

**AVAP Newcomers' Session Agenda**  
**Tuesday, July 29, 2014**  
**8:15 am – 9:45 am**



This session is designed for our colleagues who are either new to the advancement profession or new to veterinary medicine advancement. We'll provide an overview of how advancement in veterinary colleges is different from other settings, thoughts on effectively focusing resources, and comments on the rewards you can expect to enjoy.

1. Welcome, Introductions, Session Overview
2. Associations and 'Collaboratives' that Support our Industry
3. Profile of Prospective Constituents
  - a. Donors and Clients
  - b. Alumni
  - c. Faculty/Staff/Students
4. Conclusions/Summaries
5. Q&A – 20 minutes

**Presenters**



Cummings School of  
Veterinary Medicine

Jonathan Burton  
Senior Associate Director for Stewardship &  
Development  
508.887.4795  
[Jonathan.burton@tufts.edu](mailto:Jonathan.burton@tufts.edu)



Pam Jones  
Executive Director of Advancement  
m: 970.219.4193  
[pam.jones@colostate.edu](mailto:pam.jones@colostate.edu)



Tom Venturino  
Assistant Dean of Advancement  
530.752.7024  
[tmventurino@ucdavis.edu](mailto:tmventurino@ucdavis.edu)



Find out more about AVAP and its members at <http://www.avaponline.org/>