The Baumhart Center is pleased to invite major gift officers from Chicago nonprofits to apply for our Fundraising for Good Leadership Network.

Fundraising for Good seeks to accelerate the impact of advancement leaders by providing deep and ongoing support through peer learning and individualized coaching. Specifically, Fundraising for Good will offer advancement leaders:

- Monthly best-practice and peer learning sessions, supported by an expert facilitator
- Semi-annual one-on-one coaching sessions around professional and personal goals
- Special access to Baumhart Center gatherings aimed at equipping leaders with skills, knowledge, and networks for social impact
LEARNING OBJECTIVES

Fundraising for Good seeks to help MGOs be more successful in achieving fundraising targets and to prepare MGOs for future leadership in the advancement field. Participants will benefit from teaching, peer learning, and strategic counsel in the following areas:

• Identifying and engaging major gift prospects
• Closing and stewarding transformational gifts
• Utilizing the power of persuasion internally and externally to achieve goals
• Preparing for leadership in the advancement field
• Moving from direct fundraiser to team leader

(Note: CFRE credit will be offered to participants.)

STRUCTURE

The Fundraising for Good Leadership Network will meet monthly (with breaks in July and December) for two hours. Each meeting will have a learning objective and will be structured to promote a high level of open peer exchange.

Alongside these monthly meetings, members will participate in two individualized coaching sessions annually and be invited to attend the Baumhart Center’s fall Leading for Good leadership breakfast.

Fundraising for Good will have its kick-off dinner on the evening of Wednesday, January 8th, from 6 to 8:30 p.m. From February through October of 2020 (excepting a break in July), the group will meet on the second Wednesday morning of each month from 8 to 10 a.m. in the Baumhart Center Conference Room (Room 220) of Loyola University’s Schreiber Center at 16 E. Pearson Street in Chicago. The November 2020 meeting (which will serve doubly as a learning session and an end-of-year celebration) will be a dinner on November 12, 2020 from 6 to 8:30 p.m.
Shannon Alexander offers sage strategic counsel in resource development and non-profit management, including annual and major giving, development assessments, feasibility studies, campaign counsel, donor communications, board development and training and strategic planning. Current and recent clients of her practice include Chicago Foundation for Women, Field Museum, Hyde Park Art Center, Kellogg School of Management, Northwestern Medicine Delnor Hospital, METROsquash, Museum of Contemporary Art, Pass With Flying Colors, United Way of Metropolitan Chicago, and Youth & Opportunity United.

Prior to launching Alexander Ross Group, she served as Vice President of External Affairs for the Museum of Science and Industry (MSI). Under her leadership, MSI completed its Science Rediscovered capital campaign by exceeding its $205 million goal and raising $208.8 million. The campaign attracted 5,000 donors, which included more than 55 donors of $1 million or more. Alexander served as a member of MSI’s executive staff and was responsible for Board of Trustees relations, auxiliary groups, donor communications, membership, and strategic planning. She led a team of 40 individuals with seven department heads. During her career, she also served as a consultant with a national fundraising consulting firm where she guided a variety of nonprofit organizations (including hospitals, educational institutions, museums, and social service agencies) to meet their fundraising goals.

Alexander also brings the perspective of a volunteer, having served on a number of nonprofit Boards. She served on the Board of Directors for the Chicago Chapter of the Association of Fundraising Professionals (AFP) and as co-chair for the Chicago Community Trust’s Young Leaders’ Fund endowment campaign. Alexander is a guest lecturer at the Kellogg School of Management’s Center for Nonprofit Management where she speaks on engaging nonprofit Boards in fundraising. Previously, Alexander served as an instructor for Northwestern University’s Continuing Studies Program for (aspiring) development professionals, where she taught courses in major gifts and capital campaigns. She was a featured speaker for AFP Chapters in Chicago and Northwest Indiana, as well as YWCA and the Illinois Association of Museums conferences. A graduate of Butler University, Alexander received the Joseph Irwin Sweeney Alumni Service Award for her volunteer services which included serving on Butler’s Alumni Board of Directors.
Seth Green is the founding director of the Raymond Baumhart, S.J., Center for Social Enterprise and Responsibility, an interdisciplinary center at Loyola University Chicago that equips Chicagoland leaders and students with the tools to accelerate social change. Seth is also an executive lecturer in the Management Department of Loyola’s Quinlan School of Business.

Seth joined Loyola after 15 years of leading institutions at the forefront of fighting poverty and expanding opportunity. Most recently, he served as executive director of Youth & Opportunity United (Y.O.U.), a Chicagoland nonprofit that prepares low-income youth for post-secondary and life success. During his tenure, he spearheaded an expansion of Y.O.U.’s programs from serving 450 youth in 2010 to 1,600 in 2017. He also envisioned and led a $16.4 million fundraising campaign to build a new Y.O.U. youth center and financial endowment.

Seth began his career as a consultant at McKinsey and Company, where he worked with private sector clients on strategic planning and change management. A recipient of McKinsey’s Community Fellowship, he spent one year of his time at the firm supporting nonprofit clients, including the Gates Foundation and United Way.

Seth is a sought-after speaker on social entrepreneurship, corporate social responsibility, nonprofit leadership, and cross-sector partnership, having spoken on these topics at the U.S. House, U.S. Senate, World Bank, United Nations, and other leading institutions. He served for numerous years as a discussion facilitator for the Clinton Global Initiative and he was a plenary speaker at the 2011 White House-sponsored conference on Connecting Communities for the Common Good. Before joining Loyola, Seth was also a lecturer at Northwestern University, where he taught courses on nonprofit management and social impact leadership.

Seth is a frequent media contributor, having served as a guest on C-SPAN’s Washington Journal, CNN, and MSNBC, and having written op-eds for the Christian Science Monitor and Miami Herald. In addition, his work has been featured by hundreds of publications, including the New York Times, the Washington Post, and the Chronicle of Higher Education. For his social innovation leadership, Utne Reader named Seth one of 50 “Visionaries Who Are Changing Your World.”

Seth has a bachelor’s degree from Princeton University, master’s degrees from the London School of Economics and Oxford University on a Marshall Scholarship, and a law degree from Yale University.
WHO WILL BE IN THE NETWORK?

Fundraising for Good will be a community of dedicated fundraisers who are committed to their own growth, as well as the growth of their peers. We seek professionals who:

• Spend a minimum of 60% of their time raising major gifts from individuals.
• Have clear professional and personal development goals.
• Are passionate about the power of philanthropy and committed to helping peers become better fundraisers.

Since the Baumhart Center’s Leadership Networks are structured to promote the highest level of learning, information sharing, and confidentiality, we seek leaders who come from a wide array of nonprofit settings, including arts and culture, civic affairs, education, the environment, emergency relief, healthcare, human services, policy advocacy, social justice, and youth development. We do our best to select candidates from varied nonprofit disciplines and geographies to ensure there are not competitive tensions among participants.
TIMELINE

September 25: Application process opens at luc.edu/baumhartcenter.

November 4: Applications are due by 5 p.m.

November 15: Applicants are notified whether they have been admitted to the 2019 Class of Fundraising for Good.

January 8: Kick-off dinner launches the inaugural class of Fundraising for Good.

COST

The Fundraising for Good Leadership Network costs $2,500 for the year. As a way to encourage AFP Chicago membership among network participants, the Baumhart Center is delighted to offer a 10% discount on this tuition to AFP Chicago members.

This cost includes:
- ten monthly learning sessions
- two individualized coaching sessions with Shannon Alexander
- all food and drink
- all materials

QUESTIONS?

For questions about Fundraising for Good, please email baumhartcenter@luc.edu and include the words “Fundraising for Good” in the subject line.

Note: The Baumhart Center may offer partial or full cost assistance in rare cases where a candidate’s participation ensures a more diverse, inclusive, and successful program for all participants.

PARTNERSHIP MAKES IT POSSIBLE

The Baumhart Center is delighted to be working with AFP Chicago in the development and delivery of Fundraising for Good. We are thrilled that a member of the AFP Chicago Executive Committee will be a core member of the Leadership Network and will bring ongoing opportunities to connect our learning experiences back to Chicago’s professional fundraising community.