

CHOOSE MICHIGAN



University of Michigan Development



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A Place That Appreciates Talent

As a fellow professional, you know so well that private support is more important than ever, whether it's providing resources for a small nonprofit or for a research university with a multibillion-dollar budget. The University of Michigan has leveraged our donors' impact by conducting five successful fundraising campaigns since 1946, including the first billion-dollar campaign by a public university. Our most recent campaign, The Michigan Difference, had a goal of \$2.5 billion and raised \$3.2 billion. We understand the value of fundraising and the importance of having the best professional staff.

Michigan provides our development professionals with the resources and the innovative analytics they need to connect donors with the causes that inspire them. With 38 units spread across three campuses, we believe in teamwork—sharing knowledge, experience, and resources, and providing great educational and professional development opportunities so that everyone can succeed.

It's easy to get excited about our work. We're at a university with research expenditures surpassing one billion dollars for the second consecutive year. Donors have made it possible to build 23 facilities—classrooms, research and medical facilities, athletics buildings, an addition to our art museum, and a new children's and women's hospital. They've added 213 endowed professorships in the past decade and created 4,630 endowed scholarships to provide our students with a great education from the best faculty. During a period that will go down in history as one of this country's toughest economic times, U-M has followed a strategic financial plan that puts us in a strong position for both today and tomorrow.

We are always looking for top talent to join us in our mission of promoting outstanding public education. If you think you'd like to work at a place that values you as a professional, that has bold plans for the future, that has high standards for the way we work with our donors, please read why other top development professionals "Choose Michigan."

Go Blue!

Jerry A. May
Vice President for Development

THE U-M DEVELOPMENT COMMUNITY

U-M Development is a community in the truest sense of the word. Whether you work in major gifts, annual giving, communications, events, stewardship, or prospect development and analytics, your efforts will be supported by more than 450 expert colleagues ranging across 38 schools, colleges, and units on three campuses.

Our collaborative, donor-centered approach to fundraising has made our team one of the most successful and respected in higher education philanthropy. Our new colleagues are often surprised at our eagerness to share information and ideas—a level of collegiality inspired by our commitment to one of the world's great universities.

U-M's Michigan Difference campaign, which in its time set and reached the largest fundraising goal of any public higher education institution, was the latest in a long history of development milestones at Michigan, including one of the first fundraising campaigns ever organized by a public university and the first major capital campaign ever undertaken by a public university. The development community has helped transform Michigan's campus. Now we're working together to help the University launch the next phase in its history of excellence.

If you're a dedicated development professional interested in supporting a truly great public university, we hope you'll join us.



"From the day I stepped onto campus nine years ago, I have been bolstered by a great range of educational opportunities—from orientation programs that promote one-on-one relationships with leading experts to the monthly sessions on key topics in practice. And even beyond these formal experiences there is such a great culture of teamwork. At Michigan you are free to ask questions, try new skills and seek counsel from trusted colleagues. If your goal is continuous improvement, I can think of no better place to work."

— Beth Halloran, Assistant Vice President,
Office of University Development

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Karen Isble

Senior Director of Prospect Development and Analytics, Office of University Development

A onetime pre-med student and opera singer, Karen Isble brought to her U-M development career both a numbers know-how and a love of performing. And the University offered her the chance to premiere a new role. “It combines data and information with being out in front of people,” Isble says, “trying to win people over to the concept of being more strategic with their information.”

“I love the stories that data can tell. And when gift officers get as excited about the information as I do, then I know they will use it to support their work with donors.”

Isble enjoys continually testing new data strategies to inform fundraising activity. “From day one,” she says, “I’ve felt tremendous support from leadership to bring innovation to the work.”

In her spare time, Isble stays in tune by singing soprano with the University Musical Society’s choral union. “As a place to have a career, the University offers so much variety and opportunity to explore,” she says. “In an organization as big and complex as this one, there’s a challenge to be tackled around every corner. I find that fascinating.”

Tom Wamsley

Director of Development and Alumni Relations, School of Information

For development director Tom Wamsley, educating donors is a big part of the job. Sometimes that means explaining what an information school, or “I-school,” *does*.

But usually that’s just the beginning. “Even our most recent grads look to us to keep them up to date,” Wamsley says. “That’s the biggest challenge: The field is always evolving.” Likewise with donors, he notes, “Continuing education is really important to them. They want to know what’s happening in the field.”

Wamsley found his way into higher education after a decade in political fundraising and another four years doing health and human services fundraising, all in Ohio. He joined U-M in early 2010.

While selling a home in Ohio to relocate proved a challenge, the chance to be part of the University made it worth the effort. “There was just no question that this was where I wanted to be.”

Wamsley appreciates the depth of commitment, curiosity, and motivation among I-school alumni. “Our alumni are passionate about how people interact with information and technology,” he observes. “They want to know: How are we changing the world?”



A MICHIGAN CAREER

The Benefits of Working at Michigan

Founded in 1817, the University of Michigan is one of America's top public research universities and an international center of education, culture, arts and athletics. Our three campuses are home to a diverse community of more than 54,000 students and 18,000 faculty and staff who come from every state in the union and virtually every nation around the world.

As a U-M employee, you gain immediate access to a dazzling variety of intellectual, cultural and recreational opportunities: everything from the riches of one of the country's most extensive university library systems to the stellar performances sponsored by the University Musical Society; and from the quiet splendor of U-M's Nichols Arboretum to the raucous thrill of cheering Michigan football alongside 110,000 of your closest friends.

Employees and their families also benefit from access to the world-renowned U-M Health System, one of

the largest health complexes in the world, where some 20,000 expert clinicians and staff provide advanced care during more than 1.8 million patient visits annually.

The University values its dedicated and highly skilled workforce, offering competitive salaries and a comprehensive benefits package including:

- generous time off
- a retirement plan that includes matching contributions
- a flexible array of choices for comprehensive medical insurance
- prescription drug coverage
- life insurance
- dental and vision coverage
- tuition support

"I spent 12 years working for U-M development before leaving to run the Mayo Clinic's fundraising effort. My desire to work in higher education was one of the things that drew me back to Michigan. In my opinion there's no better place to be. The U-M community is diverse and interesting and engaging, and they combine a high level of professionalism with a deep sense of commitment to a great institution."

— Todd Baily, Assistant Dean for Development and Alumni Relations, Michigan Law School



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Maureen Schafer

Director of Development and External Relations
School of Music, Theatre & Dance

An Ann Arbor native, Maureen Schafer understands the draw of a big city, having lived for short stints in both London and Florence before choosing to return to her hometown. “I love being in Ann Arbor,” says the former singer, adding, “It’s manageable in size and yet offers so much of what a big city has going for it. I could go to a student performance of professional caliber every single evening. And it’s not unusual to find that a visiting artist has a tour schedule that includes New York City, D.C., San Francisco and Ann Arbor.”

“I found my way into development through my love of the arts,” Schafer says. “At Michigan, the two have come together in a way that is very meaningful for me.”

Schafer finds U-M to be “really focused on people’s professional growth—not only on a daily basis, working with colleagues across the university and learning from them, but also through well thought-out programs specific to a person’s career development,” she says.

“There’s so much to take advantage of to help you grow!”

ANN ARBOR, MICHIGAN

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One of the nation's great college towns, Ann Arbor is known as a regional destination for music, the arts, entertainment, outdoor recreation and great sporting events. The combination of a small city (population 113,000) with one of the nation's great universities offers residents and visitors the best of both worlds: small-town atmosphere with world-class attractions, and the friendliness of familiar faces combined with the vitality of a diverse and open community. The city's public schools rank among the best in the state, and an extensive network of parks, playgrounds and public facilities provides young and old alike with recreational options ranging from canoeing to ice skating. Even the district library has won recognition as a national Library of the Year. Performing artists from the Royal Shakespeare Company to Elvis Costello are drawn to venues including the beautifully-restored Michigan Theatre, as well the University's Hill Auditorium and Power Center.

A 45-minute drive puts Ann Arbor residents within reach of the renowned collections at the Detroit Institute of Arts, the historic attractions of Greenfield Village, the thrill of major league baseball, basketball and hockey, and the festival atmosphere and farm-fresh wares of the sprawling Eastern Market. A short hop over the border opens up further delights in cosmopolitan Toronto. And as the only state bounded on three sides by fresh water, Michigan offers innumerable attractions statewide, from the white-sand beaches of Lake Michigan to the relaxed summer lifestyle on Mackinac Island to the primeval forests of the Upper Peninsula. Finally, Detroit's Metro airport, just 25 miles away, offers Ann Arborites easy access to the far corners of the globe, making the city a global hub in small-town guise.

"Many people have asked me why I moved from Santa Barbara to Ann Arbor. U-M is one of the top public institutions in the country and amongst the elite development programs. On a personal note, we were looking to settle down and provide some stability for our kids, who were eight and nine years old at the time. Ann Arbor provided a diverse community, cosmopolitan atmosphere, great public schools and affordable housing. We plan to be here for a while."

— Sang Han, Senior Director, Development and Alumni Relations
Office of Advancement, Stephen M. Ross School of Business



WE BELIEVE IN...

Open and Honest Relationships

Establishing and maintaining productive relationships is at the heart of everything we do. We work as a team with our colleagues, who include other development professionals, U-M faculty and staff, and donors. Fostering positive connections helps us achieve our goal of building a stronger University.

Passion for the University Mission

We understand and enthusiastically support the University's mission of creating, communicating and disseminating knowledge.

Delivering Memorable Customer Experiences

We continually review our work through the eyes of our customers—both internal and external—and go out of our way to anticipate and exceed their expectations. Whether it's a million-dollar donor or a staff or faculty member, we work in partnership to make sure all our outcomes are “win-win.”

DEVELOPMENT BENEFITS

- A choice of extensive health plans and three dental plan options
- Generous vacation days
- Tuition assistance for staff members
- A competitive retirement plan with a number of investment and income options and a 2-1 University match
- For more information please visit: www.giving.umich.edu/careers



“One thing that has been really important to our family is that we not only have great health insurance coverage, but that we can use it at one of the best medical systems in the world. In fact, from childcare and retirement benefits to work-family balance, Michigan offers a very thoughtful, very employee-focused package. This is one of the many reasons why I chose Michigan.”

— Jennifer Edwards, Senior Major Gift Officer
U-M C.S. Mott Children's Hospital and Von Voigtlander Women's Hospital



A Non-discriminatory, Affirmative Action Employer

Regents of the University

Julia Donovan Darlow, Ann Arbor

Laurence B. Deitch, Bingham Farms

Denise Ilitch, Birmingham

Olivia P. Maynard, Goodrich

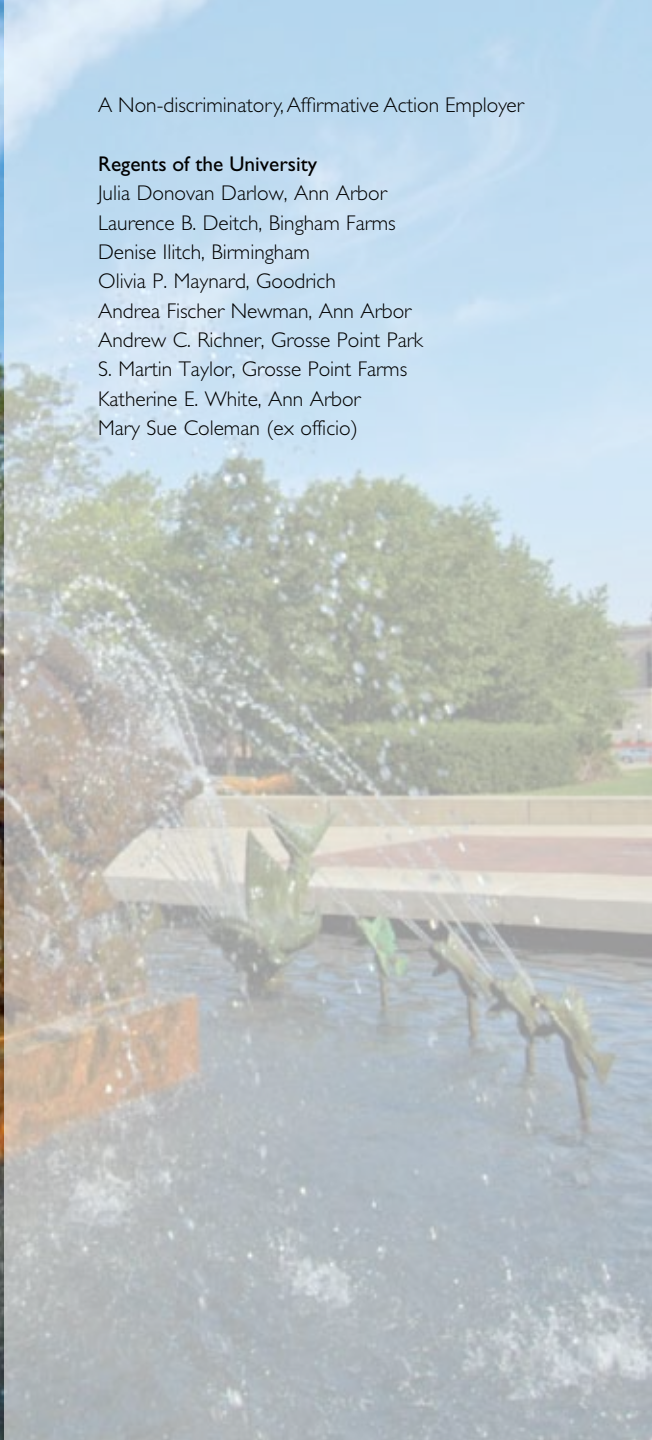
Andrea Fischer Newman, Ann Arbor

Andrew C. Richner, Grosse Point Park

S. Martin Taylor, Grosse Point Farms

Katherine E. White, Ann Arbor

Mary Sue Coleman (ex officio)





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