



*Michael Wagschal, Senior Institutional Sales Director, Managing Director – Senior Philanthropic Specialist*

Michael is the Senior Institutional Sales Director for the West Coast for U.S. Trust Philanthropic Solutions. His role is to assist the firm and its advisors when establishing business relationships with nonprofit institutions involving foundation and endowment management. He also works with the firm's high net worth clients on their philanthropy.

Michael's 30 years philanthropic involvement has extended from being Development Director at the American Heart Association, Maryland Division to Vice Chancellor for Planned Giving for the University System of Maryland Foundation. He has worked at such nationally recognized institutions as The American Cancer Society, California Division and Scripps Foundation for Medicine and Science in La Jolla. Throughout his career he has held leadership positions for endowment and planned giving growth. He has served as the president of the Planned Giving Roundtable of San Diego and has been a board member on numerous nonprofit organizations such as Heritage Point Home and The American Cancer Society. Michael is a founding board member of HALO, a nonprofit providing scholarships for speech therapy for Autistic Children.

He is a frequent speaker on philanthropic trends and issues presenting at such conferences as The Stanford University Philanthropic Forum, The Western Regional Planned Giving Conference and the Jewish Federations of North America's General Assembly, as well as being quoted in The Chronicle of Philanthropy, the Los Angeles Times, the Washington Post and the Orange County Business Journal. Michael holds a BA from the University of Maryland.