

FUNDRAISING & DEVELOPMENT CONSULTING

SERVICES TO POWER YOUR ORGANIZATION

OUR EXPERTISE YOUR SUCCESS

We have helped our clients raise funds through annual campaigns and fundraising events, while building their staff, board and community relations.

RESULTS HAVE BEEN ACHIEVED THROUGH

- Effective Strategic Planning
- Staff Training
- Direct Donor Contact
- Budget & Financial Planning
- Successful Planned Gift Programs
- Improved graphics presentations



DEVELOP
ENGAGE
IMPLEMENT

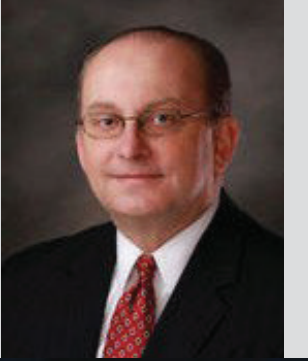
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FYC FRANK YOKE
CONSULTING

- **SUCCESSFUL & INNOVATIVE FUNDRAISING**
- **BUILDING RELATIONSHIPS**
- **COMMITMENT**

OVER THIRTY YEARS OF PROFESSIONAL FUNRAISING AND TEAM DEVELOPMENT

Giving leadership and direction to successful and innovative fundraising campaigns. These successes are a result of my ability to network and engage with the key leadership of the communities that we serve.



ASSISTING ORGANIZATIONS TO REACH THEIR FUNDRAISING AND DEVELOPMENT GOALS

Over my professional career I have firmly held the belief that the goals we strive to attain have been to involve more youth in Scouting's program of character development, citizenship training and physical fitness activities. While we are striving to reach this goal, it is our obligation to ensure that the program offered is the highest quality possible and the financial resources are in place.

SERVICES PROVIDED

- Special Event Planning
- Planned Giving
- Fiscal Management Strategies
- Annual Campaigns
- Donor Development and Solicitation Strategies
- Other services upon request

SUCCESSFUL AND INNOVATIVE FUNDRAISING

Beginning in 1999, I raised more than \$70 million for the Boy Scouts of America. This record included multiple million gifts. Over these past 24 years, success has been achieved through

- effective donor and board member development and recruitment
- strategic planning
- direct donor solicitations
- planned gift strategies for high-net-worth individuals

Successful and innovative campaigns have included FOS, Major Gifts, Endowment, Auctions, Dinners, Luncheons, Popcorn Sales, Sporting Clays Events, Golf Events and Receptions.

BOY SCOUT TITLES

During my career, I have served in a staff leadership capacity for 25 years. I am proud of the fact that more than 25 professionals have been successfully training as a result of my leadership. One former staff member is currently serving as CEO. Six other staff members are serving in key senior management roles (COO, Program/Activity Manager and Director of Camping).

KEY STRENGTHS

- Relationships Building
- Connecting with High Networth Individuals
- Fundraising Event Planning & Execution
- Written and Oral Communication
- Setting Goals & Delivering Results
- Contracts & Competitive Bidding
- Customer Service & Donor Loyalty
- Executive-Level Organizational Skills
- Teaming & Collaboration Skills
- Donor Research