

REBECCA E. DE BROEKERT

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Ms. de Broekert is a major gifts fundraising leader with experience in the non-profit sector including conservative public policy, activist and faith-based organizations. She has a passion to create mutually beneficial and transformative relationships between organizations of significance and their donors.

PROFESSIONAL EXPERIENCE

Light Consulting, LLC, Founder– Leesburg, VA

August 2023

After years of gathering expertise and experience in non-profit, political, and faith-based organizations, Light Consulting, LLC [LC] was launched to provide strategic fundraising coaching and contract fundraising to non-profit leaders and their staff. LC's approach is highly relational, partnering with each client to capture the heart and mission of the organization. A customized plan is created utilizing best practices to maximize donor engagement through individual donor strategies and campaigns. LC offers capital-raising services for special projects on a selective basis.

One for Israel – Netanya, Israel

High-tech media evangelism organization with the purpose of proclaiming salvation to Israel and raising up spiritual leaders through Israel College of the Bible.

Advisor to the President

April 2020 – July 2023

- Cultivated 250 major donor caseload starting at \$5k+ in Eastern/Mid-western US and abroad in a previously uncultivated region (individuals and churches)
- Assisted in creation and architecture of a \$30M international capital campaign as well as inspired ongoing annual support in a multi-cultural environment
- Substantiated seven-figure estate commitment in early 2022, inspired verbal pledge commitment of \$1M for capital campaign, Dec. 2021
- Worked closely with president and leadership to create major gifts culture within organization

XO Marriage – Southlake, TX

Organization dedicated to educating couples, resourcing and equipping churches and reversing the societal crisis of declining marriages.

Development Director

June 2018 – March 2020

- Developed major gifts culture and community within organization
- Managed caseload of 100 five, six and seven figure donors with focus on cultivating and soliciting top prospects
- Assisted in creation and execution of \$15M comprehensive campaign to include identification and strategies for lead prospects, specific projects and high-touch donor events.
- Inspired six and seven figure lead commitments for campaign from new donors to the ministry as well as upgrades from existing donors
- Collaborated with leadership in developing and identifying new prospects
- Strategized with staff to create new highly fundable initiatives central to mission

The Heritage Foundation – Washington, D.C.

Leading conservative public policy think tank dedicated to formulating and promoting conservative policies

Advisor to the President for Donor Relations

March 2006 – June 2018

Responsible for building key relationships with major donors (gifts of \$10K-\$5M) interested in supporting the work of The Heritage Foundation which entailed creating strategies for each donor to secure annual, campaign and estate gifts while meeting budgeted contributions income each year. Met with donors and prospects cultivating relationships, soliciting, closing and then stewarding the gift so as to create mutual benefit and increased support in future years. I also worked with a variety of small to medium sized foundations.

- Managed a portfolio of 100-150 caseload relationships throughout my tenure progressively working with the top tier to maximize their relationship with the organization resulting in “ultimate” gifts of cash, assets and estate donations in the six and seven figure range.
- Met and exceeded goals each year. Personally raised between \$1M-\$2M in annual support each year in addition to five, six and seven figure special gifts for designated projects, fellowships or capital campaigns. Substantiated legacy commitments of \$5M+. Focused on securing multi-year pledges and blended gifts. Upgraded prospects of \$1k+ to major donors through research and networking.
- Managed regional community committees comprised of donors to advance the mission of the organization through high-touch donor events, dinners and lectures.
- Expanded Heritage’s donor recognition program at the request of leadership
- Routinely called upon to mentor junior development officers
- Created customized strategies and proposals uniting the objective of the organization and passions of the donor/prospect.
- Traveled to caseload donors and prospects on the East Coast and Southern US

The Leadership Institute – Arlington, VA

2004 -2006

Development Officer

ADDITIONAL PROFESSIONAL EXPERIENCE

National Fatherhood Initiative – Gaithersburg, MD/Assistant Director of Development - 2004

Enterprise Development Int’l – Fairfax, VA/Director of Donor Relations - 2003

Salem Communications/WAVA Radio – Arlington, VA/Promotions Director, Sales – 1999-2003

COMMUNITY ENGAGEMENT

The Freedom Center – Board member and volunteer fundraising consultant

Harrison Street Academy – Advisor

Bold City Church – Oversight Board member

EDUCATION

Rhema Bible Training Centre –Biblical Ministries Studies, Johannesburg, South Africa
Washington Business School

PERSONAL

Hobbies: In addition to building a local non-profit youth evangelism/outreach organization and serving on a church advisory board in Florida, I enjoy water sports, biking, hiking and international travel. I have been married to my husband, Jacques de Broekert, for 17 years and have two children.