Campus Community Critical to Friend-Raising, Fund-Raising Efforts

As the Advancement staff and President Glasser work toward meeting a $2 million goal and a subsequent match through the Commonwealth’s “Backs for Brains” program, the University community can play a critical role in that effort and future efforts to establish a giving culture at Eastern.

“Faculty, staff, retirees and graduates are tremendously important in helping identify individual potential prospects, and corporations and foundations who love Eastern,” said Sue Feamster, interim vice president for University Advancement and Director of Development.

“Prospecting and cultivating is everyone’s business. We are all in the customer relations business, and the faculty and staff are vital in the linkage.”

‘Friend Raising’ to Fund Raising... How the Gift Cycle Works

“Eastern follows a process known in the fund-raising world as the Gift Cycle or Moves Management,” said Tim Hall, Director of Major Gifts and Special Projects.

“The gift cycle is a five-step process that is simple and virtually foolproof. It is the foundation of solid process-driven fund raising.”

The idea is to “move” prospects through a successive series of steps to secure a gift, then repeat the process over and over.

1. Identification
2. Ask
3. Cultivation
4. Investment
5. Stewardship

Hall describes the five-step process as follows:

**Step 1 – Identification** – Individuals, business, corporations, foundation, etc., are identified and those names, along with as much information as possible, are sent to the Develop-ment Office to begin the process. Basic research is done and potential prospect lists are formed. Prospects are assigned to the colleges or centers, the President or to Development.

**Step 2 – Interest** – Once identified, an individual plan is then developed for each prospect based on their interest and personality and the prospect is managed meticulously. The idea is to begin courting the prospect and match potential prospects and their major interests to University projects that need their support. Football games, art or theatre performances, lectures, dinners, etc., are common vehicles for cultivation.

**Step 3 – Cultivation** – As the prospect becomes more and more engaged with EKU, or a specific area, his or her involvement will increase. Subsequently, they become a “stakeholder” in the success of the college, department or University project.

**Step 4 – Investment** – When the prospect has been “moved” through phases 2 and 3, and they become a stakeholder to an area of interest or a specific initiative, they typically begin to ask, “How can I help?” This is a signal that they will be receptive toward considering a financial investment in a project. At the right time the prospect is “asked” or solicited by the appropriate person.

**Step 5 – Stewardship** – Once the prospect commits to a gift, they become a member of the EKU family. They are thanked and recognized appropriately. On at least an annual basis, the benefiting unit should update the donor on the significant impact their gift has made and invite them to participate in activities of the department. If cultivated and stewarded properly these donors become among the best prospects for a subsequent gift.

**Establishing a Giving Culture at EKU**

“Today’s students and friends of the University are tomorrow’s donors,” Feamster said. “Treating students as customers and ensuring that they have an enjoyable and qualitative Eastern experience has a direct effect on how much interest they will have in staying involved with EKU in the future. If EKU can engender that ‘involved’ part of the Eastern experience to all we come in contact with, those folks are already at step 5 in the Gift Cycle and are positioned to become committed as a donor.

“Call it Customer Service. If you’re treated well and made to feel special, you’ll continue to come back. Everyone at Eastern can help imbue that feeling.”

**Glasser Leading ‘Friend Raising’: Re-Connecting and Re-Engaging Alumni Push**

President Glasser, Ken Tippett, President of the EKU National Alumni Association, and Dr. Skip Daugherty, Executive Director of the Alumni Association, are spearheading a concerted effort to re-connect and re-engage Eastern grads with their alma mater through events and establishing new or reactivating existing alumni chapters.

Over the next year, Glasser will accompany Advancement and Alumni staff to meetings with alumni and friends in Columbus, Washington, Nashville, Orlando, New York, Tampa, Miami, and Dallas.

“Invite friend-raising efforts are running parallel to these efforts,” said Daugherty, who developed the re-engagement plan. Lexington, Louisville, Northern Kentucky, Somerset, Bardstown, Winchester and Frankfort are some of the areas being targeted for visits.

**Popular Online Game Focus of Ethics Awareness Week**

EverQuest, Sony’s wildly popular but controversial online video game, is the subject of Ethics Awareness Week at EKU Nov. 4-8.

Business classes throughout EKU’s College of Business and Technology will consider the game and Sony’s response to complaints about its addictive nature as a case study in ethics and social responsibility issues.

Highlighting the week will be an Oxford-style debate Tuesday, Nov. 5 from 6 to 7 p.m. in the Clark Room of Wallace Building. Dr. Ron Messerich, chair of EKU’s Department of Philosophy and Religion, and Dr. Rich Robinson, professor of finance and director of EKU’s MBA program, will discuss the game from the standpoints of corporate and personal responsibility.

Sony Online Entertainment introduced EverQuest in 1998 as an online virtual reality game, to be played on PlayStation 2 or a personal computer. The game is similar to Dungeons and Dragons – players attempt to capture treasures, earn points and slay monsters. Because players generally attempt to form “guilds,” or teams, the pressure builds for players to continue to play the game and not log off.

About $50,000 registered gamers pay $12.95 per month to play EverQuest. Thanks also to a continuous line of expansion packs, the product generates approximately $5 million a month for Sony.

When 21-year-old Shawn Woolley committed suicide in 2001, Liz Woolley blamed her son’s addiction to the game. She told media that Shawn devoted 12 hours a day to the game and was found slumped over the computer still facing the screen of the online game.

The death triggered numerous national news stories about the suicide and issues of addiction and obsession. Woolley’s attorney claims the game is designed to be “addictive as possible” and should carry a warning label.

Sony officials have declined comment.

“The case touches on just about every aspect of our business program,” said Dr. Judy Spain, an assistant professor in the Department of Management, Marketing and Administrative Communication and chair of the Ethics Awareness Week Committee. “We want our students to look at ethics from all different perspectives and to understand that ethics can be a component of any business decision and that most business decisions are cross- functional.”

The case will be considered by all EKU business students – from a freshman academic orientation class to a capstone course for graduating seniors. Students in the Legal and Ethical Environments of Business course will write papers on the topic, with the top three entries earning prizes.

Spain has little reason to doubt the focus on EverQuest will stimulate students’ interest in ethics. After all, she pointed out, several of her students are “addicted” to the game.

No one, she added, will be required to play the game to complete any class assignment.
Monday, Oct. 21
Air Force Band in Concert
Air Force Band of Flight in concert, 8 p.m., Brock Auditorium, free admission.

Tuesday, Oct. 22
Guitar Ensemble Performs
8 p.m., Brock Auditorium.

Autumn Voices Lecture
Tom Thurman, filmmaker from Shelby County, 7 p.m., Grand Reading Room, Crabble Library. Thurman has produced and directed seven independent documentaries for public and commercial television stations, including “A History of Football in Kentucky: Great Balls of Fire.” Sponsored by the EKU College of Health Sciences.

Thursday, Oct. 24
Chautauqua Lecture
“Scents and Sensibility: Phenornenes, Social Behavior and the Control of Fertility and Diseases,” Martha McClintock, 7:30 p.m., Student Services Building, part of year-long lecture series on the subject of love.

Delta Omicron Musicales
8 p.m., Brock Auditorium.

Friday, Oct. 25
Volleyball Action
EKU vs. Eastern Illinois, 7 p.m., McBrayer Arena.

Virtual Reality ‘Deaf University’
9 a.m.-2 p.m., Powell Building, sponsored by Deaf Student Services. For more information, contact Shirley Rivard, Interpreter Coordinator, 622-2937.

Friday, Oct. 25-Saturday, Oct. 26
Haunted Fort Returns
Annual Haunting of Fort Boonesborough, 7-11 p.m. nightly, $6 for adults, $4 for children under 10. Proceeds go toward educational and professional development of students in the EKU Department of Recreation and Park Administration. For group rates, call Dr. Jon McChesney, 622-1835.

Saturday, Oct. 26
Volleyball Action Continues
EKU vs. Southeast Missouri, 2 p.m., McBrayer Arena.

International Banquet
6:30 p.m., Keen Johnson Ballroom, includes dinner and entertainment prepared and presented by EKU international students. Tickets are $10 and are available at the International Education Office, Case Annex 181, 622-1478. No tickets will be sold at the door.

Sunday, Oct. 27
Senior Percussion Recital
Tereasa Evans, 8 p.m., Gifford Theatre.

Tuesday, Oct. 29
‘Fingernail Moon’ Author Speaks
EKU professor Janie Webster Leech, author of “Fingernail Moon,” 7 p.m., Grand Reading Room, Crabbage Library. The award-winning book tells the story of how, to protect her young daughter from being sexually abused, Leech and her daughter embarked on a five-year journey around the world, establishing new lives in the countries where they stayed. Part of EKU Libraries’ Autumn Voices Lecture Series. Lecture sponsored by EKU College of Justice & Safety.

Wednesday, Oct. 30
Faculty Woodwind Quintet Performs
8 p.m., Brock Auditorium.

Thursday, Oct. 31
Last Night of Haunting
Annual Haunting of Fort Boonesborough, 7-11 p.m. nightly, $6 for adults, $4 for children under 10. Proceeds go toward educational and professional development of students in the EKU Department of Recreation and Park Administration. For group rates, call Dr. Jon McChesney, 622-1835.

BEYOND THE CALL OF DUTY

Eight employees of the Division of Facilities Services were given “Beyond the Call of Duty” awards for their recent efforts after a malfunctioning sprinkler flooded portions of Commonwealth Hall. Joining Director James Street, standing far right, are, from front left, Dale King, Frankie Smith, Garney Smith, back row, Melvin Murphy, Rosada Pennington, Ben Pennington, Robert Parks and Everett Wooten, Housing Office employees and other University administrators and employees also assisted in the efforts.

Joanne Glasser Diversity Scholarship
Honors Commitment to Inclusiveness

A newly endowed scholarship has been established on behalf of President Glasser in recognition of EKU’s commitment to inclusiveness and to further enhance, promote and celebrate diversity at the University. The scholarship was a surprise gift from University alumni and friends to Glasser at her inauguration last March.

Each recipient of the Joanne K. Glasser Diversity Scholarship is expected to serve as an advocate for diversity both on campus and in the wider community.

“I am very pleased to have this diversity scholarship named in my honor,” President Glasser said. “It will increase our ability to learn from each other by enhancing the inclusiveness of our community. I feel that this scholarship strengthens an important part of the Eastern educational experience.”

To be considered for the scholarship, individuals must:
• have applied or been enrolled as a full-time undergraduate at EKU
• maintain an over GPA of 3.0 or higher
• submit a 250- to 500-word essay describing what diversity means to the applicant

The award is renewable for a maximum of eight semesters, provided the candidate maintains a minimum 3.0 GPA. Applications must be received by the Financial Assistance Office no later than Dec. 1 of this year and April 1 for each year after this. Glasser will name a committee to choose scholarship recipients.
’98 Grad Bruder Swims to the Top…Again

As a wheelchair-bound child born with cerebral palsy, Aimee Bruder once “told off” her doctor when he dared suggest that she needed a physical therapist.

After all, she figured, the community pool was just down the street, and that was all the therapy she needed at the time. “You’re either going to sit on the deck and sweat to death, or jump in,” she said.

Bruder, a 1998 cum laude graduate of EKU, is still making a big splash, but now her community pools are wherever she finds them all around the globe… Spain, New Zealand, Australia, and soon, Legandina.

The world-ranked swimmer among athletes with disabilities was named recently to the U.S. Paralympics 2002 National Swimming Team.

Bruder and her teammates will compete at the International Paralympic Committee’s Swimming World Championships Dec. 5-18 in Mar del Plata, Argentina.

“My goal is to swim well, break American records in all the events and have fun,” said Bruder, who now lives in Birmingham, Ala., and puts her bachelor’s degree in recreational therapy to use with the Lakeshore Foundation. “It has been a good ride with all the places I’ve visited and all the friends that I have met in the United States and around the world.”

This will be the fourth Paralympic Games for Bruder, who ranks first in her class in the 50-, 100- and 200-meter freestyle; second in the individual medley and breaststroke; and sixth in the backstroke. She has competed in national and world Paralympics events since 1992, and has accumulated dozens of gold, silver and bronze medals.

But it was a “ride” that almost came to screeching halt after the Sidney Paralympics in 2000. A shoulder injury first diagnosed as career-ending — she couldn’t even lift her arm — required either surgery or extensive physical therapy. Bruder opted for the latter and again is approaching her best performances, just in time for the Argentina competition.

Bruder began swimming competitively at age 8, but began to blossom on the world stage under the tutelage of Tim Cahill, long-time EKU health and physical education instructor and swimming coach for Model Laboratory School, Arlington and Colonel Aquatics.

“She’s my mentor, friend and coach, and he taught me about life, swimming and respecting,” Bruder said recently. “He reinforced my work ethic and grew my confidence in myself and my swimming. And he taught me technical skills that I did not have before college.”

In addition to her job duties, Bruder trains about 35 hours a week in the pool and weight room. That level of dedication doesn’t surprise Cahill.

“She plans for the future with great attention to detail,” Cahill said. “She mixes in her current ability level, develops alternatives and ‘what-if’ scenarios that refine the original approach. Then she goes out and conquers the challenge. What I find particularly impressive is Aimee’s ability to follow the plan through with a meticulous, determined effort without deviation.”

On the job, Bruder displays the same zeal helping others with disabilities reach their goals.

“We need kids at a young age to realize that things are possible,” she told the Cincinnati Enquirer in May of this year. “They don’t think of themselves as being disabled. … They need to realize that their dreams can come true.”

Traffic Safety Institute Official Discusses Auto Safety in Brazil

An EKU faculty member is helping Brazil adapt to a surge in automobile use.

Dr. Terry Kline, an associate professor in the University’s Traffic Safety Institute, was the keynote speaker for the fourth Volvo National Traffic Safety Forum, which was designed to develop a model traffic safety education program in South America’s fastest growing democracy.

Noting Brazil’s rapid transformation from an agricultural-based economy to an information-based economy, Kline stressed the need for the nation to develop engineering, enforcement and education programs that would promote traffic safety.

He outlined a model for program development that would include government, business and community support. He then fielded, through a translator, questions from an audience of 600 invited professionals interested in building model traffic safety education programs.

After taking a question about a device that would limit automobile speed, Kline asked if anyone in the audience would buy a vehicle that would not go greater than 80 miles per hour.

When the audience did not reveal a single interested buyer, Kline said that made it obvious that the education process needs to focus on the need for safety equipment.

Kline said Brazil will develop a traffic safety education program that rewards drivers to purchase safe automobiles and operate them safely.

Two Students Receive Washington Center Internships

Two EKU students are the first in the Commonwealth to be selected for internships in the nation’s capital through The Washington Center for Internships and Academic Seminars.

Andrea Phelps, a senior public relations major from Louisa, is working this semester with Amelie Dershowitz Communications Inc., a public relations firm specializing in strategic planning and crisis management. Mary Nelson, a senior broadcasting major from Greenup, is working with George Michael Sports Machine, an NBC-affiliate sports program.

Funding from the Council on Postsecondary Education enables each student to receive a $5,000 stipend through a new partnership between the Center and the Kentucky Council on Postsecondary Education.

“EKU students were eligible for the internships in the past, but the program costs were so high that few of our students were able to afford them,” said Dr. Paul Blanchard, professor of government and campus liaison for the program. “Now one of our students can participate for approximately the same cost as a semester at Eastern.”

“To experience an internship in the nation’s capital, arguably the most important city in the world, is just an extraordinary opportunity for students,” Blanchard said. “It’s real-world education that students need to complete their college education. The students are involved in real decision-making and with important decision makers every day.”

Phelps and Nelson recently completed internships with the Kentucky Legislative Research Commission.

“They’re outstanding students,” Blanchard said. “Their work in Frankfort convinced me that they had the skills and maturity that would make them perfect for the Washington Center internships.”

Phelps, a 1999 graduate of Lawrence County High School and the daughter of Larry and Kim Phelps, said her internship with Amelie Dershowitz is providing her with “valuable working knowledge about public relations, the media, Web site marketing, development and strategy. (But) the things that are going to help me in my career more than those skills are the relationshipships I’ve built, the business knowledge I’ve gained, the persistence I’ve learned to use and the confidence that has stemmed from being able to handle Washington public relations.”

She added that her classroom experience at EKU and her three prior public relations internships “prepared me for Washington much more than I realized. The Department of Communication at EKU is so commended for preparing students for the ‘real world.’ The basics that I have learned in such courses as public relations writing and advanced public relations have contributed to my success in internships.”

EKU students will be eligible to receive a Washington Center internship in the private or public sector in the spring or summer of 2003, according to Blanchard. Applications for the spring semester will be accepted through Oct. 29.

For more information, contact Blanchard at 622-4380 or paul.blanchard@eku.edu.
College of Education Starting Future Educator Clubs

EUK’s College of Education is not merely sitting back and hoping that more young people will choose careers in education.

The College has taken a leadership role in a statewide effort to attract more students to a profession facing severe shortages in some subject areas and locales.

In fact, the new state coordinator for the Future Educators of America organization is a recently retired EUK education professor. Thanks to a partnership between EUK’s College of Education and the Kentucky Department of Education, Dr. Carol Gabbard is crisscrossing the Commonwealth to assist in the establishment of FEA chapters in high schools and middle schools.

The efforts, some begun before Gabbard started her new post, are paying big dividends. In the past three years, Gabbard and/or EUK’s College of Education have played a role in starting or enhancing new FEA chapters in more than 40 high schools from Letcher County in Eastern Kentucky to Henderson County in Western Kentucky. Others who have benefited are: Madison Central, Madison Southern, Berea Community Model Laboratory, George Rogers Clark, Bourbon County, Rockcastle County, Anderson County, Wayne County, Spencer County, Oldham County, South Oldham, Montgomery County, Owensboro County, Garrard County, Lincoln County, Whitley County, Gallatin County, Grant County, Clay County, Williams county, East Jessamine, Bourbon County, Nicholas County, South Laurel, North Laurel, Barren County, Edmonson County, Pulaski County, Franklin County, Western Hills, Shelby County, Jenkins, North Bullitt, Carroll County, Eminence, Taylor County (high school and middle school) and Lexington Henry Clay.

Officials in teacher education programs at the Commonwealth’s other public universities have “committed to be partners and indicated their support,” Gabbard said. “It’s a win-win situation for higher education. I think we’ll see a lot of action in the coming months.”

Other partners in the effort include the Kentucky Association of School Administrators, the Kentucky School Boards Association, the Prichard Committee, the Kentucky Education Association and Phi Delta Kappa, the FEA national program sponsor.

“A tremendous number of teachers are going to be needed across the board in the coming years,” Gabbard said. “Many districts already are beginning to feel the crunch.”

Gabbard and others hope that the FEA chapters will tap into a resurgence of interest among young people in education careers.

“Advisers are telling us that students who could do anything are very interested in becoming teachers,” Gabbard said. “They’re interested in careers involving service.”

By providing more knowledge about careers in education, FEA chapters will “help students become more focused and goal-oriented. We want these chapters to be fun and attractive, but our mission is to tell young people what is expected of them as future educators and what a rewarding career this could be for many of them.”

That goal will be reached, Gabbard said, through guest speakers, visits to college campuses, service projects, summer camps, and regional, state and national meetings where students enter various competitions. "But the real difference will be made in the high schools and middle schools across the state where dedicated, motivated teachers and educators work to encourage students to become educators."

**Publications & Presentations**

- Costello, Patti. “Hitting a Home Run with Statistical Games.”
- Ghosal, Mary Ann. “How Many Ways Can You...”
- Kay, Lisa. “Regression Can Be Fun and Understandable.”
- O’Ryan, Andrea. “Deviate from the Mean with the T-S-3.”
- “The first state meeting is being planned for the fall of 2003,” she said. “After two or three years, our goal is to have a FEA chapter in every high school. Then we want to begin concentrating on middle schools.”

For more information about the FEA program, contact Gabbard at 859-200-3080 or carol.gabbard@eku.edu, call the Division of Educator Recruitment and Retention, Kentucky Department of Education, 502-564-1479, or visit www.pdkintl.org/studser/fea.htm.

**New Employee Orientation on Tuesdays**

A Human Resources staff member conducts a New Employee Orientation session each Tuesday at 2 p.m. It is critical that all new employees attend one of these sessions to complete required paperwork for payroll and benefit administration.

Hiring officials should notify Human Resources of all new employees and the start date to ensure that the employee is paid in a timely manner. The employee should bring to

- Stribling, Marda. “A Picture is Worth a Thousand Words.”
- Thomas, Robert. “Some Simple Activities with Data Analysis for Elementary Students.”
- Wilson, Ed. “Simulations: The Next Best Thing to Reality.”
- Yoder, Margaret. “Computer and Calculator Resources.”

Two copies of publications and presentations by faculty and staff, including appropriate creative activities, should be sent to University Archives, Library 126. A citation for each item will be prepared by Archives staff for inclusion in EKUpdate. Papers also can be sent by e-mail to debbie.svalen@eku.edu. For more information, call 622-1792.

**YourResources**

by Gary Barksdale, director of Human Resources

Orientation documents that establish identity and employment eligibility.

Payroll documents and benefit enrollment are completed at these sessions.

Contact Human Resources to obtain additional information regarding the processing of new employees.