

Planned Giving & Why you should use it

A Panel Discussion

Austin O'Neill – Moderator

Kelly Delp – Panelist

Tom Looney – Panelist

Kim Hill – Panelist





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Agricultural Alumni Association



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Agenda



Introductions



Austin O'Neill

Senior Director of
Development

Montana State University
Alumni Foundation



Kelly Delp

Senior Director of
Development

Purdue for Life
Foundation



Tom Looney

Assistant Vice
Chancellor, Development

University of Tennessee,
Institute of Agriculture



Kim Hill

Vice President for
University Advancement
& President and CEO of
The Foundation

Western Washington
University

Audience Participation

To help us gain an understanding of our audience, please just raise your hands during these questions.



Questions

1. Years of experience?
2. Do you feel confident discussing planned giving with donors?
3. Are you incentivized to close planned gifts?
4. Does your institution provide resources for planned giving (Dedicated Planned Giving Team, External Resources, other)?

Panel Discussion

Let's Begin!



Q&A

Please feel free to ask your question!





Thank you!



Please take one minute
to complete our session
evaluation and
committee interest form

