



FPP Virtual Leadership Development Series

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*PROVIDING PATHWAYS TO ECONOMIC SECURITY
THROUGH A STATEWIDE COALITION OF ORGANIZATIONS*



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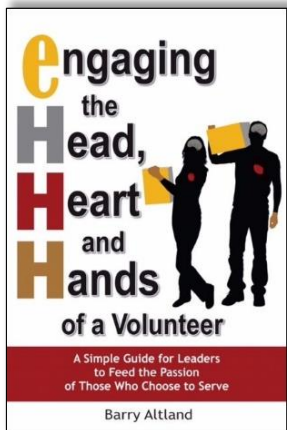
&
You!



FPP Virtual Leadership Development Series: *Engaging VITA Volunteers for the 2017 Tax Season* Session #1: *The Discovery Conversation*

Florida Prosperity Partnership

Thursday, October 20, and Wednesday, October 26, 2016



Barry Altland, Facilitator
Head, Heart and Hands Engagement Collective
Winter Garden, FL

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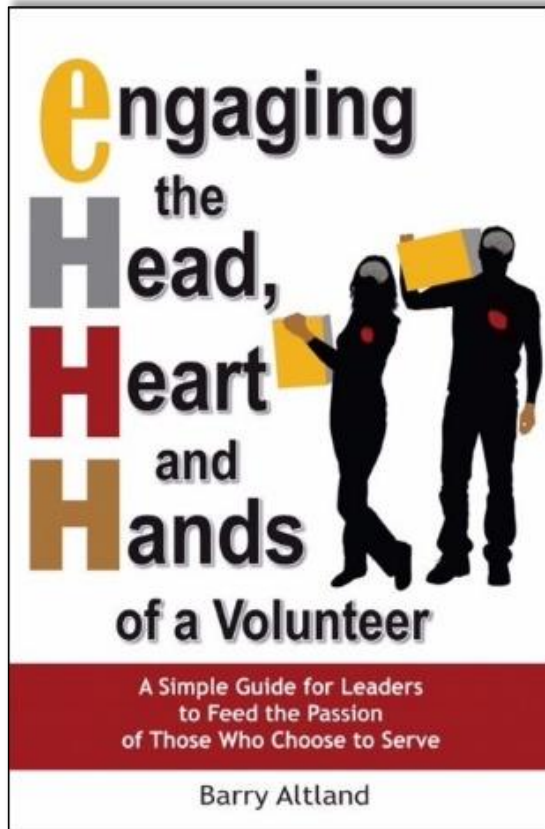


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Available as a Learning Resource to you,
the Leader of Volunteers, at . . .

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Additional Learning Resources accessible at . . .

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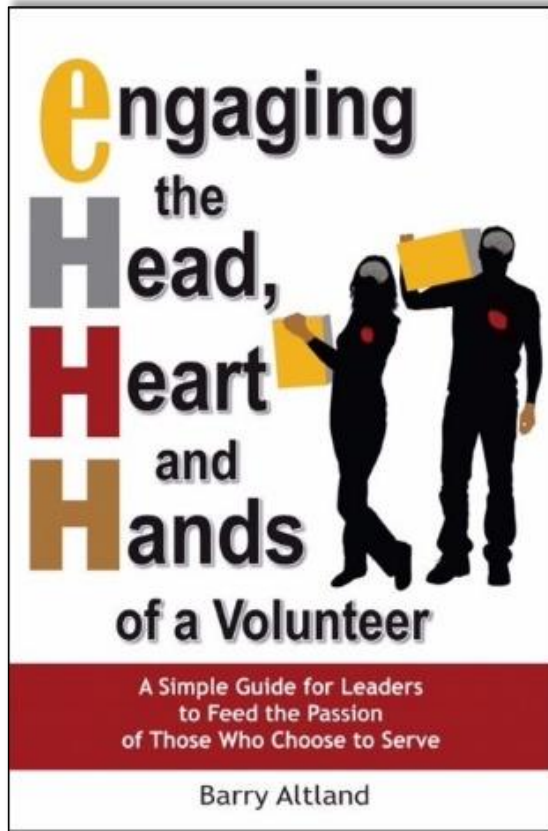


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pp. 61-66

The Guide for Engaging Volunteers



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The Guide to Engaging VITA Volunteers

Seek

Demonstrate Leadership Presence

Touch

Interact with Others

Tune In

Determine Potential Interest in Involvement

Flip

Ask Questions to Discover Intrinsic Motivators

Listen/Learn

Explore Possibilities with Volunteer

Next Steps

Invite, Introduce, Connect and Follow Up



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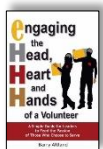
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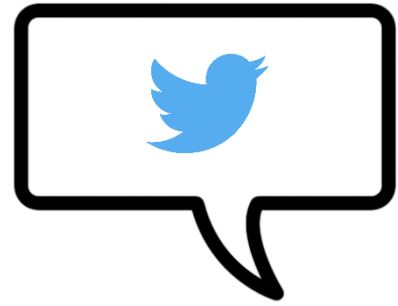


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In what pools
are you
“casting a wider net”
to attract
potential volunteers?



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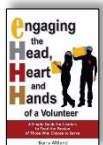


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Leadership



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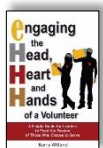


Management and Leadership

Management
focuses on the
four lower case p's
of
*policy, procedure,
process and practice*

Leadership
focuses on the
one capital P
of
People

pp. 33-34, "Engaging the Head, Heart and Hands of a Volunteer," The Peppertree Press, 2015.



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Seek:

Demonstrating Leadership Presence



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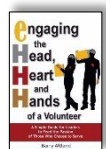


Otherliness and its Meaning to Leaders



Otherliness is
placing the *needs, wants and desires* of others
ahead of our own.

pp. 6-7, "Engaging the Head, Heart and Hands of a Volunteer," The Peppertree Press, 2015.



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Tune In



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*What questions
do you have?*



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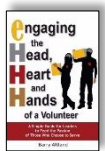
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The Power of Open-Ended Questions



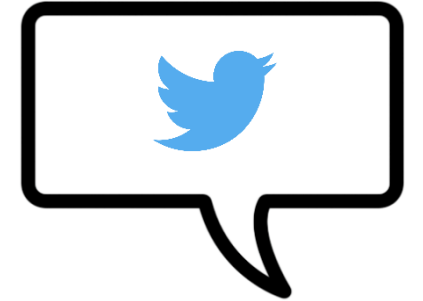
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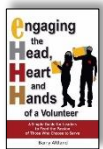
Skill Practice: Asking Open-Ended Questions



What open-ended questions do you currently ask, or would find value asking potential VITA volunteers?

but why?

The essence of the
Discovery conversation



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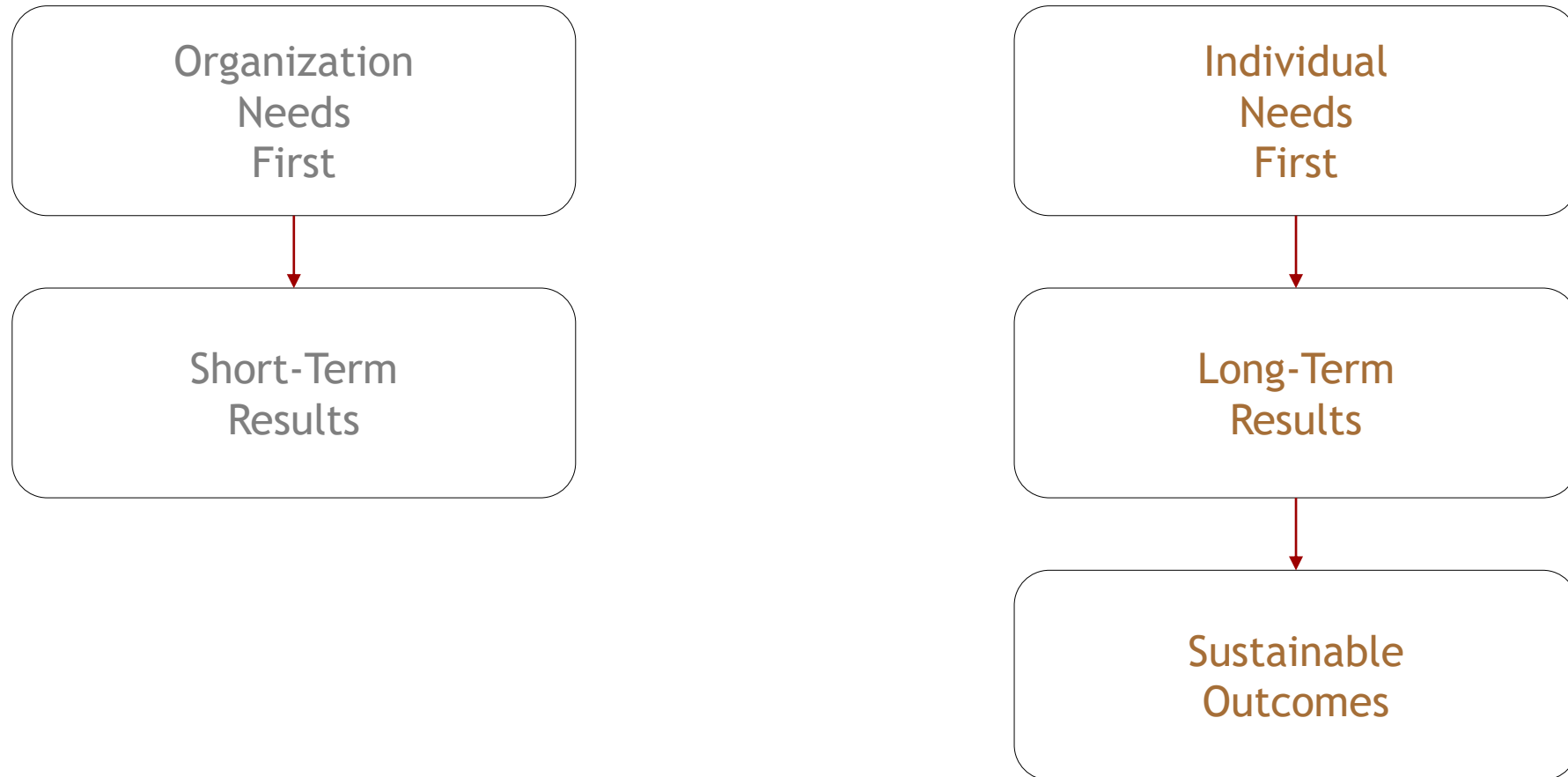
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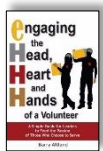
Sustaining Volunteer Engagement



Head, Heart and Hands . . .



*Engagement happens
one person at a time.*



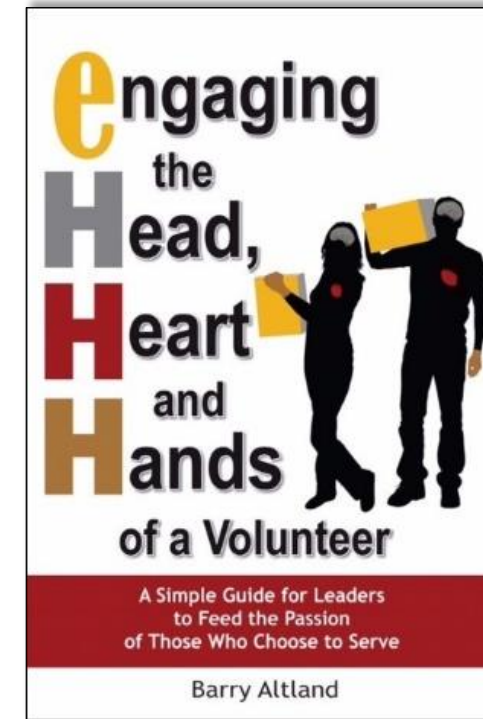
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What questions do you have?



Signed books currently available
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Next Session in the Virtual Series:

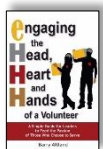
Aligning Volunteers with Right Fit Roles

(pp. 67-68)



Thursday, November 10, 9:00 a.m. - 9:45 a.m.

Friday, November 18, 1:00 p.m. - 1:45 p.m.



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