



Yes, we want to participate in the United Way Loaned Executive Program by:

OPTION 1

Loaning one or more of our employees to United Way of Marion County's Loaned Executive Program. The individual(s) representing our company is (are):

1. _____
2. _____
3. _____

Note: Please note if this is on a full-time or part-time basis

OPTION 2

Providing \$3,000 (pays for a full-time person for three months) for United Way of Marion County to hire an individual to represent our company. We wish to contribute \$ _____

- Check enclosed
- Please Bill Us
- Bill to Charge Card:
 - Visa™
 - Mastercard™
 - American Express™

Card No. _____ - _____ - _____ - _____ Exp. _____

Name on Card _____

Zip code _____

COMPANY NAME

COMPANY CONTACT'S NAME

PHONE

FAX

EMAIL

SIGNATURE OF PERSON COMPLETING THIS FORM

Please mail or fax this form by July 15th to:

United Way of Marion County
1401 NE 2nd St.
Ocala, FL 34470

Phone: 352-732-9696
Fax: 352-732-9608



United Way
of Marion County



RECENT LOANED EXECUTIVE PROGRAM PARTICIPANTS

The following organizations have provided Loaned Executives to United Way in recent years:

- » AT&T
- » Arnette House
- » CenterState Bank
- » CenturyLink
- » College of Central Florida
- » Childhood Development Services
- » Children's Home Society
- » City of Ocala
- » ClosetMaid
- » E-One
- » Flair Manufacturing
- » Lockheed Martin
- » Marion County Commission
- » Marion County Public Schools
- » Marion County Sheriff's Office
- » Munroe Regional Medical Center
- » Ocala Regional Medical Center
- » Ocala Star-Banner
- » Progress Energy
- » Publix Super Markets
- » Regions Bank
- » Sears
- » Seminole Stores
- » Signature Brands
- » Simmons, Hart and Sheehe
- » SunTrust Bank
- » Wells Fargo
- » Williams Diesel Service



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LOANED EXECUTIVE PROGRAM

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WHAT IS THE LOANED EXECUTIVE PROGRAM?

Each year, businesses and organizations from Marion County participate in a special community-wide leadership project—the United Way of Marion County's Loaned Executive Program, a unique partnership between area businesses and United Way.

The selected individuals are “loaned” to United Way and become a part of the United Way campaign team. They participate in a rigorous training program that includes public speaking, team building, leadership and sales techniques—all of which are taken back to the company after the campaign is finished. With the support and supervision of United Way's professional staff, Loaned Executives can work full-time or part-time during some or all of the annual campaign.

HOW CAN I LOAN AN EMPLOYEE?

Loaned employees come from all areas of the workforce, including middle management, sales and marketing professionals, early retirees or new hires. To best meet individuals needs, United Way now offers two ways for employers to support the Loaned Executive process:

- » Loan United Way an employee's time (full-time or part-time); or
- » Sponsor the cost of hiring a temporary executive by United Way

The Loaned Executive relates to top campaign leadership and helps plan and implement successful executive and employee campaigns. In essence, the Loaned Executives become the campaign's own dynamic sales force.

WHAT QUALITIES MAKE A SUCCESSFUL CANDIDATE?

We have found that successful individuals in our Loaned Executive Program possess the following characteristics:

- » Belief in the mission of United Way
- » Enjoy working with people
- » Work easily in a fast-paced environment
- » Ability to manage multiple tasks
- » Highly motivated and enthusiastic
- » Team Player



WHAT SPECIFICALLY ARE MY EMPLOYEE'S RESPONSIBILITIES?

There is no “typical day,” but you can expect your employee to:

- » Analyze past performance of assigned accounts
- » Plan and implement strategies to improve account performance
- » Manage and implement employee campaigns in assigned accounts
- » Serve as the primary link with top management, campaign coordinators and other company representatives
- » Identify and secure needed resources
- » Communicate the United Way message to potential contributors, both individually and in large groups

TRAINING MAKES THE DIFFERENCE

Loaned Executives participate in a rigorous training program designed to enhance and develop valuable skills that employees take back to their respective companies after the campaign.

In preparing our Loaned Executives for the adventure ahead our curriculum is rounded out with courses and practical experience in:

- » Leadership initiative and development
- » Public speaking and presentation proficiency
- » Project, time management and negotiation skills

EVERYONE WINS

The Loaned Executive Program provides benefits for everyone involved.

The employer

- » Employees gain valuable new business contacts and are able to aggressively promote your company.
- » Employees gain a greater understanding and appreciation for the difference they make for themselves and for their company through volunteering.
- » A more confident employee.
- » An enhanced corporate image and company recognition.

The employee

- » Exposure to critical issues facing our community and becoming part of the solution to addressing these concerns.
- » Contact with community leaders.

The community

- » Expertise from some of Marion County's most capable and dynamic individuals.
- » Stronger, safer and healthier thanks to United Way's unique ability to effectively address our community's most pressing needs.



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GIVE. ADVOCATE. VOLUNTEER. **LIVE UNITED.**