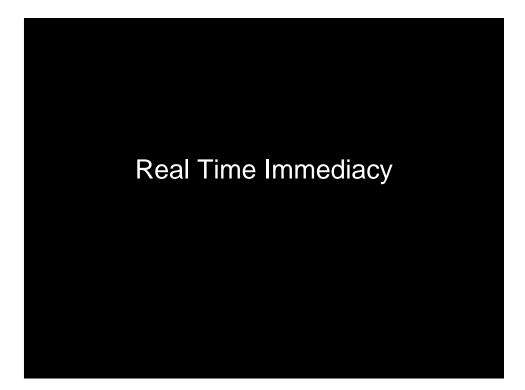
Historically, reunions have used voyeurism as a lure. Who lives where, who got hitched, who got fal—you had to show up to find out. But now the answers are all online. "Facebook has turned the idea of college reunions from an expensive necessity to just expensive," says Kevin Pang, who skipped his five-year reunion at the University of Southern California last week.

That's bad news for colleges: reunions are the most reliable fund-raising tool in their arsenal. "It works, there's no question," says Derek Witter, Columbia University's deputy vice president for development, adding that reunions often account for a third of overall giving. "They are] used, by design, to encourage more aggressive philanthropy every five years." Reunions work, says Alison Traub, a development officer at the University of Virginia, because they make people feel involved and provide a "natural timetable" for donations. "Fund-raising is all about creating artificial deadlines—Won't you make a gift before reunion? " Colleges know from their own research that if you get graduates to stat donating young, they Ik keep it to plate into life. The danger is that an attendance failoff at reunions now could have a ripple effect for decades. "If reunions were to go away," says Tim Caboni, a scholar at Vanderbilt's Peabody College of Education, schools will "have to figure out other ways to tap into loyalty."



## Let's Review What The Web Offers

- Real-Time Immediacy
- Fewer Constraints Than Paper or Phone
- Strengthened Peer Networking
- A New Canvas For the Case For Support
- New Information-Distributing Capabilities
- New Information-Gathering Capabilities
- Greater Transaction Efficiency (Cheaper!)
- De-Centralized Program Management
- (Potentially) Painless Personalization



# <section-header><section-header>

### Make a Donation Before the Deadline

You can decide where we light - and how strong our team will be

On Friday monang, we have to make the final, hand decisions about deploying our resources

Your support before manight on Thursday will determine how hard we can fight -- and if we can expend our operation into newly competitive states.

Watch Barack's message and make a donation before Thursday at midnight.



- Obama's "\$5 Million Days" broke down campaign goals into day-by-day objectives.
- Inspired regular contributors

# LEAP YEAR CHALLENGE 2008 February Leap Year Challenge - You've Done It!

Classes of 1979-2007 Exceed Their Goal

To heat things up for Hamilton's Annual Fund, Charter Trustee Jack Withiam '71 offered a challenge. **Twenty-nine** February days ... twenty-nine classes (1979 - 2007) ... twenty-nine gifts or pledges a day ... for \$29,000!

Since the goal has been achieved the College will name a Leap Year Scholar – a current student who is receiving a Hamilton College grant supported by the Annual Fund. That student's story will be communicated to all February donors who help meet the challenge, which illustrates the tangible value your generosity creates.

Many thanks!! It's who we are.

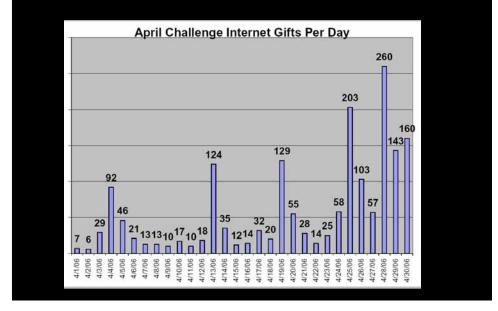


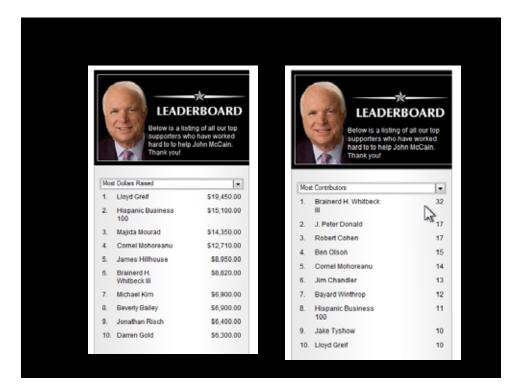
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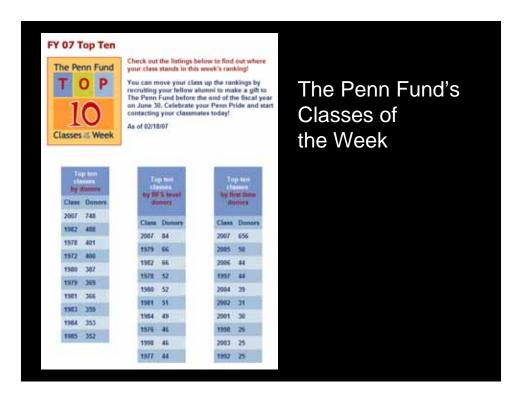
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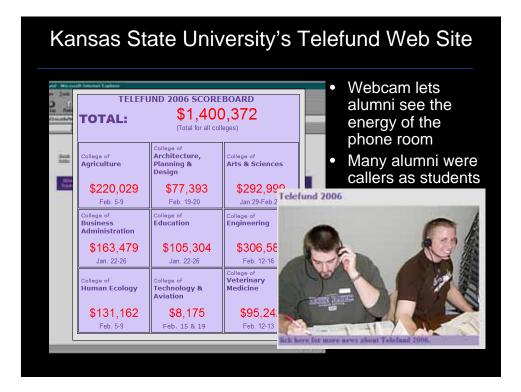
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# Dartmouth College's April Challenge











# Who's Raising Their Hand?

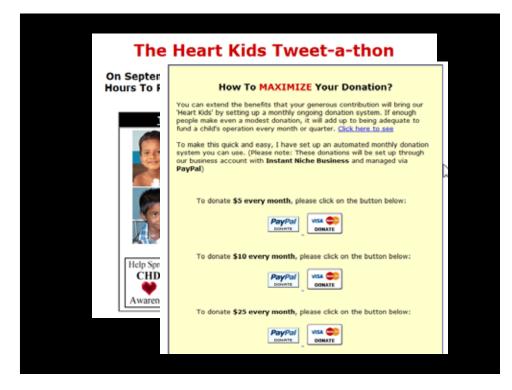


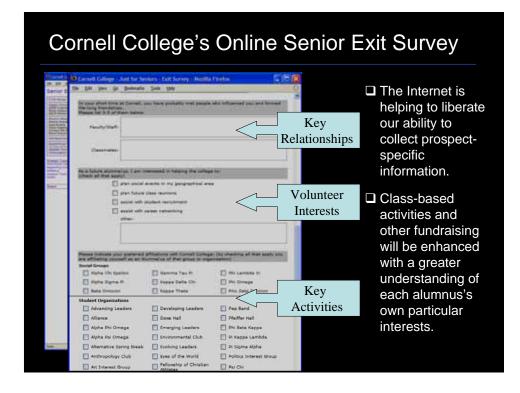
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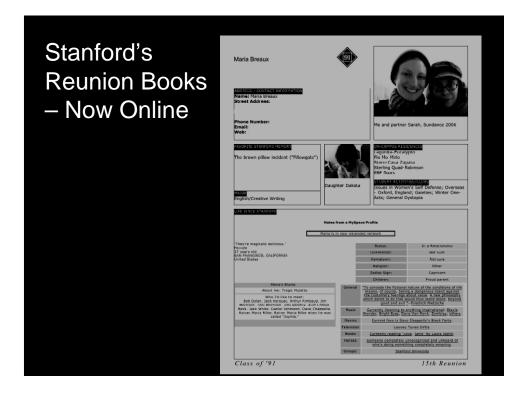
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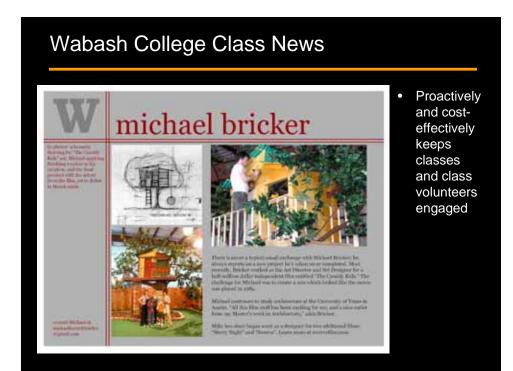


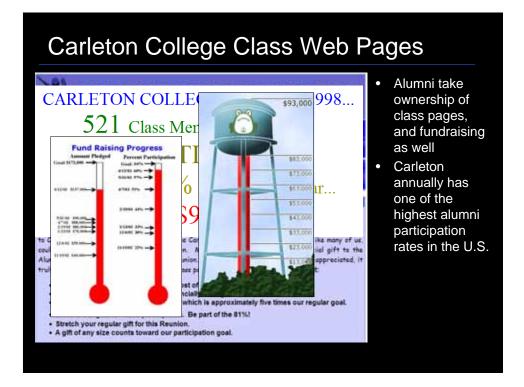




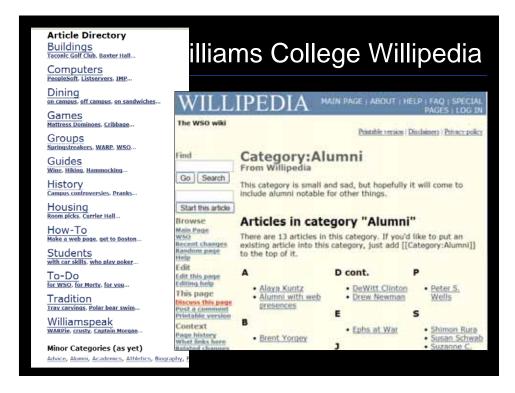












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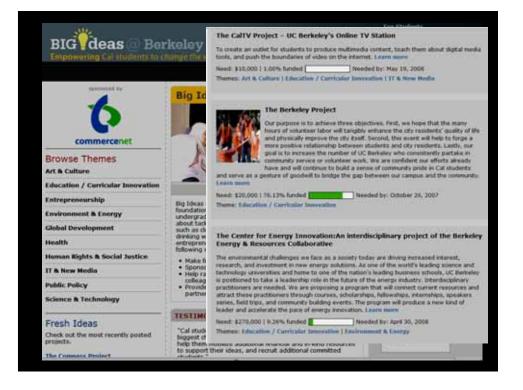


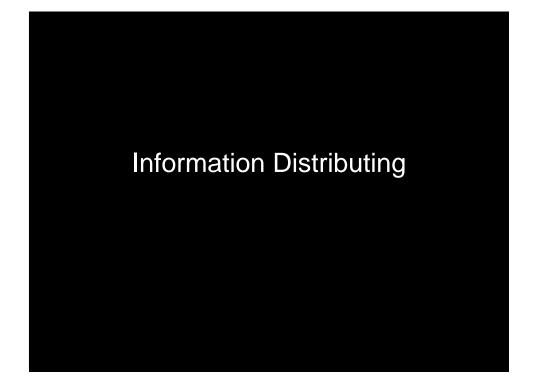
Institutions are increasingly incorporating social Internet sites like Facebook and MySpace into their annual giving strategies. Some current examples...

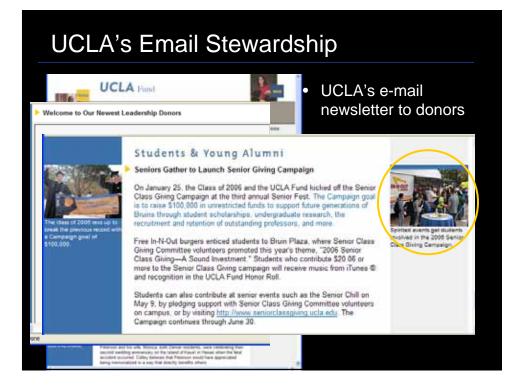
- "As the volunteer for a 5-year reunion class at my institution, I utilized MySpace to keep my particular class updated about homecoming events and to keep them informed as to where we stood with the class goal. Although I didn't use it for direct solicitation, I did post a link for online giving and did receive small gifts. I'm currently constructing a MySpace page for our young alumni and hope to construct one very soon for our current students. There are other departments on campus, such as student affairs, who already have them in place." -- Carletta Simmons, North Carolina Central University
- "I created a Facebook group for young alumni two weeks ago that has about 100 members and counting. I've been posting pictures from past events, as well as posting information about the importance of giving including a link to our make a gift site. I plan on utilizing the Message All Members function to send a message near the end of the calendar year and near the end of the fiscal year with an ask that also drives them back to our website." -- Adam Gertz, University of North Carolina at Chapel Hill
- "This year with the Graduation Gift committee we set up a Facebook group for seniors to join to get information about the campaign. About 55 people have joined since we created the group about three weeks ago. That's almost 10 percent of the senior class. This is encouraging because normally we only have 10-15 percent of the class participate in the campaign for the whole spring semester. I think Facebook is a great way to get in touch with young grads and students." -- Laura Rose, Pacific Lutheran University

- "We use our (Facebook) group as a "donors only" group and post all general information on our public access website: sgc.agnesscott.edu. After someone makes a gift to the Campaign, they are listed on our website's donor listing as well as invited to join the SGC "donors only" group on facebook. Anyone can see the group information, but only members can see the discussion board, the wall, and photos." The Campaign Co-Chairs and I are the "administrators" of the group so we are the only ones who can make major changes to the group profile. Others can post pictures or comments." -- Kirby Hager, Agnes Scott College
- "We have had a (phonathon) Facebook Group for about six months now. The group is called "I get paid to ask your parents for money... UW Chapter" The description says, "We get paid to call your friends and parents to ask them for money. We are trained to talk anyone into anything. Gotta love the phonathon!!!" I have assigned it to our supervisor and he has had some fun with it. I really think the group is a great idea. I use it to announce things like our end of year BBQ. We have noticed that it creates a bond with the callers and is something that they check almost obsessively- so it is much easier to get people to fill in for shifts using Facebook that it is with either the phone or e-mail." -- Sara Asbury, University of Wyoming Foundation





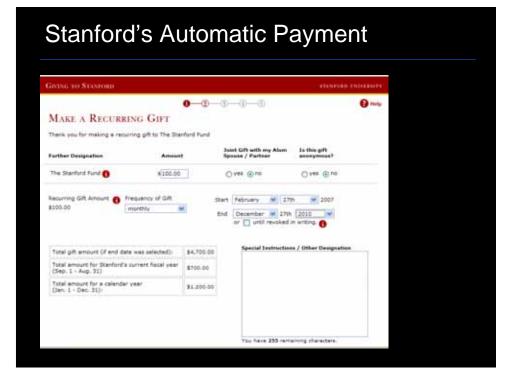












## Alley Cat Allies' Cat-Alyst Society



Donate Online to Save More Cata!

Joining this important society is simple. All you have to do is complete the <u>donaton form</u> and indicate your preferred method of payment and whether you wish to make a monthly or guarterly donation. Then, during the first week of every month we will automatically charge your credit card or deduct your indicated contribution amount from your bank account.

