

*CORE COMPETENCIES:*

1. Fundraising – Establishing a Development program; Evaluating existing Development programs; Feasibility studies in preparation for a Capital Campaign; Conducting Capital Campaigns; Establishing an Endowment program; Establishing a Deferred Giving program; Major gift training and planning; Special event planning; Board training for best practices in development.
2. Hiring and training development staff – Profiling the right person to lead a development program; Developing a hiring process and plan; Training a new development officer.
3. Financial Planning – Preparing multi-year financial forecasting plans incorporating operations, fundraising, and endowment.

*SERVICES:*

Fundraising Training Programs for New Development Directors/School Heads

Major Gifts Fundraising Training – Developing a Major Gifts Fundraising Program

Conducting a Development Audit

Conducting a Campaign Readiness Study

Capital Campaigns

Writing a Case Statement for Support

Annual Fund Drives

Major Gift Fundraising Programs

Establishing a Deferred/Planned Gifts Program

Establishing Endowment Programs

Developing Fundraising Policies – Operations and Ethics

Developing Integrated Fundraising Plans

*SEMINARS:*

Establishing a Development Office

How to Hire a Development Director

Traits of a Development Director

What Should the Board and Administration Expect from Development

How to Write a Case Statement

Using the Case Statement in Major Gift Fundraising

The Role of the CEO in Fundraising

Keys to a Successful Capital Campaign

Preparing for the Ask

How to Ask

Raising Major Gifts

Special Events Fundraising

Fundraising for International Schools

The Fundamentals of Fundability for Schools

Developing a Critical Path Timeline for Fundraising

The "Ins and Outs" of Charitable Gift Annuities

Establishing a "Wills" Program – Why every school needs to

Donor Motivations in Making a Bequest

Establishing a Deferred Giving Program

Establishing an Endowment Program – The Fundamentals

*SEMINARS FOR DONORS:*

What Donors Really Think and Do

Ways for Donors to Give

*BOARD TRAINING:*

The Board's Role in Fundraising

The Board's Financial Role

Building a Board Profile

Board Self-Assessment in Fundraising

Financial Indicators for Boards and Administrators

*SEMINARS FOR THE GENERAL PUBLIC:*

Business Principles from Proverbs

Financial Principles from Proverbs

*PUBLICATIONS:*

Recommended Readings in Fundraising

*"The Handbook for Ministry Fundraising"*

*EXPERIENCE*

42 years in Education and Fundraising

Founder and Executive Directory of The Regency Foundation

President (Volunteer) of The Archer Foundation

President (Volunteer) of Adelaide College of Ministries Foundation

Administrator at Plumstead Christian School and Santiago Christian School

Consulting Clients – South America, Caribbean, Europe, Africa, Indonesia, Canada, and US