



JON THORSEN
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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