Leadership donors provided more than 80% of the money raised for the Alumni Fund last year.

Make a difference

Last year, donors to the Alumni Fund contributed more than $3.5 million to drive excellence and innovation at Yale SOM. Alumni generosity helped the school:

- Provide scholarships to attract top talent and loan forgiveness to support alumni working in the public or nonprofit sectors
- Enhance research and teaching on topics that cross functional boundaries including sustainability, healthcare, big data, and design
- Implement curricular innovations, such as Yale SOM’s unique raw cases, integrated core curriculum, and global courses focused on forming and managing teams
- Send students across the U.S. and the world for job treks, Global Network Weeks, and International Experience trips
- Support Yale SOM centers and programs, including the Program on Social Enterprise and the Program on Entrepreneurship

Join the SOM Dean’s Society

Members of the SOM Dean’s Society make a meaningful investment each year through their gifts of $1,000 or more to the Yale SOM Alumni Fund. In appreciation for your important support, we look forward to providing special recognition during the year.

Recognition for Leadership Annual Giving

<table>
<thead>
<tr>
<th>Circle</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business and Society</td>
<td>$100,000 – above</td>
</tr>
<tr>
<td>Chair’s Circle</td>
<td>$50,000 – $99,999</td>
</tr>
<tr>
<td>Partners Circle</td>
<td>$25,000 – $49,999</td>
</tr>
<tr>
<td>Investors Circle</td>
<td>$10,000 – 24,999</td>
</tr>
<tr>
<td>Innovators Circle</td>
<td>$5,000 – 9,999</td>
</tr>
<tr>
<td>Fellows Circle</td>
<td>$2,500 – 4,999</td>
</tr>
<tr>
<td>Stewards Circle</td>
<td>$1,000 – 2,499</td>
</tr>
<tr>
<td>Associate’s Circle*</td>
<td>$500 – 999</td>
</tr>
</tbody>
</table>

*Graduates of the last 5 years

Your gift to the Alumni Fund directly supports Yale SOM’s mission to educate leaders for business and society. The impact of collective giving by alumni worldwide is powerful. As Yale SOM redefines management education through its integrated, globally oriented curriculum, the Alumni Fund provides critical resources for the school’s core needs—including scholarships, faculty research, and curriculum innovation. Each gift is immediately put to use benefitting today’s students and faculty and helping the school achieve its goals.

I strongly believe that the best way to support the school and our unique community is by donating to the Yale SOM Alumni Fund. Our contributions help strengthen the teaching and learning happening at SOM. They also demonstrate to current and prospective students the value that we, as alumni, place on the education we received and experiences we had.

— Rebecca (Becky) Vitas Schamis ’00
Chair, Yale SOM Alumni Fund

Leadership donors provided more than 80% of the money raised for the Alumni Fund last year.
Yale SOM ranks #1 among all Yale schools in annual giving participation.

Over 78% of alumni who attended Reunion Weekend in 2017 made a gift to the Yale SOM Alumni Fund.

Show Your Support
Alumni generosity has led SOM to rank first among Yale schools and in the top percentile of U.S. business schools in annual giving participation. Last year, 53.0% of alumni made a gift to the Alumni Fund. By contributing to the Yale SOM Alumni Fund this year, you help the school continue its momentum and underscore the sense of community that binds together alumni and students. Your gift to the Yale SOM Alumni Fund counts toward your class reunion gift total.

You can direct your Yale SOM Alumni Fund gift to any of the following areas:
- Dean’s Priorities
- Scholarships
- Curriculum & Case Development
- Evans Hall
- Faculty Research
- Loan Forgiveness
- Master of Advanced Management (MAM) Scholarships
- MBA for Executives

Impact of Giving at Yale SOM
- 43% Philanthropy (Endowment Income 29% and Current-Use Gifts 14%)
- 20% Other Income (Executive Education, Hospitality, etc.)
- 37% Tuition

NAME A YALE SOM ALUMNI FUND SCHOLARSHIP
While all Alumni Fund gifts advance the school’s priorities, funding for scholarships is particularly important in helping the school remain competitive in attracting and supporting top students. With a gift of $10,000 or more to the Yale SOM Alumni Fund for scholarships, you can name a one-year merit-based scholarship.

Give now
Join thousands of fellow alumni who invest in SOM’s mission and support today’s students. Give at yale.edu/giveSOM

Contact
Cindy Sacramone
Yale School of Management
Director, Annual Giving
cynthia.sacramone@yale.edu
203 432-1453

SOM LOYAL
We invite you to join over half of the alumni community and support the SOM Alumni Fund each year. Consistent donors are the cornerstone of Yale SOM’s success, providing critical investments for the school to advance its mission of educating leaders for business and society.

Alumni have been an important part of my Yale SOM journey since the very beginning. As a prospective student, hearing from alumni about SOM’s stellar courses and supportive community helped me make the decision to attend. Now, as a student, I feel fortunate to frequently interact with alumni who generously share their expertise, advice, and encouragement. Recently, as part of the “Mastering Influence and Persuasion” class, I practiced my ‘persuasion’ techniques by cold calling alumni and asking them to make their annual gift to the school. The lively conversations I had made it clear how committed our alumni are to the students, to SOM—and to renewing their annual support to the Alumni Fund. — Ariel Hudes ’18