

# Collaborating with Alumni & Development



## **Alumni & Development**

Traditionally builds relationships to develop alumni who are financial contributors to the school. Career Services may offer opportunities for engagement for the alumnus who is not yet positioned to give.



## **Career Services**

Traditionally builds relationships to have alumni offer professional advice, guidance, and employment. Alumni & Development may open doors to engage a broader spectrum of alumni.

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- Communications:
- Information sharing between offices
  - Shared publications (print & electronic) & social media
  - Student/alumni successes to share
  - Understanding of needs
  - Volunteer forms



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- Programming:
- Alumni panels & visits
  - Mentors
  - Mock Interviews
  - Informational Interviews
  - Development guidance on networking, business development, "elevator pitches"
  - Sharing volunteer info and tracking participation

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- Events:
- Joint networking events
  - Donor receptions
  - Naming or sponsorship opportunities for events
  - Bar admission events
  - CLEs
  - Volunteers or invitees at alumni events
  - OCI
  - Orientations



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- Outreach:
- Partner on visits
  - Determine key geographic markets
  - Share information on employer needs and engagement interest
  - Career highlights for use in "sales pitch"
  - Understanding of PD needs