

Lani Starkey, JD, LLM* is the founder of Fifty Rock Consulting, LLC and a nationally-recognized philanthropic planning expert. He is an accomplished consultant, fundraiser, tax attorney, former CPA*, professor, coach, and presenter. As a popular and sought-after trainer, mentor, and speaker, Lani frequently presents at conferences and meetings across the country on innovative fundraising strategies as well as traditional development best practices.

He is also an Adjunct Professor at the Shidler College of Business at the University of Hawaii at Manoa, where he teaches a course in tax and estate planning to graduate and undergraduate business students.

During his career, he has advised CEOs, business owners, university presidents, deans, professors, doctors, judges, librarians, scientists, lawyers, accountants, investors, K-12 educators, financial planners, celebrities, homemakers, retirees, and many more.

Previously, Lani was Associate Vice President at University of Hawaii Foundation where he led the Principal Gifts and Estate and Gift Planning departments. In his Foundation role, he was a lead gift strategist and partnered with academic leadership, a large team of development staff, and professional advisors to achieve innovative, high-impact, donor-centric solutions. During his tenure at the Foundation, Lani directly helped raise over \$150,000,000, which notably made him the most productive fundraiser in the Foundation's history. In addition, he also led a fundraising department that raised another \$50,000,000. This \$200,000,000 of gift production was approximately 20% of the total amount raised by the Foundation over the last 30 years.

Prior to the Foundation, Lani was a Vice President and Staff Attorney at Crescendo Interactive Inc. His responsibilities included teaching over 30 tax seminars each year, consulting with nonprofits and professional advisors nationwide, and researching and writing tax articles. During this time, he became a prolific estate and income tax advisor, a dynamic presenter, and a well-respected planned giving expert.

Lani earned his LLM in Tax from the University of Florida's Graduate Tax Program, his JD cum laude from Pepperdine University School of Law, and his BBA in Accounting from Texas State University. He passed the California Bar exam and all four parts of the CPA exam on his first attempt. Lani is a member of the State Bar of California, Hawaii Estate Planning Council, Hawaii Planned Giving Council, and the National Association of Charitable Gift Planners.

**Lani does not practice law or public accountancy in the state of Hawaii. Currently, he has an inactive CPA license (Texas) and active attorney license (California).*