

Summary

Accomplished development professional with over ten years of experience in fundraising. Broad range of skills including major and planned gift work, training and leading staff and volunteer fundraisers, creating motivational marketing and communications, and developing long-term fundraising strategies. Focused on building strong donor relationships to help organizations fulfill their missions, and increase capacity over time.

Experience*Kris Willcox Consulting**March 2008 – present*

Providing planned giving and general fundraising expertise to nonprofit organizations, with a special focus on the needs and challenges of smaller organizations. Projects have included design and implementation of new planned giving programs, enhancement of existing programs, crafting donor proposals for planned and major gift prospects, creating marketing materials and other communication pieces, developing new campaign strategies for planned gifts, and writing of gift policy and procedure documents.

- Current clients: National Wildlife Federation, Union of Concerned Scientists, Simmons College, Tufts University, Cotting School (Lexington, MA), Unitarian Church of Winchester, MA

*Simmons College**July 2004 – February 2008*

- Associate Director of Planned Giving (November 2006 to February 2008)
- Assistant Director of Planned Giving (July 2004 to October 2006)

Core achievements and responsibilities:

- Managed portfolio of 125 donors and prospects in New England and north Florida. Closed six-figure life income gifts, stewarded bequest intentions of \$1 million+, cultivated major gifts and worked closely with major gifts, annual fund and stewardship teams.
- Managed the PG marketing program, including the creation of a new marketing series, "This is *my* legacy for Simmons."
- Offered trainings and created training materials for Advancement Department, major gift officers, and alumnae/i constituency
- Implemented a comprehensive bequest program with significant increase in new bequest notifications and inquiries, as well as re-engagement of current donors
- Created new infrastructure for pending estate administration and stewardship for families and advisors of bequest donors

- Development Committee (chair), Executive Committee and ad hoc hiring committees for Development Director and Executive Director searches.

Education

Simmons College

Master of Arts, English Literature, 2009

University of Utah

Bachelor of Arts with honors; English, 1998

Exchange student, Leiden University (The Netherlands), '96-'97 academic year

Editor of undergraduate literary journal, *Shades*

Presentations and Publications

Big-shop Planned Giving Strategies for Small Shops, Association of Fundraising Professionals, Massachusetts Chapter, Fall 2011 Conference

Bequest Giving Should Be Part of Every Nonprofit's Fundraising, Wednesday Report, www.massnonprofit.org, August 2011

Professional Affiliations/Memberships

- Planned Giving Group of New England; volunteer mentor
- Women in Development, Greater Boston; planning committee for Institute for Nonprofits
- Nonprofit Consultants Network