**2012 Leadership Giving**

**September 13, 2012**

**8:30 a.m. – 10:00 a.m.**

1901 Market Street

23 E – I

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

8:30 a.m. – 8:35 a.m. **Introduction & Welcome** Doug Chaet

2012 – UW Co-Chair

(Doug Introduces Dan)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

8:35 a.m. – 8:45 a.m. **CEO Greeting** Dan Hilferty

IBC President & CEO

(Dan Introduces Judy Bannon)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

8:45 – 9:15 **SIDS / Cribs for Kids** Judy Bannon

Executive Director

(Judy introduces Jill Michal)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

9:15 – 9:40 **United Way of Southeastern PA**  Jill Michal

United Way President & CEO

(Jill Introduces Maryann)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

9:40 – 9:45 **How do I make a difference?** Maryann Phillip

Chairperson – Leadership Giving

(Maryann Introduces Dan)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

9:45 – 9:50 **Leadership Comments** Dan Hilferty

IBC President & CEO

(Dan Introduces Renee)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

9:50 – 10:00 **Closing Remarks** Renee Rhem

2012 UW Co-Chair

**Talking points for Doug Chaet (Welcome)**

* Welcome, and thank you for coming.
* My name is Maryann Phillip, and I’m a member of IBC’s 2011 United Way Core Committee.
* This is a great turn out, and I’m grateful to all of you for taking time out of your schedules to be here. We have some great guests here today including:
  + our own President & CEO Dan Hilferty;
  + Wendy Campbell, who is the President & CEO of the Delaware Valley Chapter of the Alzheimer’s Association;
  + Jill Michal – the President & CEO of the United Way of Southeastern Pennsylvania;
  + and IBC’s United Way campaign co-chairs, Doug Chaet and Renee Rhem.
* These guests will speak to you about the impact you can have on our community as a Leadership Giver.
* Many of you here today are already Leadership Givers and understand the important part you play in IBC’s campaign.
* Some of you are considering becoming Leadership Givers for the first time. If you’re someone who’s new to this event or new to the idea of being a Leadership Giver, you might have thought that you needed to be in a leadership role in the company.
* This is actually a common misconception, but it couldn’t be further from the truth. *Anyone* can be a Leadership Giver. In fact, IBC and the United Way make it easy (refer to slide).
* If you’re not sure about making the full $1000 pledge right now, the United Way has another easy way for you to achieve Leadership-level status with the Leadership Giving Match Program (refer to slide).
* As you can see, the United Way makes it simple to become a Leadership Giver. As someone who’s been a Leadership Giver for years, I can tell you it’s an extremely rewarding feeling to know that you are helping IBC make a real difference in someone’s life.
* I hope you enjoy the rest of our event this morning. And now it gives me great pleasure to introduce Dan Hilferty.

(TURN PROGRAM OVER TO DAN HILFERTY)

**Talking points for Dan Hilferty (Greeting)**

* Thank you Maryann. I’m glad to see all of you here today for this special event.
* I’d particularly like to welcome those who are attending for the first time.
* As you know, our company’s United Way campaign is an important annual event for us. We’re proud to be a strong supporter of the United Way and the many community organizations funded through the campaign.
* While the United Way campaign happens for just a short time each year, our commitment to giving back to the community never ends. Our *Focus on Community Leadership* truly sets us apart from other companies. In fact, we made it one of the priorities of our strategy because we believe so deeply in its importance.
* Today you’ll hear more about how you can be a leader in the community through your support of the United Way. In these uncertain times for many in our community, your generosity means more than ever.
* I’d like to invite someone up here who knows how much your contribution impacts those in need.
* Please help me welcome the Executive Director of SIDS/Cribs for Kids, Judy Bannon.

(TURN PROGRAM OVER TO WENDY)

**Talking points for Dan Hilferty (Leadership Comments)**

* Thank you very much Jill. And thanks to all of our speakers for joining us today and sharing their stories.
* Last year, I took part in my first United Way campaign here at IBC. It was inspirational to see our associates’ generosity and enthusiasm for giving.
* Like any worthwhile endeavor, our annual United Way campaign depends on the efforts of leaders who set the example for others to follow.
* Last year, our Leadership Givers accounted for 50 percent of our total associate contributions. That’s an incredible number.
* It shows that your contribution can make a significant, strategic impact on a whole range of health and human services in our community.
* And the United Way supports programs proven to meet the needs of our community. So you can be certain that your investment is making a difference.
* I encourage you to consider making a gift at the Leadership level. Remember that you can leverage the United Way’s Match Programs to help you reach that next level of Leadership contributions.
* Thank you for coming today, and thank you for your continued support of the United Way.

(TURN PROGRAM OVER TO RENEE)

**Talking points for Renee Rhem (Closing Remarks)**

* Thank you Dan.
* Good morning everyone. I’m Renee Rhem and I am the co-chair, along with Doug, for this year’s United Way campaign.
* I’d like to thank our guests today for the encouragement and inspiration they’ve given all of us today.
* When I was asked to be one of the United Way co-chairs for IBC, I knew it would be an extremely challenging task, but also a very fulfilling one.
* From the start, Doug and I had very ambitious goals for this year’s campaign. As a company, we made an incredible contribution to the United Way last year. But Doug and I agreed we could do more.
* That’s why we thought it was fate when our associates chose as our campaign theme, *Champions for Change*. Because a champion is someone who succeeds by doing a little more; by making that extra effort to be the very best.
* Doug and I took that theme and ran with it. We challenged this year’s core committee and ourselves to be champions – to give more of ourselves to make sure we help as many people as possible.
* I’m proud to say that everyone has met that challenge and has stepped up their game. And we expect great things at the end of this year’s campaign.
* But we can’t do it without you. So I’d like to throw the same challenge out to you.
* You’ve heard from our speakers today what kind of difference you can make as a Leadership Giver.
* If you’re not one now, please consider taking that important step. If you are already a Leadership Giver, I ask you to think about giving a little more this year to those who are in need.
* We know that we can count on your generous support, and we look forward to another highly successful campaign with all of you being leaders in our community and, more importantly, *Champions for Change*.
* Thank you again for being with us today.