

Ron Schiller – *“Authentic Communication”*

Giving is personal, and our communication with donors must be authentic. Building belief, confidence, and strong bonds of trust involves openness while avoiding “institution-speak” and avoiding perils presented by our own biases and those of donors. We’ll discuss a variety of actual challenging situations faced by development professionals as well as recommendations on how to prepare for the pleasures and perils of human discourse in fundraising.



Ron Schiller, Founding Partner and Principal Consultant, is a nationally recognized advisor to presidents and boards and an expert in the leadership of social profit organizations. His 23-year career in fundraising included 17 years as a member of executive leadership teams, and he has served on boards of social profit organizations for more than 25 years.

Since 2011, he has focused his attention on executive search and consulting in areas related to financial stability and growth, including fundraising, strategic planning, financial planning, governance, and executive leadership.