



Tom Wilson

Tom Wilson is Vice President and Western Regional Manager of Campbell & Company, and the author of *Winning Gifts: Make Your Donors Feel Like Winners*, published by John Wiley & Sons in 2008 with the sponsorship of the Association of Fundraising Professionals (AFP) Publishing Committee. Tom provides fundraising training at conferences throughout North America and is a certified facilitator for Peter Drucker's The 5 Most Important Questions self assessment tool. Tom also writes articles on his website, www.MajorGiftsGuru.com. He started his consulting and fundraising career over 25 years ago, building successful campaigns from inception, reinvigorating stalled initiatives and leading board and staff training summits. He is relied upon by nonprofit leaders to guide them in managing their organizations and inspiring their board members to realize their potential as fundraisers. Tom frequently presents at conferences for the Association of Fundraising Professionals, the Association for Healthcare Philanthropy, and Philanthropic Services for Institutions.

Prior to joining Campbell & Company, Tom served for ten years as president of his own consulting firm, Wilson & Associates. Earlier positions include the vice president of development at the Oregon Graduate Institute of Science & Technology, vice president for development at the Phoenix Symphony, director of corporate and foundation development at Field Museum of Natural History in Chicago and general manager, chief fundraiser and assistant conductor of the Lake Forest Symphony in Illinois. He began his fundraising career as an endowment campaign consultant for the Ravinia Festival (summer home of the Chicago Symphony) in Highland Park, Illinois.