

Fundraising – Partnerships

Jody Cranford

Sales Representative/Business Development

jcranford@aiava.org

Board Members should assist by:

- Identifying potential partners
- Making initial ask/presenting partnership opportunities to potential partners
- Providing contact information to Jody
- Collaborating with Jody on approach/follow up

Other activities include:

- Expressing gratitude to partners
- Soliciting feedback on experience/satisfaction
- Reporting on those comments/observations

