

ELIZABETH S. CAHN
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PROFESSIONAL EXPERIENCE

Elizabeth Cahn, Gift Planning & Fundraising Services

North Andover, MA

Fundraising Consultant, 2009 - present

Fundraising consultant specializing in education, faith based organizations and the arts. Provide major gift and planned giving consulting, frontline fundraising services, major gifts coaching, staff, board and volunteer training, and public speaking to industry professionals. Primary retained clients include BioBuilder Educational Foundation, Salesian Missions, and MIFA/Victory Theatre. Additional major gift and gift planning counsel provided to Boston Latin School Association, EdVestors, Roxbury Latin School, Concord Academy and Hampshire College.

Concussion Legacy Foundation

Waltham, MA

Director of Development, 2014 – February 2016

Oversaw all aspects of fundraising and fund – raising of growing development operation of a \$2,000,000 non-profit. Established systems using industry best practices to build a philanthropic foundation moving from event based fundraising to a diversified revenue stream including major gifts and annual giving. Created a volunteer engagement platform for volunteers based throughout the country. Oversee database conversion of 10,000 records. Managed development staff including development operations and part-time gift officer. Worked closely with board, executive director and leadership team to create a culture of philanthropy. Initial achievements included securing three 6 figure multi-year gifts in the first quarter of 2015.

Brooks School

North Andover, MA

Director of Gift Planning, 2008 - 2009

Managed all aspects of the major gifts, planned giving, and prospect research programs. Provided strategies for the identification, cultivation, solicitation, and stewardship of major gift prospects and donors. Created enhanced research pipeline resulting in 20% increase in new prospects. Increased planned giving marketing efforts through e-campaign, refined direct mail program and internal seminars with staff, resulting in 10% increase in inquiries. Created bequest campaign designed to increase known bequests by 15% during first year.

Director of Development, 2006 - 2008

Directed major gift program, planned giving, stewardship, prospect research, and supervised seven direct reports. Oversaw Advancement Office human resources process including hiring and search process.

Gift Planning Director, 2006

Led all aspects of planned giving program and senior parent gift campaign. Coordinated event details for Celebrating Brooks.

Elizabeth Cahn, Gift Planning & Fundraising Services

North Andover, MA

Fundraising Consultant, 2004 - 2005

Fundraising consultant working primarily with independent schools providing planned giving consulting, development audits, feasibility studies and general fundraising counsel. Retained clients included Brooks School, Buckingham Browne & Nichols School, The Governor's Academy, Mass Maritime Academy, St. John's Prep, Ursuline Academy, Bentley College, Winchester Seniors Association, Winchester Hospital, and the Joseph Herman Youth Center.

Brooks School

North Andover, MA

Director of Capital and Planned Giving, 2001- 2004

Cultivated, solicited and stewarded a portfolio of 150 major gift prospects in connection with \$50M capital campaign. Worked with trustees and assisted Director of Development in campaign planning and strategizing. Prepared individual gift proposals for volunteers and staff. Managed all aspects of planned giving program including marketing, cultivation, solicitation and stewardship of prospects. Increased life income donors and bequest society members by 100% in two years. Managed stewardship program and supervised researcher.

Phillips Academy

Andover,

MA

Leadership Gifts Officer, 1998 - 2001

Cultivated, solicited, and stewarded a portfolio of leadership gift prospects of \$100,000 or more in New England, Florida, Washington, DC, and Virginia in connection with \$200M capital campaign. Worked closely with high profile volunteer committee, staffed and coordinated fund raising for \$8.2M ice hockey rink. Developed and coordinated major gift prospect events including Boston area technology networking event and annual parent major gift prospect dinner.

Tufts University

Medford, MA

Associate Director of Estate & Gift Planning, 1997 - 1998

Provided technical planned giving analysis and support to development staff in connection with \$400M university capital campaign; cultivated, solicited and stewarded major planned gift prospects; prepared detailed and customized proposals for prospects; trained and educated major gift officers and volunteers about Planned Giving; coordinated with legal counsel and asset managers. Created and implemented comprehensive marketing plan including and coordinating planned giving events resulting in 150% increase in inquiries.

Associate Director of Development, Faculty of Arts and Sciences, 1996 - 1997

Identified, qualified, solicited and stewarded capital donors of \$25,000 or more in connection with a \$192M capital campaign. Managed a portfolio of 150 prospects.

Concord Academy

Concord, MA

Associate Director of Development, 1994 - 1996

Identified, cultivated, and solicited major gifts in excess of \$25,000 in connection with \$18M capital campaign. Developed computer tracking system and screening procedures and created prospect strategies for nucleus fund donors. Designed and implemented Planned Giving program, including the establishment of a Planned Giving Society, Pooled Income Fund, and Gift Annuity program. Supervised Director of Annual Giving.

Director of Annual Giving & Alumni Affairs, 1991- 1994

Oversaw all aspects of \$800,000 Annual Giving and comprehensive alumni affairs program. Recruited and managed volunteers, created all support materials. Highlights: increased Annual Giving by 26%; increased Senior Parent Gift by 141%; and increased Reunion Giving by 192%.

The Cambridge School of Weston

Weston, MA

Assistant to Director of Development, 1990 - 1991

Created systematic solicitation materials for class agents and publications. Designed and implemented class agent system. Drafted press releases and other publications and organized all special events.

SPEAKING ENGAGEMENTS

Advancement Alliance of New England
Association of Fundraising Professionals
Association for Healthcare Philanthropy National Conference
Cape Cod Philanthropy Day
CASE/NAIS (Named Faculty Star CASE/NAIS 2009 & 2010)
New England Association of Catholic Development Officers
New England Association for Healthcare Philanthropy
Planned Giving Group of Central Mass
Planned Giving Group of New England
State Street Global Advisors Summer Seminar
Women in Development Greater Boston
Women in Philanthropy of Western MA

BOARD AND COMMUNITY AFFILIATIONS

Impact 100, *Founding Member*, October 2016 - present
Governor's Academy, *Parent Fund Volunteer*, September 2015 - present
Phillips Academy Andover, *Parent Fund Volunteer*, September 2013 - 2014
Temple Emanuel Andover, *Endowment Committee*, 2013 - 2015
North Andover Lacrosse, *Girls Program Director*, 2010 - 2015
North Andover Lacrosse, *Coach* 2008 - 2015
Bowdoin College, *Class Agent, Special Gifts Chair, and Reunion Committee*, 1989 - present
Lawrence Boys & Girls Club, *Metrolacrosse Intramural Coach*, 2011 (Rookie of the Year)
North Shore Vipers Hockey, *Coach* 2009 - 2011
The Friday Forum, *Board Member*, 2008 - 2012
Sidney J. Watson Fundraising Committee, *Capital Campaign Volunteer*, 2006 - 2009
Planned Giving Group of New England, *Executive Board Member, Membership Chair*, 2003 - 2006
Andover Hockey Association, *Coach* 2004 - 2006
Women's Sports Foundation, *Advisory Board Member*, 1995 - 2005
Alumni Alliance of Greater Boston Independent Schools, *Program Committee Officer*, 1995 - 1996

EDUCATION

Boston University, Certified Financial Planners course work, 1997 - 1998

Bowdoin College, A.B. in Government and Classics-Archaeology, 1989
Varsity Ice Hockey (1985 - 1989), *Co-Captain*, 1988 - 1989
Varsity Soccer (1985 - 1988)

Buckingham Browne & Nichols School, 1985