Tufts Welcomes President Anthony P. Monaco

Dr. Anthony P. Monaco, who previously served as pro-vice-chancellor, planning and resources, at the University of Oxford, is a pioneering geneticist with a record of exceptional accomplishment as a university leader, biomedical researcher, and teacher. He brings to the presidency of Tufts deeply held commitments to academic excellence, diversity and inclusion, a global perspective, and the university’s role in society. President Monaco had served as professor of human genetics in the Nuffield Department of Clinical Medicine at Oxford since 1997. He is a fellow of the Academy of Medical Sciences and the Royal Society of Medicine.

A native of Wilmington, Delaware, President Monaco is a first-generation college graduate who received his undergraduate degree from Princeton University in 1981 and his M.D. and Ph.D. from Harvard Medical School in the Medical Scientist Training Program. President Monaco is married to Dr. Zoia Monaco, who heads a research group at the University of Oxford.

Did you know?

- 50 percent of Tufts undergraduates receive some sort of financial aid
- 40–45 percent of Tufts undergraduates participate in study-abroad programs around the world

Introducing the university’s 156th entering class: Tufts’ Class of 2015

- 17,132 candidates for admission
- 21.8 percent of candidates were accepted to Tufts—the lowest ever!
- 1,324 members of the Class of 2015 matriculated in September 2011
- 47 states and 57 foreign nations are represented
- 92 freshmen enrolled as National Merit Scholars—a record!
- 89 percent graduated in the top 10 percent of their high school class
- 58 valedictorians and 42 salutatorians are among the Class of 2015
- 10 percent are the first in their family to attend college
- 94 are the sons and daughters of Tufts alumni

Members of the Class of 2015 include: a lead singer in a Vegas rock band, a Brazilian pilot, a Palestinian feminist, a member of the U.S. Ultimate Frisbee Team, a Panamanian math olympian, a computer whiz from New York City who has developed 30 iPhone and iPad apps that have been downloaded more than 2 million times, and a stone mason from suburban Boston who restores the foundations of historic barns.

For more information about Tufts, visit one of our many news sources:

now.tufts.edu | tuftsdaily.com | tufts.edu/alumni/magazine
facebook.com/tuftsalumni | tuftsalumni.org/socialnetworks
The Tufts Fund for Arts, Sciences & Engineering provides an opportunity for alumni, parents, and friends to actively participate in the daily life of students at Tufts. Annual giving is an investment in people and programs. Through philanthropy, donors help make Tufts one of the country’s premier academic institutions. There are two types of gifts that can be made to Tufts:

**Capital Gifts:** These are restricted gifts given to support specific long-term, large-scale projects such as buildings, endowed scholarships, or professorships. Capital gifts can be used immediately or invested in the university endowment and dispensed over a longer period of time. They are frequently made to name a building or endow a scholarship.

**Annual Gifts:** These gifts, made to the Tufts Fund, are unrestricted gifts that support:

- Financial aid
- Faculty and student research
- Academic and athletic programs
- Facilities
- Technological and media resources

Tufts Fund gifts are used in the year they are received and typically given without restrictions. They generally range in size from $25 to $100,000.

*Tufts’ fiscal year runs from July 1, 2011–June 30, 2012. All gifts and pledge payments must be paid by June 30, 2012.*

**Why Support the Tufts Fund?**

Giving back is a Tufts tradition. Gifts to the Tufts Fund support every aspect of the student experience—in the classroom, in the labs, on the stage, or on the athletic fields. Annual gifts made by alumni, parents, and friends also help to:

- stabilize day-to-day operations.
- give the president and the deans the flexibility to capitalize on exciting programmatic opportunities and address pressing needs as they arise.
- bridge the gap between the total cost of educating a Tufts student and tuition. The university relies on generous annual gifts to cover the remainder. Whether alumni paid full tuition or not, some portion of their Tufts experience was funded by generations of alumni and parents who came before them.

Every student, every day, benefits from gifts made to the Tufts Fund!

**Your Goal as a Tufts Fund Gift Officer: Help Increase Alumni Participation**

The number of alumni who contribute to the annual fund is often used as an indicator of alumni satisfaction. Every alumni gift—no matter the size—demonstrates the commitment of Tufts’ graduates to preserving the Tufts experience for future generations of Jumbos. Participation for the 2010–2011 fiscal year increased 2 percent from the previous year—the largest increase in eight years. Our goal is to increase that percentage again this year!

Publications like *U.S. News & World Report* use our alumni participation rate as a factor when determining our institutional ranking. As our ranking increases, so does the value of your Tufts degree.

Grant-making foundations and corporations look at our alumni participation rate as an indicator of a healthy institution worthy of additional support.

**Packard Society**

Founded in 1973 in honor of Silvanus Packard, an early benefactor to Tufts, the Packard Society recognizes leadership donors to the Tufts Fund. A Packard Society gift is a donation to the Tufts Fund of $1,000 or more. For alumni from the classes of 2002 through 2011, giving $100 for each year since graduation qualifies them for the Ivory Tusk level of the Packard Society.
Below are some common questions you may hear and some responses that you might find useful when speaking with your contacts. If someone asks a question and you are unsure of the answer, it’s okay to say that you don’t know and that you will get back to him or her with an answer. A member of the Tufts Fund will be happy to help you or speak with your contact. We are always available to provide information or help you respond to a specific concern.

**How does the endowment work? If Tufts has a sizable endowment, why does it need my annual gift?**

The endowment is a collection of gifts that are permanently invested for Tufts’ long-term financial health. As interest is earned, a portion of the interest is spent on designated projects, such as particular professorships or programs, and the rest is reinvested to keep the base growing. In most cases, the principal is restricted from ever being spent. While the endowment provides important resources for the university, it cannot cover the operating costs of the university, such as financial aid, faculty salaries, athletic and arts programs, and extracurricular activities. That is why annual dollars are essential.

**Doesn’t tuition cover everything?**

Tuition alone does not fully support the cost of a student’s education. Even for those who do not receive financial aid, tuition only covers a portion of the comprehensive cost to educate a Tufts student. The remainder is funded by generous support from alumni, parents, and friends. The generosity of alumni who came before us subsidized our Tufts experience—now it’s our turn to make this education possible for others!

**I can’t afford it/I’m still paying back loans/I just had a baby/I’m in between jobs/I’m retired or on a fixed income.**

Everyone’s circumstances are different. These are all valid reasons for reducing one’s level of giving to nonprofit organizations. I hope you’ll consider making a gift at a level that is comfortable to you because your participation in the Tufts Fund matters! Corporations and foundations view participation as a measure of alumni satisfaction when awarding grants and contracts to the university, and national publications evaluate it when compiling collegiate survey rankings. A gift of any size makes a big difference!

**I only hear from Tufts when they want money.**

Tufts definitely needs your support, but Tufts also wants to keep you informed about and engaged with life on the Hill. Tufts has many alumni publications that can keep you up-to-date with what’s new on the Hill. Do you receive *Tufts Magazine* and does Tufts have your email address? Tufts wants to keep you informed, but they also need your support.

**Tufts doesn’t need my money. I’d rather give to my local charitable organization.**

Tufts is proud that serving local communities and supporting great causes throughout the world are traditions of its alumni. We encourage every classmate to continue to support these worthy causes, which very often are right in line with innovative work in progress at Tufts. Tufts students are also committed to serving their community and the world around them. Investing in Tufts students is one of the best ways to ensure great returns both on and off the Hill. What causes are you interested in? Maybe there is an area at Tufts that aligns with your priorities.
Volunteer Responsibilities & Expectations

Tufts Fund Gift Officers (TFGOs) help raise money for the School of Arts and Sciences and the School of Engineering by making a contribution and asking fellow Jumbos to do the same.

• Sign the *Statement of Confidentiality and Responsible Use Policy for Volunteers* to receive access to alumni giving and contact information
• Select alumni to contact from a list provided by staff; alumni may be selected based on—but not limited to—geographical region, career or affinity, class year, etc.
• Take part in an optional one-hour online training session
• Make an annual gift to the Tufts Fund at any level that is most comfortable
• Reach out to alumni by phone, email, or social media, and speak with fellow alumni during special events
• Report results of efforts (gifts, pledges, declines, updated contact information) to a Tufts Fund staff person
• Send a thank you note or email to contacts who make a gift or pledge to the Tufts Fund
• Potentially identify other alumni who may wish to join the program

Term of Service

Tufts Fund Gift Officers may participate for as long as they would like; efforts become increasingly effective with more years of service. The program runs on a fiscal year calendar (July 1–June 30), within which the time commitment is dependent on the number of contacts a TFGO selects, and should not exceed 10 hours for the entire year.

Program Description

The Tufts Fund for Arts, Sciences & Engineering Gift Officer Program is a volunteer-based annual giving fundraising initiative that develops relationships between alumni while demonstrating support for the continued growth of Tufts University. By raising money annually for the Tufts Fund for Arts, Sciences & Engineering, TFGOs demonstrate leadership among fellow alumni and allegiance to Tufts University.

Staff Support

The staff of the Tufts Fund Gift Officer Program provides resources for TFGOs such as:

• Lists of alumni from which TFGOs identify whom they will contact
• Biographical and giving information for each contact
• Sample emails, phone conversations, and thank you notes
• Online and in-person training sessions
• Follow up to reported pledges and gifts
• Individual support—as needed—to draft additional letters or provide materials for a particular solicitation
• Monthly updates with current giving and contact information for each assigned contact, as well as Tufts news and campus happenings
Volunteer Responsibilities & Expectations

Reunion Class Gift Officers (RCGOs) help raise money for the School of Arts and Sciences and the School of Engineering by making a contribution and asking classmates to do the same in honor of their reunion.

- Sign the Statement of Confidentiality and Responsible Use Policy for Volunteers to receive access to classmates’ giving and contact information
- Select alumni to contact from a class list provided by staff
- Take part in an optional one-hour online training session
- Make an annual gift to the Tufts Fund at any level that is most comfortable
- Reach out to alumni by phone, email, or social media, and speak with fellow alumni during special events
- Report results of efforts (gifts, pledges, declines, updated contact information) to a Tufts Fund staff person
- Send a thank you note or email to classmates who make a gift or pledge to the Tufts Fund
- Potentially identify other alumni who may wish to join the program

Term of Service

Reunion Class Gift Officers serve during their reunion year, which runs on a fiscal calendar (July 1–June 30). In the years between reunions, RCGOs are asked to continue to volunteer as Tufts Fund Gift Officers (TFGOs) as their efforts become increasingly effective with more years of service. The time commitment is dependent on the number of contacts an RCGO selects, and should not exceed 10 hours for the entire year.

Program Description

The Tufts Fund for Arts, Sciences & Engineering (AS&E) Gift Officer Program is a volunteer-based annual giving fundraising initiative that develops relationships between alumni while demonstrating support for the continued growth of Tufts University. By raising annual fund dollars for the Tufts Fund for Arts, Sciences & Engineering, RCGOs demonstrate leadership among fellow alumni and allegiance to Tufts University.

Staff Support

The staff of the Reunion Class Gift Officer Program provides resources for RCGOs such as:

- Lists of alumni from which RCGOs identify the classmates they will contact
- Biographical and giving information for each contact
- Sample emails, phone conversations, and thank you notes
- Online and in-person training sessions
- Follow up to reported pledges and gifts
- Individual support—as needed—to draft additional letters or provide materials for a particular solicitation
- Monthly updates with current giving and contact information for each assigned contact, as well as Tufts news and campus happenings
Asking your classmates to support Tufts may call for a different process for each contact. Some of your contacts may feel ready to make their commitment and simply need to be asked; others may have concerns that need to be addressed before they are ready to consider a gift. The basic process is outlined below and can be adapted for each contact.

1. **Have fun!** Remember this is an opportunity for you to connect with old friends, new acquaintances, and Tufts.

2. **Make your own commitment.** Lead by example and make your own gift first. It’s easier to ask a fellow Jumbo to make a gift and join you in giving back.

3. **Read materials and review your contacts.** Familiarize yourself with the Tufts Fund information and what’s new on the Hill today. Review your list of classmates and make a plan of how you’re going to contact each person. Think about what each person was interested in while at Tufts; that particular department or activity could benefit from this gift.

4. **Make initial outreach to contacts.** You can reach out in any number of ways. If you’re going to connect with someone by phone, you may consider sending a quick email first. If you are going to just send an email, offer to call as well in case your classmate has any questions that would best be answered live.

5. **Get acquainted. Cultivate your contacts.** Explain why you are volunteering as a gift officer and why you decided to support Tufts. Talk about your Tufts experiences. Find out what your classmate has been doing and if he or she has been back to the Hill recently. Talk about what’s going on at Tufts today.

6. **Ask for a specific gift.** Most people say the reason they haven’t given before is that they haven’t been asked. Guided by his or her giving history, ask each classmate for a commitment of the same, or slightly higher, level. Installment gifts are also a great way to give a bigger gift in smaller components. They can use the secure online giving form to have their credit card charged monthly, quarterly, or annually.

7. **Follow up.** If your contacts have questions or need more information, be sure to ask the Tufts Fund staff to follow up with the right information. We are always happy to assist with whatever you may need.

8. **End with a thank you.** Whether or not your classmates made a gift, thank them. If they make a gift, send a personal thank you by mail or email. The Tufts Fund can provide note cards for your use.

9. **Report your progress.** Let a member of the Tufts Fund know whom you have contacted and what their responses are, whether they have made a gift or pledge, or if they prefer to not give. This information is important for the Tufts Fund to track.
Ways to Make a Gift

**Online giving**

Use our secure online giving form to make a gift to Tufts: giving.tufts.edu/givemoney

**By telephone**

Call our toll-free number 866-351-5184 from anywhere in North America, or call 617-627-4705 to make a gift via credit card.

**By U.S. mail**

Send a check to (payable to Trustees of Tufts College):

The Tufts Fund for Arts, Sciences & Engineering
Tufts University
PO Box 3306
Boston, MA 02241-3306

**By making gifts in installments**

Gifts can be charged to your credit card monthly, quarterly, or annually. This can be set up on our secure online giving form (see above) or by calling the Tufts Fund.

**Gifts of Securities:** If you or one of your contacts has questions about making a gift of securities or including Tufts in any long-term financial plans, please contact a member of the Tufts Fund for further information. An overview of this process can also be found online (giving.tufts.edu/make_a_gift).

**A note about recognition credit for gifts to Tufts:** If a donor and his or her spouse/partner are both Tufts graduates, they will both receive credit for their gift. If they are in different classes, their gift will be counted toward their respective class’s total gift amount and participation rate.
Throughout the process:
- Work in partnership with the Tufts Fund
- Report your progress regardless of the outcome
- Don’t hesitate to ask for help

Congratulation! You’ve closed your gifts. Thank your donors!

Follow up on conversations with contacts. Report pledge amounts to the Tufts Fund.

Ask for gifts: use a specific amount guided by a previous gift.

Review your contacts and their giving histories.

Cultivate your contacts. Learn more about their interests on and off the Hill.

Connect with your contacts via email and phone.

Lead by example: make your own gift to Tufts.

Learn about giving opportunities offered by the Tufts Fund.

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Congratulations! You’ve closed your gifts. Thank your donors!