



Loaned Executive Program

One of the most comprehensive professional development programs in Dane County is at United Way!

Participating Loaned Executive Organizations

Alliant Energy
American Family Insurance
American Girl
Ascendium Education Group
Exact Sciences
First Business
Group Health Cooperative
Hooper Corporation
J.H. Findorff & Son Inc.
Lake Ridge Bank
M3 Insurance
Madison Gas and Electric
McClone Insurance
National Guardian Life Insurance
Quartz Health Solutions
Singlewire Software
Springs Window Fashions
Sub-Zero Group Inc.
Summit Credit Union
TASC
UW Credit Union
Vogel Bros. Building Co.
Zimbrick

For more information, contact
Campaign Cabinet Chair, Pete Vogel,
Vogel Bros. Building Co.:
campaign@uwdc.org

What is a Loaned Executive?

At United Way of Dane County, we're looking to recruit your employees for the 2023 campaign season! Loaned Executives will join with a group of other self-starting, community-minded leaders to work as an extension of the United Way staff and volunteer team for four months.

The ideal candidate is a self-starter with a desire and potential for growth. Successful Loaned Executives are highly enthusiastic, skilled in relationship development and sales, creative in problem solving, confident in project and time management and believe in teamwork – and have an interest in growing their personal and professional network and leadership skills.

Have an employee in mind? Nominate them for this program! They will be trained, supported and return with a fresh, new set of high-demand skills, including business planning, customer relationship management and public speaking.

"The Loaned Executive experience gave me an opportunity to grow my network by forming intentional and mutually beneficial relationships with United Way staff, other Loaned Executives, business and agency partners and community stakeholders. Working to develop resources for United Way allowed me to make major contributions to the community while developing skills that were vital to my profession. While the program wraps up in the Fall, the connections, memories and opportunities are sure to stick for a lifetime."

-T Sneed, Exact Sciences



United Way
of Dane County



The Power of Many. **Working for All.**



www.unitedwaydaneconomy.org • 2059 Atwood Avenue, Madison, WI 53704 • (608) 246-4350



Through the Loaned Executive Program, Everybody Wins

Our Community

The Loaned Executive Program will build on your employee's talent and company's brand, bolstering your presence as a leader in support to our community. That support results in significant, measurable progress on Dane County's most critical issues – and contributes to building a stronger workforce.

Your Organization

Your employees will come back to you with new and strengthened skills, and a stronger network of community leaders. You will be recognized in all campaign events, including the Community Celebration.

Your Employee

Our comprehensive training program is updated each year to reflect innovations and community change. Loaned Executives benefit from an enhanced set of business skills, including:

Account Management

- In-depth training on fundraising, sales and marketing, special event planning and account management best practices.
- Opportunity to manage a portfolio of 20-30 accounts in a fast-paced, high-accountability environment.
- Manage a revenue portfolio of approximately \$750,000.

Public Speaking

- Opportunity to participate in sales and public speaking workshops, resulting in ability to engage an audience and craft a meaningful call to action.
- Lead presentations in front of 15-30 companies of varying sizes.
- Work alongside partner nonprofits in addressing our community's needs and building civic leaders.

Networking

- Learn to engage stakeholders with genuine care, attention and purpose, navigating both relationship and task responsibilities.
- Work with business volunteers to network and engage leadership across accounts and industries.
- Build a strong team with the Loaned Executive cohort, uniting efforts around a common goal.

Interested? Loan an Employee!

You can participate in this program by **loaning an employee with leave of responsibility from their day-to-day job duties** (with a continuation of compensation, benefits and expenses) for 16 weeks (August-November), on a full-time or part-time basis.

Unable to loan an employee? Consider sponsoring one! By sponsoring a Loaned Executive with an investment of \$14,000, you provide professional development and a sustainable wage opportunity for a member of our community.

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