

## **NATS Region Development Liaisons**

### **Job Description**

**Passed by Advancement Committee May 19, 2021**

NATS Region Development Liaisons work in coordination with the NATS Development Director to promote awareness of and participation in the fundraising efforts of NATS among the membership. They are appointed by the Region Governors in consultation with the NATS Development Director and District Governors. Liaisons may be persons already in leadership in their Regions but are not required to be. Liaisons are not tied to a term limit if they are effectively advocating for NATS through its development plans.

### **Role Summary**

- Work to communicate the impact of fundraising on the work of NATS-supported programs such as the National Student Auditions, the NATS Artist Awards, the National Musical Theatre Competition, issues of access and equity, the Van Lawrence Fellowship, the Intern Program, the Emerging Leaders Awards, the Joan Boytim Award for Independent Teachers, and the Voice Pedagogy Award.
- Engage their regions and chapters in NATS development work by facilitating prospecting activities and encouraging chapters to consider how fundraising can advance the goals of local chapters and the national organization.
- Work on behalf of NATS and in collaboration with the Development Director to implement strategies that encourage philanthropic donations to NATS through means appropriate to their Regions.
- Maintain communication with Region, District and Chapter leaders.
- Make a personally meaningful gift to NATS.

### **Desired Characteristics**

- Enthusiastic About NATS and Our Opportunities for Growth
- Willing to Engage Others in Dialogue around How Fundraising can Advance our Programs.
- Belief in the Importance of Listening in Building Authentic Relationships
- Enjoys Creative Problem Solving
- Experience in or Interest in Learning About Development

**NATS EASTERN REGION DEVELOPMENT STRATEGIC INITIATIVES- in progress**

**Advancement initiatives/events to create sustainable support for the following Eastern Region Programs:**

- **Rotating fundraising recitals/concerts per chapter and/or district- ticketed and/or sponsored events.**
- **Eastern Region Conference Honoree Award Program**
- **Eastern Region Student Auditions & Conference Special Awards**
- **Eastern Region Student Auditions & Conference Access Scholarship Programs**
- **Eastern Region Professional Development Series**

Mario E. Martínez  
NATS Eastern Region Governor