

Julia S. Emlen  
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### **Areas of Expertise**

Program audit and planning, strategic planning, development communications, gift club and other program evaluation, planned giving stewardship, campaign planning for stewardship

### **Work Experience**

Director of Development, Community MusicWorks, Providence, Rhode Island  
Principal, Julia S. Emlen Associates, Seekonk, Massachusetts  
Executive Director, Advancement Services, Brown University, Providence, Rhode Island  
Director of Nursing Education, Women and Infants Hospital, Providence, Rhode Island

### **Selected Presentations and Publications**

CASE Conference on Stewardship and Donor Relations  
CASE District I, II, IV Conferences  
ADRP International Conference  
Association of Fundraising Professionals, Massachusetts Chapter  
Association of Governing Boards  
Massachusetts Nonprofit Network

Selected workshops:

*Stewardship as an Institutional Priority*  
*Stewardship at the Campaign Crossroads*  
*Writing for Development*  
*Getting from Best Practices to Next Practices*  
*Meaningful Donor Recognition: Building Affinity Across the Giving Spectrum*  
*Julia Emlen's Ten Secrets for DIY Assessment*  
*Re-Imagining Gift Clubs*  
*Planned Giving Stewardship and Donor Relations*  
*Getting to Yes: Learning to Ask for Money in Five Easy Steps*

*Intentional Stewardship: Bringing Your Donors to Their Highest Level of Philanthropy* (CASE Books, 2006)

"Steering Through Stewardship," *CASE Currents*, December 2009

*Stewardship and Donor Relations Blog*, Marts and Lundy, Inc., 2013-

### **Professional Affiliations and Recognition**

CASE Educational Partner  
Association of Donor Relations Professionals  
Association of Fundraising Professionals

CASE Crystal Apple Award for Teaching Excellence

### **Education**

BA, English Literature, University of New Hampshire  
BSN, Nursing, Boston University  
MS, Nursing, University of Rhode Island

### **Volunteering**

Chair, Board of Directors, Center for Northern Woodlands Education