DID YOU KNOW?

❖ **Student Awards:** Occidental students continue a longstanding tradition of winning major national and international awards, a tradition that dates back to 1907, when Clarence Spaulding became the first Oxy student to win a Rhodes Scholarship. In 2005-06, Oxy students won four Fulbrights, Truman, Coro and Marshall scholarships, two Goldwaters, and a Strauss. This year alone, we supported 347 student research projects in a wide range of fields, including 14 students who presented at the National Undergraduate Research Conference in April. Occidental will host the Southern California Conference on Undergraduate Research this fall.

❖ **Faculty Awards:** Occidental faculty also received national recognition, including History Professor Nina Gelbart, winner of a Guggenheim Fellowship to further her research in France; Martha Ronk, Irma and Jay Price Professor of English Literature, awarded a PEN Center USA Literary Award for her latest collection of poetry; Geology Professor Margi Rusmore, whose research was featured on the cover of Science magazine; and Donna Maeda, associate professor of religious studies, named an American Council on Education Fellow.

❖ **New Application Record:** Occidental received more than 5,300 applications for admission to the Class of 2010, setting a new record for the eighth consecutive year. Applications are up 4 percent over last year’s record tally, and a remarkable 185 percent since 1997.

❖ **New Faculty Hires:** Occidental recently hired 14 new tenure-track faculty, a process which attracted thousands of applications from across the country. In almost every case, Oxy was able to hire its top candidate.

❖ **New Construction:** Construction is now under way on the College’s largest-ever residence hall—a 273-bed structure being built near the corner of Rangeview Avenue and Avenue 49 on the south side of campus. The four-story building is the first student residence built in 20 years and will help meet strong student demand for on-campus housing. Occidental’s ambitious master plan, which seeks to chart the physical growth of the campus over the next 20 years, has been submitted to the City of Los Angeles. This will kick off a lengthy review process that we believe will go to the City Council early in 2007.

❖ **Athletics:** Occidental Athletics continues to shine. The football team, undefeated conference champions last fall, is ranked nationally in three preseason polls. The nationally ranked men’s basketball team made it to the second round of the NCAA playoffs. The nationally ranked women’s water polo team made it to the national championship game. The men’s and women’s swimming and diving teams for the 16th consecutive year achieved Academic All-America status. Cross country runner Kevin Chaves ’08 was named to the Division III Men’s All-Academic Team. Diver Robert Dohring ’08 was named an individual Academic All-American after becoming Oxy’s first All-American diver since 1979.
A MESSAGE TO OUR VOLUNTEERS

Thank you. As an Alumni Fund volunteer you are part of a long tradition of alumni who provide an invaluable service to Occidental College. Your volunteer efforts are critical to the College’s growth because you have knowledge of your classmates, your teammates, your fellow majors, and other alumni with common interests and backgrounds. Your relationships will help you succeed as you raise funds for Oxy.

Contacting alumni personally should be a rewarding experience. You’ll find yourself both challenged and changed by the conversations you have. In many cases you will be the primary individual from Occidental College making personal contact with alumni on a regular basis. Your work will help us not only to renew and maintain contact with your classmates, but also to acquire knowledge of their needs and concerns. And what’s more, by volunteering to raise funds for the Annual Fund, you are helping us achieve our most important goals for the future—attracting the finest faculty, recruiting the brightest students, developing the most innovative academic programs, and partnering with our local, national, and international communities.

Io Triumpe!

Carl Botterud ’79
National Chair, Alumni Fund
WHAT IS THE ALUMNI FUND?

The Alumni Fund is the best way to support the College & the students we serve. Occidental alumni have a long-standing tradition of generously supporting the College with annual gifts. Unrestricted gifts raised by the Alumni Fund are a major source of revenue that can be used by the College to support areas of greatest need.

HOW IS THE MONEY USED?
Alumni Fund dollars are an essential part of the overall budget and in some measure provide funds for all of the following:

Financial Aid—The actual cost of an Occidental education exceeds the revenue derived from tuition and room and board charges, which covers only 65% of the College’s costs. Alumni Fund gifts play a critical role in supporting the fundamental operations of the College each year.

Academic and Student Programming—The Alumni Fund supports 30 majors, nine of which are interdisciplinary, as well as numerous opportunities for independent study and original research in one of the country’s best undergraduate research programs and for study in Washington, D.C., at the United Nations, and in 41 countries.

Lab and Computer Equipment—Rapid changes in technology require frequent hardware and software upgrades, and laboratories must be equipped with state-of-the-art tools to accommodate 21st-century research demands.
WHY GIVE TO THE ALUMNI FUND?

AN INVESTMENT IN EACH STUDENT
Each generation of Oxy students is the beneficiary of alumni who have gone before them. This cycle of giving demonstrates the ongoing commitment Oxy alumni share in keeping their alma mater at the forefront of alumni loyalty. Gifts to the Annual Fund provide an opportunity for each graduate to give back to Occidental a portion of the alumni investment that was made in them as students.

Even if an alumnus or alumna paid full tuition, the actual cost of his or her Oxy education was not covered by tuition dollars alone. Alumni who have supported Oxy over the years provide a significant part of the balance. Gratitude can be an important motivation for giving.

Alumni who invest in today’s students continue the cycle of giving that is so critical to Oxy’s ability to attract the best and brightest students who will, in turn, become loyal Oxy alumni when they graduate.

BUILDING RELATIONSHIPS
Development is more than the implementation of fundraising programs to generate cash receipts. Development is relationship building, and the Alumni Fund helps build those relationships.

A donor’s first gift to the College is usually made through the Alumni Fund. As a donor’s interest in the College grows, he or she may become more personally involved with its mission and purpose. And as that individual’s resources increase, so may his or her giving. Major donors to the College are usually people who have developed a habit of giving through the Alumni Fund.

THE EFFECT OF INCREASED PARTICIPATION
The percentage of alumni who support a college or university is known as the “alumni participation rate.” It is an indicator of how satisfied alumni are with their educational experience. Those who compile national rankings, such as U.S. News & World Report, look at this as a key indicator of an institution’s strength. Although this rate takes all giving (capital and annual) into account, annual giving makes up a substantial portion of the total. In this way, giving to Oxy increases the value of an Oxy degree and improves how prospective students perceive the College.

So, the importance of annual gifts, whatever the amount, must be emphasized through personal messages to alumni of all age groups. The continuing academic excellence of the College rests in large part with the faith and loyalty of its strongest supporters—Oxy’s alumni.
THE ROLE OF UNRESTRICTED GIFTS

Unrestricted gifts are given without any limitations on their end use. Restricted or designated gifts are earmarked by the donor for a specific purpose—such as a gift to an academic department, sport, or program. And while Oxy welcomes both kinds of annual gifts, unrestricted gifts are particularly important because they give the Board of Trustees flexibility to place resources where they are needed most in any given year.

The Alumni Fund generates essential unrestricted gift income each year. More people will support the Alumni Fund than will support any other fundraising program implemented by the College. Unrestricted annual gifts are a key to the health of the organization because they enable Oxy to sustain its tradition of excellence in academics, athletics, and student life.

REUNION GIVING
Alumni are encouraged to give to the Alumni Fund every year, but the reunion year, observed every five years after graduation, is a time when alumni are asked to celebrate their Oxy education with an extra measure of generosity to the College. Dollars raised as part of reunion giving do not underwrite reunion weekend festivities, but go directly into the Alumni Fund in support of the current needs of the College.

LEADERSHIP GIVING TO THE ANNUAL FUND

The generous support of individuals provides the resources necessary to make an Occidental education both unique and exceptional. Contributions from members of the President’s Cabinet, President’s Circle, and William Stewart Young Society play a crucial role in the financial stability of the College. In 2005-06, $3,831,432 (79 percent of total dollars raised for current fund use) was contributed by 876 people (9 percent of donors) who gave $1,000 or more.

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YOUR ROLE AS A VOLUNTEER

By volunteering you have accepted an important responsibility—to use your talents, knowledge, and skill to represent Oxy to your classmates. Students and faculty are relying on you to work diligently toward achieving the annual fundraising goals of your class and the College.

Volunteers for the Annual Fund are organized by program beginning with the Senior Class Gift Campaign. Each program has a committee of volunteers who are responsible for helping to achieve dollar and donor goals, recruit volunteers for various programs, and solicit gifts. In reunion years, volunteers intensify their efforts to encourage classmates to attend reunion festivities and to increase their level of giving in celebration of their years spent at Oxy.

You have either selected or been assigned alumni who were reserved for your contact. During your assignment, no personal communication from the development office will be made with your contacts. (Note that these alumni will receive solicitations through mail or e-mail for the Alumni Fund.)

You will be asked to complete your calls within a certain timeframe, usually three to four weeks. When you complete your assignments on time, alumni are less confused about giving to Oxy, costly mailings are eliminated, and your class and the College have a clearer picture of how effective our fundraising is and what remains to be done.

If for any reason you are unable to complete your assignment, you should contact the Office of Annual Giving to arrange for reassignment of your calls. The phone number is 323-259-2604.
FUNDRAISING 101: TIPS FOR SUCCESS

Make your own gift to the Alumni Fund first.

Prepare. Familiarize yourself with the case for giving to the Alumni Fund and its impact on the College’s budget.

Be positive and optimistic. You are calling to ask for a gift for Oxy, not for yourself. You are giving your classmate the opportunity to participate in the future of Oxy.

Be specific about why you are calling. A little chitchat is fine but get to the point of your call.

Ask for a specific dollar amount. The phrase “Would you consider a gift of $____ this year” is effective.

Be silent after asking, even if it is uncomfortable. Let the prospect begin the conversation again.

Don’t be bashful about starting with high asks. It is possible to negotiate down. It is impossible to negotiate up. Remember to mention the fulfillment options of a pledge or installment plan that can extend to June 30. Inquire about matching gift availability.

Smile and enjoy yourself! Your frame of mind will come through in your voice.

Appeal to the heart. Focus on memories, shared experiences, and common bonds to help motivate giving.

Know how to handle objections. This is where knowledge of Oxy is important. If an alumna/us has a specific criticism of the College, listen and answer the objections to the best of your ability. Feel free to say “I don’t know; however, I will find out and I will get back to you.” If s/he requests information, promise to get it and follow through.

Say Thank you! These are the most powerful works you will use. Regardless of the outcome of your call, thank your classmate for taking the time to talk with you. Their positive experience with you will set the stage for future gifts and involvement with Oxy.
SOLICITATION AND CULTIVATION STEPS

The Lead Letter: A letter will be sent to each of your assigned prospects introducing the case for annual support of Occidental. We are depending upon you to make a follow-up call and negotiate the details of the gift.

Prepare Yourself: Most prospects want to know the answers to two questions: “Why does Oxy need money?” and “How much do they want?” Be ready to answer these questions. Think about your own reasons for giving to Occidental and develop a brief statement about why you believe supporting Oxy is important. Read through this handbook. You do not need to memorize it, but you should know where to find the answers to both general and specific questions. Plan how best to approach your prospect. Review the phone card. Check the matching gift company information. Also, remember to ask if your prospect has access to a matching gift company even if there is no listing as eligibility may change from year to year. Matching gifts count toward gift club levels.

Ask Amount: The ask amount is typically based on your prospect’s giving history. The ask amount may sometimes seem high, but remember that it is the starting point for negotiation. It is possible to negotiate down; it is nearly impossible to negotiate up. Start with the suggested ask amount to begin the negotiation. Don’t be bashful about starting high.

Above all, do not underestimate your prospect’s capacity and willingness to give. Since people tend to do what is expected of them, keep your expectations high. Remember, this figure is based upon a prospect’s prior giving history.

THE CALL

❖ Explain why you are calling.
❖ State the case for support as outlined in the solicitation letter.
❖ Stress the importance of unrestricted gifts to the College—that the Board of Trustees can direct these gifts to the most pressing academic or institutional need for students and faculty.
❖ Ask for the specific amount suggested. Be considerate, but firm: “We hope that you will consider a gift of $_______. “ Stop. Be silent. Give your prospect time to think. The silence may feel awkward, but let the prospect be the first to resume the conversation. ❖ Persist. If the prospect objects to the amount of the gift, work your way down the giving ladder by asking for a lower amount. Always negotiate a gift higher than the previous year when possible. If the prospect objects to giving a gift at all, respond to their objections with another compelling reason why it is important to support Occidental.
❖ Get a specific commitment. Vague promises—“Well, I will send something” or “Send me the card, and I will send a check”—seldom pay off. Try to get the prospect to commit to a minimal amount with the understanding that the amount can be increased upon fulfillment.
❖ Call again. Larger gifts may require careful consideration (discussion with spouse, etc.). Therefore, several calls may be necessary to “close” a gift. Determine the time and place for the next conversation at the end of the discussion. Keep the process actively moving toward a commitment.
Follow up. Your conversation may uncover several areas of interest or concern. Please contact the Annual Giving office at 323-259-2604 with any questions. Once you have begun a dialogue, stay in touch; a solicitation may take several weeks to complete.

Thank you. Using thank you cards, personally acknowledge your prospect’s commitment. The Annual Giving Office will send an official acknowledgment upon receipt of a gift, but it is especially important for you to add your own thanks.

SUGGESTED SCRIPT FOR SOLICITATION CALLS

Introduce yourself. “Hello, this is ____________, a member of the Class of ________ at Oxy. How are you?”

Build rapport with donor. Establish rapport by referring to a commonality you share. Talk about shared values placed on the education you received at Oxy, and refer to the talking points provided at the front of this booklet to update the donor on current Oxy events and recent accomplishments.

If they have made a gift in the past, thank you for your past support. (If their current gift is below the target ask amount, ask them for a second gift in honor of their reunion.)

Make the ask. “I am calling our classmates to encourage you to make a gift to Oxy to support the Annual Fund. Our class is hoping to raise $________ with ___% class participation. We need your help, and with reunion marking a special time to remember all that Oxy has given us throughout the years, it is only appropriate that we mark this special occasion with a generous gift to the College. May I count on you to join me in supporting Oxy this year with a gift of $______?”

Share your reasons for giving—answer questions. See “how to handle common questions/concerns” in the next section.

Record the pledge. Ask them if they would like to pay by credit card—this is the easiest and most efficient way to give. If so, write down their credit card number, card expiration date, and their pledge. If they do not want to give by credit card, take their pledge and ask them to send in their gift right away (If you are calling on behalf of a reunion class, you might add: “We must receive your gift by June 30, 2007; however, I hope we can count on you to send in your gift before Alumni Weekend, June 8-10, so that we can count your donation and participation in our class totals that will be announced at the Awards Assembly!”).

Thank them for their time and support. Record any other pertinent information or notes on the Telefund card.

WAYS TO GIVE

Credit card: Pay by credit card using MasterCard, Visa, Discover, or American Express.

Check: Make a check payable to Occidental College, and mail to:
Occidental College
Office of Annual Giving
1600 Campus Road
Los Angeles CA 90041-3314

Online: Visit the Occidental College website at www.oxy.edu/supportoxy and click on “Give Online Now” to make a gift or fulfill a pledge.

Appreciated securities: Call the Office of Advancement Services (323-259-2968) to obtain transfer instructions.

Matching gifts: Matching gifts can double or triple the amount of the donation. If either the alumnus or their spouse works for a matching gift company, they can obtain the necessary form from their human resources department. The form should be mailed with the gift.
MAKING PLEDGE REMINDER CALLS

Introduce yourself. “Hello, this is ____________, a member of the Class of ___________ at Oxy. How are you?”

Build rapport with donor. Establish rapport by referring to a commonality you share. Talk about shared values placed on the education you received at Oxy, and refer to the talking points on page 2 (“Did You Know?”) to update the donor on current Oxy events and recent accomplishments.

Thank classmate for his or her pledge. “I’m calling on behalf of our the College to follow up on a pledge reminder letter that was recently sent to you, noting your pledge of $_________ to support Occidental. I just wanted to reinforce how important your participation is to Oxy, and to encourage you to send your gift as soon as possible.” If you are calling on behalf of a reunion class, add: “I hope we can count on you to send in your gift before Alumni Weekend, June 8-10, so that we can count your donation and participation in our class totals that will be announced at Awards Assembly.”

Make the ask. “Do you think we can expect your check in the next week? Or, if you like, we can put your gift on your credit card to make it easier for you.”

Thank them for their time and support. Thank the donor for their continued support of Occidental College, and if you are calling on behalf of a reunion class, remind them of Alumni Weekend on June 8-10, 2007.

ANSWERING MACHINES 1-2-3

Answering machines block and screen unwanted calls, especially during evening hours. Rather than following the inclination to hang up and give up, take the following steps:

✦ For your first three calling attempts, hang up on the answering machine. Try different times during the evening, and different days of the week. A try on Sunday evening is often effective. Note on the Telefund sheet the dates and times of your calls.
✦ After three unsuccessful attempts, leave a message that includes your purpose, along with an appeal for the Alumni Fund. Ask for a gift in a range based on the “target ask” and leave your phone number, the Alumni Fund phone number (323-259-2604) and website address (www.oxy.edu/supportoxy). Indicate that you will also send a message by mail.
✦ Place a follow-up phone call within two weeks and refer to your earlier message.

SAMPLE SCRIPT FOR ANSWERING MACHINE MESSAGE

“Good evening. This is __________ from Occidental College, Class of ___, calling for (alumna or alumnus). I’m calling tonight to ask for your support for this year’s Alumni Fund campaign. I’m sorry I’m not able to speak with you personally, but I hope you will consider a gift, perhaps in the amount of $______ (giving range based on the “target ask”). Our students could really use your help. You can make a gift by calling the Annual Fund at 323-259-2604 or visiting www.oxy.edu/supportoxy, and I’ll also drop a pledge card into the mail for you. If you have any questions, you can also reach me at __________. Thank you!”
OVERCOMING OBJECTIONS

In response to any objection, reiterate the goal of increased participation. For more specific answers, the following responses are suggested:

DISINTERESTED OBJECTIONS
I’m not interested.
❖ “May I ask why?”

It’s been so long…I haven’t stayed in touch with many of my friends.
❖ “It is tough to stay in touch once you leave the campus. Do you get Occidental Magazine, and read the Class Notes? Also, the Alumni Association has more than 17 active Oxy alumni chapters around the country. They sponsor many regional events that might interest you. You can call Jim Jacobs at 323-259-2606 for more information.” (Reiterate the College goal of increasing alumni participation.)

Oxy’s not the same place it was when I was there.
❖ “Some things certainly have changed over the years, but one thing hasn’t changed, and that is Oxy’s dedication to provide students with the best faculty, academic programs and facilities.” (Reiterate the College goal of increasing alumni participation.)

FINANCIAL OBJECTIONS
It is important to stress the College goal of increasing alumni participation for all financial objections.

I can’t afford it right now.
❖ “I completely understand, because I’ve spoken with several of our classmates who are in a similar financial situation. However, I’ve found that when they reflect upon the overall importance of their Oxy experience, most have been able to make contributions of modest amounts. One of the primary Alumni Fund goals this year is to reach 47 percent gift participation. We have been fortunate enough to have record-high participation rates for the past two consecutive years. Thanks to alumni support we were able to hire 14 outstanding new faculty members this year. Would you consider a pledge of $_______ to help sustain this level of excellence for new generations of students?”

My gift won’t make a difference.
❖ “Actually, every gift to Occidental College is extremely important. Many corporations and foundations that support Oxy look at alumni giving when determining their own giving to the College. Also, high alumni participation rates will help Oxy increase its ranking among other liberal arts colleges in U.S. News & World Report. I’m not sure if you know this already, but one major criterion used in this ranking is alumni satisfaction, which is measured through Alumni Fund participation. So in light of all this, would you consider making a pledge of $_______ to the Alumni Fund?”
I’m paying my son/daughter’s college tuition.

“If I certainly understand, then, that you are not in the best position to make a large commitment to Oxy at this time. But alumni participation at almost any level is extremely important in bringing in large gifts from corporations and foundations. As alumni participation increases, corporations understand that Oxy’s alumni were satisfied with their education, which gives them reason to support our college with millions toward scholarships and faculty resources. With this in mind, would you consider a gift of $______?”

I just bought a home.

“If I know that buying a new home can be a financial burden. But, at the same time, we have set an ambitious goal this year of 47 percent alumni participation. By breaking your gift up into monthly installments, your support will help Oxy reach this goal and improve in our rankings. Would you consider a pledge of $______ _broken up into installments?”

OCCIDENTAL COLLEGE OBJECTIONS

Oxy does not care about athletics.

“If I can understand from your perspective that Oxy’s athletics do not appear up to par with the College’s historical dominance. However, athletics continues to play an important role at Oxy.

“During the past two years Oxy has put a new playing surface on Patterson Field, spent $1 million to rebuild the softball field, and renovated the weight room. The results of that support are showing on the playing field: NCAA Elite 8 finishes for the football and basketball teams, a national championship in women’s water polo, a conference championship in women’s cross country, and All-Americans in track and field, and swimming. Still, support from alumni like you ensures that Tiger athletes are able to have the best equipment and facilities in order to perform their best. Would you consider making a gift of $(NEXT AMOUNT) to the Tiger Club, a fund used solely for athletics?”

I am upset over the removal of the cross on Herrick Chapel.

“If I have spoken to a number of alumni who have expressed a similar concern. The cross was donated to Pasadena Presbyterian Church, and I ensure you that the core ideals of Oxy’s founders—a high regard for scholarship and a high sense of service—have not changed. Today, Oxy still has a strong religious community, with a number of different student groups who participate in the United Faiths Council run by the Chapel’s Interfaith Coordinator. These students, like you, appreciate all support for the religious community.

“This is why I would like you to support the College, as the Herrick family did last summer, making a major gift to be used for maintenance and supporting chapel activities. Your support can be designated to the Chapel, in order to preserve those ideals that you hold strongly. A gift in the (NEXT GIFT SOCIETY) of $(SOCIETY AMOUNT) would be perfect.

The College does not support international study.

“If each year about 30 percent of the junior class is sent overseas. Occidental’s ability to increase the number of students who participate in the study abroad program depends on our ability to find additional resources to make this opportunity available. With this in mind, would you support Occidental with a gift of $_______?”
GLOSSARY OF TERMS

Alumni Fund: All unrestricted and restricted current fund gifts that alumni make to the College. The Alumni Fund is the backbone of the current operating budget of the College.

Calendar Year: January 1 to December 31. Many donors give gifts prior to the end of the calendar year for tax purposes. Because Oxy operates on a fiscal year, donors may take advantage of the two tax years spanned by the fiscal year (See Fiscal Year).

Capital Gifts: Gifts to the College’s endowment, gifts for facilities, or gifts designated for capital equipment (e.g., computers).

Co-curricular (or Extracurricular) Activities: Refers to all activities that engage a student outside actual classroom work, including athletics, music, theatre, student government, clubs, etc.

Current Funds: Those monies expended annually to support the day-to-day needs of the College. The operating budget is funded by current fund three ways: (1) tuition and fees, (2) income earned from the endowment, and (3) charitable gifts.

Endowment: Funds invested by the College in perpetuity, the income from which provides current operating support.

Fiscal Year: Occidental College operates on a fiscal year that begins July 1 and ends June 30. The Annual Fund follows this schedule in the solicitation and recording of gifts.

Matching Gifts: Many employers match the amount of the gift donated by their employees, doubling or tripling gifts. Alumni can contact their human resources department to find out if their company has a matching gift program; the Office of Annual Giving, which can be reached at 323-259-2604, has a record of many large companies that offers a matching gift program. Matching gifts are included in determining gift society membership.

Parents Fund: All unrestricted and restricted current fund gifts that parents make to the College.
Planned Gifts: Also known as deferred gifts. These gifts typically take the form of bequests, annuities, trusts, or life insurance in which the donor makes a gift to the College in the future, and may retain an income benefit for his/her lifetime.

Restricted Support: Gifts designated by the donor for a specific purpose (e.g., Tiger Club, Library, Latino Scholarship, etc.)

Reunion Giving: Annual Fund gifts collected during an alumnus’ reunion year, celebrated every five years after graduation.

Target Ask: The amount of money the Annual Fund Office estimates each donor is able to give during a fiscal year.

Unrestricted Support: The most important type of Annual Fund gift, these are gifts that are not restricted as to use by the donor. Unrestricted gifts are directed to the most pressing needs of the College (e.g., scholarship aid, faculty support, and buildings and grounds maintenance).
All departments can be reached by:
(Department Name)
1600 Campus Road
Los Angeles CA 90041-3314

Occidental College Main Switchboard 323-259-2500
Office of the President Susan Prager 323-259-2691
Interim Dean of the College Eric Frank 323-259-2634
Admission 323-259-2601
Alumni Relations 323-259-2608
Athletics 323-259-2630
Bookstore 323-259-2623
Career Development Center 323-259-2623
Center For Community-Based Learning 323-259-2904
Conference Services/Campus Filming 323-259-2795
Financial Aid 323-259-2548
Human Resources 323-259-2613
Institutional Advancement 323-259-2961
Intercultural Community Center 323-259-2522
Interfaith Center 323-259-2621
Library 323-259-2640
Registrar 323-259-2686
Student Affairs 323-259-2661

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www.oxy.edu/supportoxy