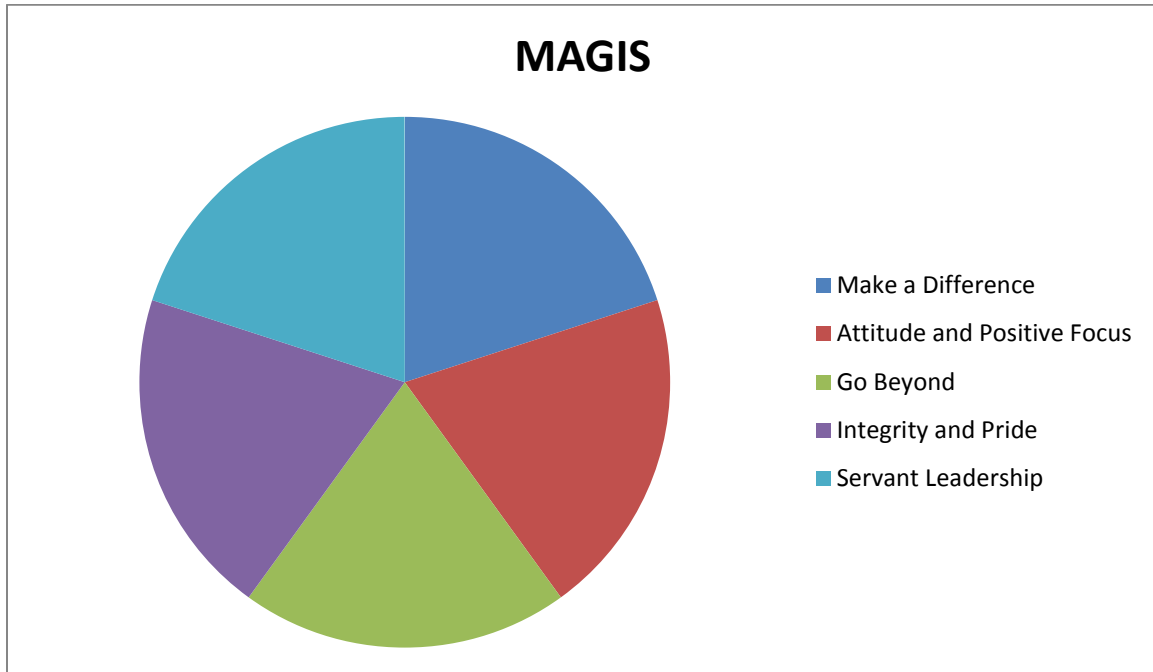


## *Kathann Koehler, Planned Giving Manager*



### **Make a Difference**

- Solicit funding for special programs and scholarships
- Provide opportunities for mentoring of students
- Be responsive to donors in a timely fashion

### **Attitude and Positive Focus**

- Internal teamwork
- External teamwork
- Attention to detail

### **Go Beyond**

- Develop a personal relationship with donors
- Arrange for donors to meet with students
- Pick-up and delivery service

### **Integrity and Pride**

- Believe in each other
- Seek out professional help when needed
- Celebrate accomplishments

### **Servant Leadership**

- Provide and share expertise
- Be accountable
- Be a good example to others