



**Laura Alexander, MA, CFRE:** Consultant, Executive Director, Development Director, Program Director, Board member and volunteer. Over a 24-year career, Laura has worked in just about every non-profit capacity. That experience—and the unique perspective that comes with it—is the cornerstone of her consulting practice. Laura’s clients know that she gets where they’re coming from—their strategic challenges, organizational issues and development goals—and is dedicated to their success. She asks the important questions, and listens well, to give her clients the best advice, determine the best strategies, and find the best solutions.

**Jenny Carrillo, MA, CFRE:** When it comes to fund development, non-profit governance, and strategic planning, Jenny Carrillo is a one-woman wellspring of insight, knowledge and enthusiasm. With 24 years of non-profit experience, there is perhaps no one more capable at getting right to the core issues, assessing strengths and limitations, identifying challenges and opportunities, and integrating everything into a coherent—and do-able!—plan. Clients value her integrity, forthrightness and fervent support. And with that silver-bullet combination so prized in the non-profit world—a keen intellect and a big heart—Jenny offers solid and perceptive advice to help her clients grow, perform and exceed their expectations.

Laura and Jenny are founders and partners of the Tucson based consulting firm, **Alexander | Carrillo Consulting**. They specialize in non-profit organizational development with an emphasis in board development, strategic planning, fundraising and training. While they bring unique strengths and perspectives to their work together, they share many of the same credentials and education.

**Both Laura and Jenny:**

- Earned Masters degrees in Philanthropy & Development through St. Mary’s University of Minnesota;
- Achieved the Certified Fund Raising Executive (CFRE) credential;
- Are Past presidents of the Association of Fundraising Professionals (AFP), Southern Arizona chapter;
- Were recognized by the Southern Arizona AFP Chapter as *Outstanding Fundraising Professional* (Jenny in 2006, and Laura in 2012).
- Are BoardSource Certified Governance Trainers.

Together, Laura and Jenny have consulted over 100 nonprofit organizations, from grassroots, founder-led start-ups to mature community institutions. For more information about Laura, Jenny and their firm, visit [www.do-good-better.com](http://www.do-good-better.com).

Excellent professional counsel & education advancing our community’s non-profit organizations.  
Capital Campaigns | Fundraising Strategy | Board Development | Strategic Planning