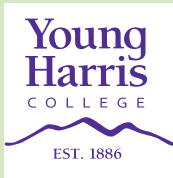




INVITING APPLICATIONS AND NOMINATIONS FOR

Director of Development and Planned Giving

Young Harris College, a selective liberal arts college located in North Georgia, seeks an experienced development officer to serve as the **Director of Development and Planned Giving**. Review of applications begins immediately.



Director of Development and Planned Giving



Mission Statement

Young Harris College educates, inspires, and empowers students through a comprehensive liberal arts experience that integrates mind, body, and spirit.

The Opportunity

Young Harris College is a thriving, private, four-year liberal arts college affiliated with The United Methodist Church. Located in the majestic southern Appalachian Mountains in north Georgia, the college is a progressive model of a liberal arts education with innovative academic programs that encourage students to seek their fullest potential.

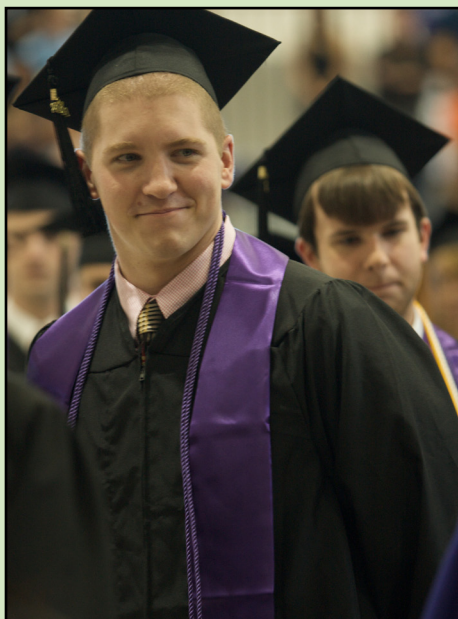
Reporting to the Vice President for Advancement, the Director of Development and Planned Giving has a key role in the college's Advancement Office. Responsible for implementing and developing initiatives to identify, nurture, and solicit prospects to ensure a strong base of ongoing financial support for the college, the Director cultivates relationships with alumni, donors, prospects, parents, families, and volunteers.

Additionally, the Director is responsible for the administration of the college's planned giving program, including the cultivation and solicitation of planned giving prospects.

Responsibilities and Duties:

- Plan, develop and execute strategies for obtaining and enhancing major, annual, and planned gifts
- Identify, cultivate and solicit major, annual, and planned gift prospects

- Provide stewardship in recognition of donor philanthropy
- Provide assistance in coordinating special fundraising projects as needed
- Organize, publicize, and attend benefit events
- Plan and implement direct mail campaigns to reach potential donors
- Develop and maintain a planned giving prospect system
- Write articles for use in the alumni magazine and the planned giving newsletter
- Work with planned gift fiduciaries and legal advisors to ensure timely reporting and processing of planned gifts
- Prepare planned gift agreements



- Provide for ongoing promotion of planned giving opportunities through written and electronic mediums

Requirements:

Candidates must have a Master's degree or equivalent; or four to ten years of related experience and/or training; or the equivalent combination of education and experience.

Must have the abilities to:

- read, analyze, and interpret complex documents
- respond effectively to sensitive inquiries or complaints
- write speeches and articles using original or innovative techniques or style
- make effective and persuasive speeches and presentations on controversial or complex topics to top management, public groups, and/or boards of directors
- prioritize and manage complex projects and work in a fast paced environment
- utilize word processing and donor/alumni database software
- establish and meet goals and objectives
- understand and apply tax legislation and economic trends impacting planned giving



Director of Development and Planned Giving

Young Harris College

Founded in 1886, Young Harris College educates, inspires, and empowers students through the highest quality liberal arts education. The college is committed to fostering relationships and strong bonds that endure beyond graduation.

More than 1,200 students are enrolled across the college's five divisions: Fine Arts, Humanities, Mathematics and Science, Education, and Social and Behavioral Sciences. The student-to-faculty ratio is 13:1.

Young Harris has experienced significant enrollment and campus growth since receiving accreditation in 2008 from the Southern Association of Colleges and Schools (SACS) to offer baccalaureate degrees. The college today offers 20 baccalaureate degree programs, 20 minors, and five pre-professional programs. The faculty has doubled in size during the past four years. The strategic plan outlines the addition of more majors each year, so substantial growth is expected to continue.

The historic campus in Young Harris, Georgia, continues to undergo major campus improvements to accommodate the college's rapid growth. Recent LEED-certified campus improvements include the 121,000-square-foot Rollins Campus Center, a 226-bed residence



hall for freshmen, a 57,000-square-foot recreation and fitness center, and a 248-bed apartment-style residential village.

In 2014, the college was granted active membership in NCAA Division II and remains a fierce competitor in the prestigious Peach Belt Conference.

The college has a strong endowment and a significant alumni and donor base.

Young Harris, Georgia

The town of Young Harris is ideally situated between the Chattahoochee, Cherokee, and Nantahala National Forests. Gaining fame as a golf and

resort destination, Young Harris is two hours north of Atlanta and two hours south of Asheville, North Carolina, and Chattanooga, Tennessee.

Applicants who would enrich the diversity of the campus community are strongly encouraged to apply.
EOE M/F/D/V

Nominations and Applications

Nominations and applications are invited. To apply, submit a cover letter, resume, and four references to:

YHC-Director@myersmcrae.com

Review of materials begins immediately.

Myers McRae Executive Search and Consulting is assisting Young Harris College with this search. The lead consultant is:

Emily Parker Myers
President and CEO



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