

Fundraising Well delivers **coaching and consulting services to nonprofit organizations**, their staff, boards and funders to transform revenue generation and impact outcomes and strengthen some of the most crucial causes and programs that serve and shape our society. We do this by offering time-tested tools and training refined and proven effective through our 25+ years of experience partnering with some of the world's most prolific organizations and philanthropists.

To date, we've helped dozens of teams and hundreds of board directors, CEOs, and professionals build their competency, comfort, and confidence in fundraising to achieve milestone successes like:

- 1036% growth in individual giving
- 100% board giving and participation in fundraising
- 18% increase in staff retention
- Improved morale and cross-team collaboration
- 25% to 200% increase in revenue

CORE COMPETENCIES

- Revenue Strategy & Advisory Services
- Fundraising Coaching & Performance Management
- Team Training & Facilitation
- Board Development Workshops
- Leadership Development & Talent Mapping
- Personal and Group Coaching

DIFFERENTIATORS

- 25+ years of experience building and transforming revenue teams for NPOs
- We partner with Grantmakers to build capacity of the nonprofits they serve.
- Preferred provider for NYC Small Business Services

CLIENT SUCCESS HIGHLIGHTS

Big Brothers Big Sisters NYC: Coached CEO on lobbying for government funding; resulted in a \$900,000 win from US Senators.

Movember Foundation: Coached country leaders and fundraising staff for USA, UK, Canada, Australia to build major gifts program; achieved historic \$120,000,000 raised worldwide.

Path Forward: Coached CEO, Board & Staff on building alumni engagement; resulted in reaching 52% alumni giving.

ACLU LGBT Project: Advisory services to generate funds for historic SCOTUS case, *US v Windsor*; resulted in \$2,500,000 raised.

COMPANY DATA

- Established 2015
- 2 FTEs & 9 Project Consultants
- 34 Organizations Served
- 3,000+ Individuals Reached
- \$350,000,000+ Raised

ACCREDITATIONS

- LGBT Business Enterprise
- Small Business Enterprise
- Shop NJ Certified Green Business
- CFRE®: Certified Fundraising Executive
- BoardSource® Certified Board Consultant

NAICS CODES

- 541611** Administrative & General Management Consulting
- 561499** All Other Business Support Services
- 611430** Professional & Management Development Training
- 541613** Marketing Consulting Services

DUNS number: 05-278-2998

CAGE code: 1A2B3

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