

## ***Developing a Successful Fundraising Organization***

*This unique seminar is designed for heads of school to develop practices, policies and procedures that will strengthen the organization's fundraising effectiveness. This workshop is critical to properly training your board, volunteers and staff to be confident, effective fundraisers. Through presentation, role playing, sharing of best practices and social interaction, you will gain practical tactics to apply immediately; policies, procedures and techniques to implement at your school; and a network of like-minded peers you can call upon throughout your career.*

*Participants will examine the latest trends and best practices in fundraising and philanthropy and will be able to apply information to their individual settings.*

### **Peter Gallo, Ph.D., Director of Development, The Landon School**

Peter served Lynn University from 1993-2002 in the capacity of Director of Graduate School Admission and Associate Director for Development. After completing his service to Lynn University, Peter assumed the position of Director of External Relations at The Forman School in Litchfield Connecticut. Peter held that position from 2002-2004. Peter joined Saint Andrew's School in 2004 as Director of External Relations and Associate Headmaster for Development. Collectively, Peter has secured over \$100 million dollars in operating, capital, and endowed programs to support the advancement of education. Peter is currently the Director of Development at the Landon School in Bethesda, Maryland.

Peter has been recognized by both the Council for the Advancement and Support of Education (CASE), and the National Association of Independent Schools (NAIS) for his service in the field of both higher and K-12 independent school education. Peter served as the CASE/NAIS 2014 conference chair. In addition, Peter actively serves the Florida Council for Independent schools (FCIS) as a frequent presenter and accreditation evaluator. Peter served on the Educational Advisory Board at Lynn University and the Board of Directors of the Greater Boca Raton Chamber of Commerce. Peter holds a Bachelor of Arts in Psychology, a Masters in International Management, and a Doctor of Philosophy in Leadership and Education. Peter's and his wife Meredith have two sons, Lucas and Bryce.

### **Additional Information**

Participants will earn 5 CPE credits.

Field of Study: Finance

Prerequisites: Basic knowledge of independent school finances Advanced Preparation: None

Program Level: Update

Delivery Method: Group Live