

# Duke

PHD PLUS ENHANCEMENT PROGRAM  
PRATT SCHOOL OF ENGINEERING

## **Ph.D. Plus Program Fall Lunch & Learn: Workshop #3**



**Beth A. Eastlick, MPA  
Tom Healy, M.S.**

**“Corporate and Foundation Relations:  
Insight into Building Funding Partnerships”**

**Time: Wednesday, November 7<sup>th</sup>, 2012 – 11:45 a.m. to 1 p.m.**

**Location: Schiciano Auditorium, Side A – Fitzpatrick Center**

Building relationships with corporations and foundations is an art form, not a science. Finding connections and contacts, and understanding priorities and interests are key parts of creating mutually beneficial intersections between the organization and individuals at the university. Tom and Beth will present ways this process happens at Duke University and will explore ideas as to how you might build your personal networks.

Sponsored by:  
Pratt School of Engineering  
Pratt Engineering Graduate Student Council (EGSC)

*Lunch Provided with Registration*

## **Biographies**

Beth A. Eastlick has been assisting senior administrators and faculty in managing Duke's foundation relationships since 2000. As associate director of foundations relations, she also served for 10 years as assistant director for the Josiah Charles Trent Memorial Foundation. She joined University Development in 1997, having worked in Accounting, at Duke University Press, and for the Department of Economics during the eight prior years. Originally from Montana, she earned a BA from Yale and an MPA from the University of North Carolina at Chapel Hill.

Tom Healy is director of corporate relations. Duke collaborates with industry to promote innovation, insight, and solutions to global challenges. Prior to his position at Duke, Tom was director of external research strategy at Microsoft Research. He established and supported leading-edge academic research projects at worldwide universities which included managing programs, events, and communications. He is originally from the Boston, Massachusetts area and holds a BA in Education from the University of Massachusetts and an MS in Organizational Development from Lesley University.