
In-Kind Disaster Workshop
DSOSS201A, Rev. 01/01
Fact Sheet Rev. 04/08

Purpose The purpose of this course is to familiarize participants with the American Red Cross position on in-kind donations, and to prepare them to help manage In-Kind donations at disaster sites. Much of the information presented can also be applied to managing In-Kind donations at chapters.

Learning Objectives After completing this course, participants will be able to—

- Define In-Kind donations and their role at the American Red Cross, as well as their importance to both Development and Disaster Services
- Understand current In-Kind donations policies and resources
- Practice effective donations management skills, which include understanding the impact of unsolicited donations, employing good customer service skills, and identifying donations management tools and resources
- Understand the responsibilities of In-Kind Donations on national disaster relief operations
- Demonstrate the solicitation techniques employed by In-Kind Donations staff when approaching companies for donations
- Identify the requirements that in-kind donations must meet to be accepted by the Red Cross
- Understand the process of procuring and recording in-kind donations for disaster relief

Audience Participants will be Red Cross employees and volunteers. Those seeking advancement within the Material Support Services group of the DSHR System are strongly encouraged to take the *In-Kind Donations Workshop*, as it is a recommended course for service associates and a requirement for promotion to the supervisor level. Fundraisers are also particularly encouraged to take this course as in-kind donations are closely associated with, and have many implications for, fundraising efforts at chapters and on relief operations.

Prerequisites **Recommended:**

- *Fulfilling Our Mission: Translating Your Compassion Into Community Action* (DSGEN200A, Rev. 09/07)

Length This one-day training course consists of roughly 6.5 hours of instruction, with a one-hour lunch and two 15-minute breaks for a total of 8 hours of training.

Scheduling Any Red Cross unit interested in sponsoring the *In-Kind Donations Workshop* should contact Nina Coe, Specialist In-Kind Donations. Coen@usa.redcross.org or 202-303-4827

**Instructor
Requirements**

The *In-Kind Disaster Workshop* will be taught by instructors who have been certified by the In-Kind Donations Office following the completion of the instructor requirements established for this course. The workshop and instructor requirements were revised in January 2001. All instructor certifications issued prior to this date are no longer valid.

Materials

For a list of materials, see the Disaster Training Courses page on CrossNet.
