**Employee Campaign Coordinator Training Agenda**

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Questions

Additional Items

* Review Firm Fact Sheet (is it correct?)
* Review planning forms if haven’t already
* How have you typically run campaign? Do you engage retirees?
* Agency tours/volunteer opportunities
* CEO visit
* Have you settled on a kickoff date/speaker/interest area?
* When would you like your packet received based on kickoff date?
* Campaign materials available and quantities needed

**WELCOME & THANK YOU**

United Way of Dubuque Area Tri-States thanks you for your willingness to volunteer for your company’s United Way campaign. We hope you see this as a fun and rewarding opportunity to collaborate with your colleagues and raise funds for an important cause. We also want to make your job as easy as possible. Enclosed is information to help you understand a bit more about United Way and run a successful campaign.

Thank you again for your willingness to assist in this important endeavor. Good luck, and call us if you need anything!

**HISTORY**

Our mission is to increase the organized capacity of tri-state residents to care for one another.

**HISTORY OF UNITED WAY**

What we now recognize as United Way began in 1887 when a woman, a priest, a rabbi and two ministers created an organization in Denver to collect funds for local charities. The first year $21,700 was raised for 10 health and welfare organizations. And that was just the beginning …

In 1928, United Way of Dubuque Area Tri-States began its works as the Dubuque Community Chest. Citizens and civic organizations joined together under the principle that *“Individualism is a traditional characteristic of the American people, but so is the spirit of teamwork pulling together for good causes.”*

At the time the Dubuque Community Chest was organized, there were only 350 Community Chests in the United States. Today, there are more than 1,800 United Ways worldwide, and United Way of Dubuque Area Tri-States has gone from raising $65,000 annually to raising more than $1.8 million annually.

Today, United Way of Dubuque Area Tri-States supports health and welfare programs that address identified community needs and encourage collaboration. These initiatives align with our three pillars of health, education and financial stability – the building blocks of a good quality of life.

We believe every child deserves a good education, every citizen deserves to feel financially stable, and our community deserves to be healthy and strong. **Your United Way dollars are making that happen.**

**EMPLOYEE CAMPAIGN COORDINATOR (ECC) JOB DESCRIPTION**

The United Way Employee Campaign Coordinator (ECC) is a company employee who volunteers to oversee a portion of his or her company’s annual United Way fundraising campaign. It is the ECC’s responsibility to help plan and monitor the campaign to ensure its success. The ECC should have an understanding of United Way’s mission and areas of focus as well as contribute financially to the campaign. There are four broad areas of responsibility, and United Way is available to assist you with questions.

 **1. Develop a Campaign and Activity Plan**

* Obtain upper-level management and CEO support for all campaign activities
* Recruit a campaign team to assist with planning events, promoting the campaign and serving as United Way ambassadors
* Set participation and dollar goals based on previous results
* Review successful campaign techniques and implement new strategies that will enhance the campaign
* Use United Way representatives to train company campaigners
* Familiarize yourself with United Way through visits with United Way staff and the following websites: DBQUnitedWay.org and UnitedWay.org
* Schedule and publicize campaign dates, tours, campaign video, volunteer projects, special events, etc.

 **2. Build Awareness and Solicit Gifts**

* Build awareness and create support for United Way through campaign materials and engagement opportunities
* Organize campaign kickoff meeting (if applicable)
* Show the campaign video
* Schedule speakers, tours and/or volunteer days leading up to or during campaign (if applicable)
* Spread awareness around volunteer opportunities
* Ensure all employees and retirees receive a pledge card and are asked to participate by returning their card

 **3. Communicate**

* Communicate regularly with United Way representatives regarding the campaign process
* Publicize campaign progress and campaign results within your organization
* Return the sealed campaign report envelope with pledge details to a United Way representative

 **4. Celebrate!**

* Celebrate your achievements toward internal goals
* Thank your fellow volunteers and employees for their assistance and contributions to the campaign

**SAMPLE KICKOFF SCHEDULE / AGENDA**

|  |  |
| --- | --- |
| CEO welcomes employees and endorses campaign. | 2 minutes |
| United Way speaker makes presentation | 4 minutes |
| Employee who has benefitted from or has toured a United Way agency speaks | 3 minutes |
| Show United Way video (s) | 6 minutes |
| Employee Campaign Coordinator distributes pledge forms and the best person makes the ask for pledges | 3 minutes |
| Employee Campaign Coordinator collects pledge cards and thanks employees | 2 minutes |
| Total | 20 minutes |

**MAKING THE ASK**

**THE FIRST RULE OF FUNDRAISING: ASK**

The best way to encourage people to give is to ask.

You are talking to your co-workers about our community’s most critical needs and real, measurable solutions to these issues. Your discussions highlight how you and your company make our community a better place.

**Your focus is on people helping people.**

A face-to-face solicitation from a co-worker or a United Way presentation at a meeting is the most effective way to “make the ask.”

The most effective “asks” include an educational piece along with the human element, the personal touch of a story, a presentation, an email, or a letter from you or senior management, explaining why their gift is needed.

**HOW TO MAKE THE ASK**

* Make personal contact.
* People support organizations whose work aligns with their personal interests. Identify issues that are important to your company and your co-workers. Find out if they volunteer with any charitable organizations in the area or have in the past.
* Hearing a personal story from an individual who has been helped by United Way compels many people to support the cause. Coordinate a speaker presentation through United Way to discuss what contributions do for the community.
* Tens of thousands of people have been touched by United Way, so remember that you are asking for contributions on behalf of friends, family or neighbors of your co-workers.
* People listen to those who are passionate about a cause. Discuss your own observations and first-hand knowledge of United Way’s impact with your co-workers to entice them to get involved and make a contribution.
* Promote the payroll deduction contribution method throughout the campaign as it is the easiest way to make a significant impact.
* Giving is a personal decision. Always respect the employee’s decision and thank all employees regardless of whether or not they give.

**UNITED WAY’S POLICY AGAINST COERCION**

Fundraising should always be conducted in a voluntary manner. Coercion creates animosity, hinders communication and understanding, and eventually leads to decreased support.

To underscore our conviction about this policy, United Way of America’s Board of Governors adopted the following policy statement:

The Board of Governors of United Way of America believes that the most responsive contributors are those who have the opportunity to become informed and involved. A well-planned campaign with an effective communications program, conducted by committed volunteers, will ensure responsible contributions. While we have always been unalterably opposed to coercion, we do recognize a responsibility to state our beliefs formally, as freedom of choice is a basic tenet of our democratic society. Giving is a personal matter and decision: no form of coercion is acceptable to United Way of America.

**ASKING FELLOW EMPLOYEES TO GIVE**

The number one reason people give is because they are asked. Keep these tips in mind when speaking about giving to the campaign or when directly asking fellow employees to make a contribution.

* Make your own gift/pledge first.
* Ask for a specific amount, but don’t under-ask. Would you rather encourage employees to give $3 per pay period, knowing some will give at a lesser amount, or would you rather ask everyone to give just $1 for the sake of participation when they could give much more?
* Arrange face-to-face meetings with fellow employees when possible or host meetings with small groups of employees when discussing the campaign.
* Listen to employee questions and concerns. Answer questions and concerns politely. If you don’t know the answer, ask for United Way’s assistance in getting the correct answer.
* Treat others the way you want to be treated.

**HANDLING QUESTIONS WHEN YOU MAY NOT HAVE THE ANSWERS**

* Every question or comment, even if it is negative, is an opportunity to communicate and share the positive aspects of United Way.
* Generally, when concerns are expressed, they are not directed at you. If you have the answer at hand, tell the person. If you are not sure of the answer, be honest and say so. Then, contact your United Way representative for the answer and get back to the individual.

**OVERCOMING CONCERNS & OBJECTIONS**

Every question or comment, even if it is negative, is an opportunity to communicate and share the positive aspects of United Way. Remember the following:

* **Objections are not personal.** They are not directed at you.
* **Show sympathy.** Listen carefully and show your concern. This does not mean you agree, but that you care about the concern.
* **Don’t argue.** Instead, offer information about the many ways United Way helps people or offer to discuss the issue further.
* **Encourage the individual to talk.** Allow the person voicing the objection the opportunity to expand on it at length. Some objections fail on their own, and some individuals will talk themselves out of an objection or concern.
* **Relax and be yourself.** Asking for someone’s participation or gift is not a “win/lose” situation.
* **Don’t be afraid to say you don’t know.** Let those with questions know you’ll get back to them with the answer. Tell them they can call the United Way office at 563.588.1415, or better yet, offer to get the answer for them. Most importantly, follow up and get back to the individual with what you discovered.

**SPECIAL EVENTS & INCENTIVES**

While your campaign goals should focus on traditional employee solicitation, it’s also okay to have a little fun! Many companies incorporate extra events into their campaign to encourage participation and boost results. Take advantage of the following ideas as incentives for employees to turn in pledge cards, ways to increase gifts and participation, or tools to educate and inform.

**WAYS TO INCREASE THE AVERAGE GIFT**

* Give an incentive for every employee that increases their gift by a set dollar amount or by percent
* Establish a company leadership level and recognize accordingly.
* Use “What Your Dollars Can Do” information
* Stress the ease of payroll deduction
* Ask employees to give “Just 1 More” a week

**WAYS TO INCENTIVIZE**

Campaign coordinators can use incentives to encourage the speedy return of pledge cards, increase participation and encourage payroll deduction or leadership giving. Some popular incentives include:

* Sporting event tickets
* Free meal or dessert from company
* Concert tickets
* CEO/President delivers coffee each morning for a week
* Gift certificates
* Half hour to two-hour lunch extension
* Mugs/Pens
* Celebration or department lunch
* “Sleep in Late” awards
* Golf lessons
* Open soda machine
* Gift certificate to local store
* Early dismissal on a Friday
* Movie passes
* Vacation day
* Jeans days/Casual days
* VIP parking space
* T-shirts
* Dinner for two at a popular restaurant
* Lunch with the CEO

**WAYS TO ENCOURAGE RETURN OF PLEDGE FORMS**

They can be automatically eligible to participate in fun activities such as:

* **Football Throwing Contest.** Can be divided into men’s and women’s groups, management versus labor, etc. Everyone gets two throws. Farthest throws win prizes.
* **Pumpkin Throwing Contest.** You will need several pumpkins weighing the same amount, as the thrown pumpkins will probably explode!
* **Balloon Pop.** Employees choose a balloon to pop. Some balloons have “coupons” in them for “Sleep-in” passes, “Go Home Early” passes, “Two-Hour Lunch” passes, etc.
* **Marshmallow/Lemon/etc. Golf.** Who can drive a lemon the farthest? Closest to the pin? On one leg?
* **Frozen Turkey Bowling Contest.** Borrow old pins from a bowling alley, or use 2 liter bottles of soda. Set up an alley in your parking lot or a long hallway and let the games begin!
* **Paper Airplane Flying Contest.** Let your inner-child loose. Employees show off their best plane-folding skills. Everyone writes their name on their plane, stands in a line, and lets them fly. Awards for longest flight, shortest flight, etc.
* **Battle of the Sexes.** Who will get the highest percent of participation? At the kickoff meeting, have a short game show in which two men and two women “volunteer” to be contestants. Women have to answer questions about topics men know a lot about and vice versa. Example: One man can be asked the name of a product used to slough dead skin cells off the face (exfoliator) and a woman can be asked what was the house of Ruth (Yankee Stadium, made famous by Babe Ruth).
* **Gumball Hocking Contest.** Who can propel a gumball the farthest with their mouth? Don’t choke!
* **Executive Chair or Tricycle Races.** Set up a relay and let observers “bet” on their favorite contestants.
* **Guess the Number of Marbles/Cotton Balls/Bolts in the Jar.** When pledge forms are turned in, employees make a guess. At the end of the campaign, the winner is determined and receives a prize.
* **Prize Drawing.** When pledge forms are turned in, employees draw for a prize.
* **Special prizes for NEW donors.** Consider providing special incentives for those employees who are giving for the first time.
* **Special prizes for donors who increase their gift by a certain percentage.**

**WAYS TO KEEP THE FUN ALIVE DURING CAMPAIGN OR THROUGHOUT THE YEAR**

* **Whipped Cream Sponge Throwing.** Instead of a pie-throwing contest, use a sponge with whipped cream on it. Get management to participate and let employees buy changes.
* **Executive Prison.** Transform an office into a jail cell. Arrest managers and executives and allow them to make a phone call to their staff to “bail” them out. All proceeds go to the campaign.
* **Ugly Lamp Month.** Use any elephant (an ugly lamp works great) and offer the opportunity to purchase points to move the item to someone’s work space or keep it out of your work area. Calculate and move daily, weekly, etc. Wherever it ends up at the end of the time period, it must stay for one month or until the next campaign.
* **Jeans Day Wrist-band.** Sell United Way wristbands to employees for an annual fee. Throughout the year host Jeans Days requiring participants to wear the wristband.
* **Rock-Paper-Scissors Contest.** Charge an entry fee and host an office-wide Rock-Paper-Scissors contest. Winner receives a prize.
* **Ugly Sweater Contest.** Have contestants pay to enter the ugliest sweater contest. Take pictures of participants and “vote” on the ugliest by contributing a dollar.
* **Inter-Company Competition.** Contact the ECC at another workplace and see if they are willing to engage in a little friendly competition for a good cause! If there are a disparate number of employees, you can use the average gift to determine the victor. Publicity and executive support are keys to success. The winning company earns early dismissal or some other workplace-wide perk.
* **Inter-Department/Shift Competition …**
* **‘American Idol’ Contest.** Employees can conduct an *Idol* contest, based on the hit TV show *American Idol.* Employees make a donation to vote for the management-singing or air-guitar group of their choice. The duo or group that attracts the most will sing a song of their choice in front of an audience.
* **Root Beer Floats/Sundaes/Hot Dogs** can be sold for $1
* **Theme Days.** Wild West, Psychedelic Sixties, Big Hair 80’s, etc.
* **Cruse for Donors.** Organize a local cruise for a fundraising event/dinner dance. Use a nautical/pirate theme for decorations and invitations.
* **Reality Campaign.** Get “real” with your employees and conduct your campaign with a theme centered on the reality TV shows that have taken over the world. Hold daily activities with a tie to the numerous reality shows out there, i.e. *Amazing Race*, *Big Brother*.
* **Be an Everyday Superhero.** Employees dress as heroes: Batman, Superman, Spiderman, etc. Serve hero (sub) sandwiches.
* **Be a Lifesaver.** Have some fun at the beach. Sand, sunglasses, beach balls and The Beach Boys music will make your office feel like you are on the beach. Employees who donate are awarded lifesavers candies in their offices.
* **Midnight Breakfast.** If your organization has a third shift, organize a breakfast to be served by executives who aren’t normally at work at that hour! Ask a United Way representative to join you, hand out pledge forms, and announce goals and timelines.
* **Bake Sale.** Bakers can set up shop in the lunch room.
* **Car Wash.** Hold a car wash as a special event.
* **Chili Cook-Off.**
* **Group Wellness.** If your workplace is participating in a wellness program, you can incorporate it into the United Way campaign. Collect pledges for every 1000 steps taken or have management pledge a bonus United Way donation if employees meet certain wellness goals.
* **Basket Auction.** Individual departments can create a themed gift basket (fishing, movies, cooking, car care, etc.) to be auctioned off over a lunch hour.
* **E-Bingo!** Sell bingo cards for a small fee. Send emails throughout the week with one or two Bingo numbers each time. The first person to get Bingo sends an email to all users. And of course, he or she wins a prize!

**WAYS TO TRACK YOUR GOALS**

* Place United Way goal thermometers around your workplace – the lobby, break room, in front of the building, etc. Update the thermometer every day.
* E-mail goal updates to employees – this can be paired with “United Way Success Stories”
* Have the CEO or another member of management wear the same tie throughout the campaign – as you get closer to your goal, cut the tie accordingly until, hopefully, it disappears

**WAYS TO CELEBRATE MEETING OR EXCEEDING GOALS**

* **Designated employee shaves a member of management’s head.** If your workforce meets a “stretch” goal, the CEO gets shaved.
* **Management provides breakfast/pizza party/afternoon BBQ.**
* **CEO/other member of management dress up as …** you name it.
* **Car wash by management team.**

**WAYS TO SAY THANK YOU**

* Send an e-mail or letter from your CEO to all employees to thank them and to report results
* Recognize campaign volunteers publicly for their hard work
* Allow individuals returning a pledge form to have a casual day
* Develop “thank you” payroll stuffers
* Give employees a “thank you” gift when they return a pledge form.
* Sponsor a special reception or recognition ceremony
* Hold a company-wide lunch or breakfast and have senior staff serve and thank employees for their support of United Way
* Give employees paid time off to volunteer for an agency of their choice

**LEADERSHIP GIVING**

Leadership giving is a term United Ways use for recognizing donors who contribute $500 or more annually to the campaign. Spouses may combine their gifts for recognition at one of the following levels regardless of place of employment:

Alexis De Tocqueville $10,000 or more

Diamond Circle $5,000-$9,999

Platinum Circle $2,500-$4,999

Gold Circle $1,500-$2,499

Silver Circle $1,000-$1,499

Bronze Circle $500-$999

**GET ENGAGED**

United Way of Dubuque Area Tri-States has two groups for individuals seeking closer involvement and service opportunities year-round. Women UNITED and Young Leaders UNITED are affinity groups open to individuals or households giving an annual minimum contribution of $500 and $250 respectively to the United Way campaign. If your business has employees interested in learning more, have them contact United Way at 563.588.1415.

Additionally, if your place of business is interested in engaging its employees through volunteer opportunities or agency tours on a one-time or ongoing basis, United Way can arrange these activities. We can additionally track and record your employee volunteer hours on a monthly and annual basis.

**TOP TEN**

**TOP 10 REASONS TO INVEST IN UNITED WAY OF DUBUQUE AREA TRI-STATES**

1. **You care.** You care about the needs of others and want to offer a hand up to a better quality of life.
2. **United Way holds itself and its partner agencies accountable.** You can trust that money you contribute to United Way of Dubuque Area Tri-States will be allocated to agencies that are held to the highest standards. Our affiliated agencies submit to an application process each year, which includes careful examination of their financial records, goals, programming and work in the community.
3. **Your investment stays in our community.** One hundred percent of all donations stay here in the tri-states.
4. **It’s tax-deductible.** Any donation you make to United Way qualifies as a deduction on your personal or business taxes.
5. **Any of us could benefit from our affiliated agencies’ services or programs like the Dolly Parton Imagination Library.** The agencies and programs we fund aren’t just for the “other guy.” Our affiliated agencies serve a broad spectrum of the population, from the hungry and homeless to employed individuals who just need a hand up to get through a tough time.
6. **United Way collaborates with the community.** United Way works with businesses, faith-based organizations, local government, the non-profit sector, and many other community groups to build the infrastructure we need to proactively tackle our biggest challenges.
7. **You get a lot of “BANG FOR YOUR BUCK.”** When you give once to United Way, you are really joining the entire community to invest in programs that meet our community’s great needs.
8. **It feels good.** When you invest in your community through United Way, you have the satisfaction and confidence of knowing that you, personally, are helping to sustain and improve the lives of your friends, neighbors, co-workers, and maybe even your own family members.
9. **You are part of real solutions.** United Way is interested in more than “band-aid solutions” – we know that long-term community impact comes from addressing root causes and from forward-thinking and thoughtful planning.
10. **You want to LIVE UNITED.** You want to be part of the solution.

**MESSAGING**There is a lot going on at United Way, and you are not expected to know everything that is going on with the organization, but here are a few key talking points.

1. **Thank you for your previous support.**
2. **United Way’s Role in the Community**

Our role in the community is changing. We have begun asking for community input and learning what the community would like to see from United Way. We are in the process of putting together a three-year strategic plan, but as we move forward, United Way will be playing a larger role in creating awareness and advocacy around issues affecting our community and serving as a convener and collaborator to ensure area nonprofits are working together to address some of our community’s most pressing issues.

1. **Three Pillars: Health, Education & Income**

United Way of Dubuque Area Tri-States is traditionally known for funding a set number of partner agencies throughout the community; however, as we move toward an outcome-driven, community impact model, ***we want less emphasis placed on specific agencies and more emphasis placed on our three funding pillars of health, education and income. More specifically … program support.*** It is through the funding of multiple programs within these three pillars at multiple agencies that real change happens. We’ve found many of the companies we work with have their own funding priorities that often-times correspond to one or more of these pillars.

1. **Employee Engagement – Get Connected**

United Way wants to be a partner with local businesses. We want to help them engage their employees through meaningful one-time volunteer projects, ongoing volunteer opportunities or even through United Way committee and non-profit board openings. What is more, we can even track and report business employee volunteer hours and statistics on a monthly basis. Ask us about our Get Connected software and how it can help your community outreach efforts.

**CAMPAIGN FAQs**

**How long should our campaign run?**

The average campaign runs for one or two weeks. Longer campaigns often take up additional time and resources for both the campaign coordinator and employees. A two week campaign is the perfect amount of time to kickoff off your campaign, get the message out effectively and make your ask without overburdening staff. An exception to this could be if you are the campaign coordinator at an exceptionally large company with many different work sites.

**When should our campaign take place?**

Ideally, most campaigns take place between mid-July and mid-November. It is our hope you will coordinate with United Way about a time that is best suited to your organization and fits within the overall United Way campaign timeframe.

**How can employees give?**

Using a United Way pledge form, employees can give via payroll deduction, cash, check, credit card or stock.

**When does payroll deduction start?**

Payroll deduction usually aligns with your company fiscal year. United Way does not set your payroll schedule; it is a company decision.

**Are donations to United Way tax deductible?**

Yes!

**Can I designate/exclude to specific agencies?**

Unrestricted gifts to the United Way campaign are the best way to create significant impact because they improve the overall quality of life for individuals in our community. That said, we do honor designations or exclusions of specific programs or agencies.

**United Way funds <organization>, and I don’t support <organization> because of <reason>.**

United Way funds specific programs within the pillars of health, education and income. If there is a specific agency or specific program you are concerned about, I can have someone at United Way follow up with you. You may also request specific organizations not be funded with your dollars if you feel strongly about it.

**What is United Way’s relationship with the Community Foundation?**

United Way and the Community Foundation are strong partners in our community. The United Way serves more as the community’s checking account, driving change today. The Community Foundation serves as more of the savings account, ensuring the resources we need tomorrow will be there. Right now the two organizations are working jointly on several projects including a community needs assessment and speak regularly about potential collaborations and initiatives.

**How do you decide who receives funding?**

Members of the community are asked to participate on committees that do a thorough review of agency programs and budgets. They provide recommendations to the board of directors on which programs to fund. This process, however, is under revision and United Way will be seeking a significant number of volunteers over the next year to assist us identifying solutions and tackling issues surround health, education and income. If you have individuals in your leadership or management ranks that you think may be an asset to this process, please let United Way know.

**What are United Way’s overhead costs?**

In the last year, United Way has significantly cut its operating budget and is making strides to become more transparent with our financial information. We do not have our admin rate percentage available yet, but our 990 information will be available on the website later this fall.

More important to mention is that we are focusing our efforts on creating a more accountable organization. Overall administrative rates mean little without related accountability and effectiveness measures. Low overhead can also mean low impact. Similarly, high overhead can also mean low impact if dollars aren’t used effectively. Our focus is on improving our impact and accountability.

**What is United Way’s relationship with Resources Unite?**

United Way and Resources Unite have cooperated with each other on how we can both promote volunteer opportunities and efforts within our community. Beyond that, United Way has a specific focus on health, education and income stability issues. We work with a broad range of community partners, including but not limited to the nonprofit community, to identify, target and address the root causes of some of our community’s greatest challenges. We are working to address these root causes through funding (giving), advocacy *and* volunteerism.

**Board Members**

|  |  |
| --- | --- |
| **Executive Committee:****Sue Hafkemeyer**Board ChairMercyOne Foundation**Tom Townsend**Immediate Past ChairIBEW Local #704**Jacque Arsendorf** Chair ElectSpahn & Rose**Dean Wilgenbusch**TreasurerUS Bank**Jen Ready**SecretaryAvantax Planning Partners**Mark Dalsing**Community Impact ChairCity of Dubuque**Jessie Ehrlich**Resource Development Co-ChairMidwestOne Bank**Michelle Schmidt**Resource Development Co-ChairTelegraph Herald | **Members-at-Large****Karen Babler**John Deere Dubuque Works**Becky Conlon**Conlon Construction**Mike Cyze**Dubuque Community School District**Lauren Czeshinski**Cottingham & Butler**Gary Dolphin**Voice of the Hawkeyes**Julia Holdridge**Sedgwick**Nathan Runde** Clemens, Walters, Conlon, Runde & Hiatt, LPP**Wendy Runde**Diamond Jo Casino**Michelle Schmelzer, GBDS, VBS**The Friedman Group**Andrew Sherman**IBM**Justin Stinson** Independent Consultant**Carrie Tedore**Renalogic**TJ Wagner**Kunkel & Associates**Dan White**Retired**Judy Wolf**Retired**Shelley Zahn**HTLF |

**CONTACT US**

**DON’T FORGET: WE’RE ALL IN THIS TOGETHER**

We want your campaign to be a success and for you to be success and have a good experience as the employee campaign coordinator. By working together, we can make lasting change in our community. Remember that you can contact the United Way staff anytime and they will answer your questions and help you find the resources that you need to run a successful workplace campaign. There are also online resources for your use.

**Resources Available for Your Convenience**

* Electronic versions of all campaign materials
* Success stories of individuals and families helped by United Way partner agencies
* Information about United Way’s funded programs and initiatives
* Campaign video
* Campaign best practices

DBQUnitedWay.org
563.588.1415