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“What I wish I had known as a new Vice President for Development”

NCICU Development Conference

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John Tayloe, Chowan University, NCICU Development Conference 2022



Top 10 things I wish I had known.....

John Tayloe, Chowan University, CASE All District Conference 2021



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1. I was NOT required to have an answer for every question, issue, or problem facing me.

Every question doesn't necessarily have an answer....at least immediately.

2. Time would become my best friend when making consequential decisions.

Immediate responses are not always the best ones.



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3. There is never enough staff or budget to accomplish objectives.

So now what?



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4. The whole university is greater than its individual parts!

It's easy to get caught in the trappings of thinking in silos versus thinking in terms of the whole. I encourage learning the art of balancing standing up for your division, but not losing sight of what is best for the institution.

John Tayloe, Chowan University, NCICU Development Conference 2022



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5. You will never raise enough gift dollars to operate a university!

Institutions operate on enrollment! Gift dollars help a university be creative in providing facilities and opportunities for students to grow.



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6. I don't ask people for money.

But, I do help alumni and friends make a difference in the lives of our students.

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7. Even with significant limitations, I could be creative in leading the division to the next level of success.

Cheerleading the mantra, we can do more with less!

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8. The true value of a mentor in the field with tried and proven experience.

It is very easy to have an attitude of “I’ve got this!”
And guess what? The vast majority of us don’t.
We can all use wise council.

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9. The value of learning all you can from an aspirant institution's Office of Development/Advancement

Guess what? That institution has already tried most everything and has a lot of wisdom to share! And I have found they don't mind sharing!

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10. Regardless of how hard you try, everyone on your team will not buy into your expectations and vision forward.

That is OK! Don't let this sidetrack your vision.



Discussion - Q & A

John Tayloe, Chowan University, NCICU Development Conference 2022



The List - Top 10 things I wish I had known.

- ▶ **I was NOT required to have an answer for every question, issue, or problem facing me.** Every question doesn't necessarily have an answer....at least immediately.
- ▶ **Time would be my best friend when making consequential decisions.** Immediate responses are not always the best ones.
- ▶ **There is never enough staff or budget to accomplish objectives.** So now what?
- ▶ **The whole university is greater than its individual parts!** It's easy to get caught in the trappings of thinking in silos versus thinking in terms of the whole. Learn the balance of standing up for your division, but don't lose sight of what is best for the institution.
- ▶ **You will never raise enough gift dollars to operate a university!** Institutions operate on enrollment! Gift dollars help a university be creative in providing facilities and opportunities for students to grow.
- ▶ **I don't ask people for money.** But, I do help alumni and friends make a difference in the lives of our students.
- ▶ **Even with significant limitations, I could be creative in leading the division to the next level of success.** Cheerleading the mantra, we can do more with less!
- ▶ **The true value of a mentor in the field with tried and proven experience.** It is very easy to have an attitude of "I've got this!" And guess what? The vast majority of us don't. We can all use wise council.
- ▶ **The value of learning all you can from an aspirant institution's Office of Development/Advancement.** Guess what? That institution has already tried most everything and has a lot of wisdom to share! And I have found they don't mind sharing!
- ▶ **Regardless of how hard you try, everyone on your team will not buy into your expectations and vision forward.** That is OK! Don't let this sidetrack your vision.



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Go forth and lead!

Just know disappointments will come. People will disappoint you. It is OK, after all it is part of growing. Beyond every disappointment is an event that affirms why you do what you do! Remember you are in a critical position to help lead the transformation of your institution.

John Tayloe, Chowan University, NCICU Development Conference 2022