



**JON THORSEN**  
jthorsen@TNC.org

**AREAS OF EXPERTISE**

Donor Relations programs, Individual donor stewardship

**WORK EXPERIENCE**

Director of Advancement Services, The Nature Conservancy, 2007-

Vice President of Strategic Solutions, Kintera, 2005-2007

Director of Development Resources, American Red Cross, 2000-2005

Director of Development Research, Princeton University, 1994-2000

Director of Development Services, Lake Forest College, 1987-1993

**SELECTED PRESENTATIONS**

ADRP Annual Conference, 2007

*Connecting the Dots: Stewarding Our Donors & Members*

*Is All Stewardship Local?*

APRA, 2008

*Personalizing Communications to Advance the Donor Relationship*

APRA Regional, 2008

*Effective Donor Stewardship*

**SELECTED PUBLICATIONS**

“Relationships Take Two: Donor-Centered Stewardship” (with David Lawson), a chapter of *People to People Fundraising*, John Wiley & Sons, 2007

**PROFESSIONAL AFFILIATIONS AND RECOGNITION**

Association of Advancement Services Professionals

chair, Best Practices committee; founding member

Association of Donor Relations Professionals

Association of Professional Researchers for Advancement

former board member, former president, recipient of distinguished service award

**EDUCATION**

B.A., University of Wisconsin-Milwaukee

M.L.I.S., University of Wisconsin-Milwaukee