

Ter Molen Watkins & Brandt LLC
Strategies. Solutions. Success.

TW&B Bulletin

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New On Our Website: Arming Solicitors During Uncertain Economic Times



The last few weeks have reminded us how unpredictable and highly volatile the stock market can be. There is no question that this volatility has dampened the confidence of volunteers and professional fundraisers alike in regard to major gift solicitation. Clients of ours have already expressed concern that important fundraising calls are being postponed because of the uncertainty of the markets. For some, it is hard to muster the courage to ask for a major commitment when the elephant of economic uncertainty looms so large in the room. [Read more...](#)

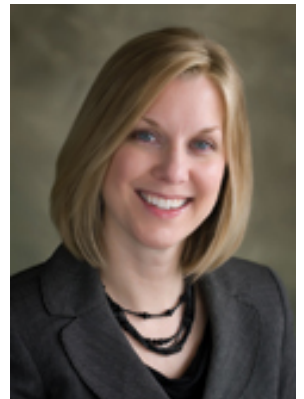
TW&B Links

New Counsel at Ter Molen Watkins & Brandt

Heidi Waltner Pepper, *Vice President*

hpepper@twbfundraising.com

Heidi Waltner-Pepper brings over 20 years of experience in the not-for-profit sector focusing primarily on fundraising, marketing and management for small to mid-size organizations. Prior to joining Ter Molen Watkins & Brandt, she served as Executive Director and Chief Development Officer for the Big Shoulders Fund, a not-for-profit organization that supports inner-city Catholic schools in Chicago, and more recently as Director of Development for the Robert Crown Center for Health Education. Heidi's background as a chief advancement officer for multiple institutions gives her a command of the full range of fundraising programs. She has particular expertise in annual fund planning and corporate and foundation relations.



Donald P. Souhrada, *Vice President*

dsouhrada@twbfundraising.com

Don Souhrada has worked for more than 20 years in development roles for health care, higher education, and associations. Prior to joining Ter Molen Watkins & Brandt, Don worked for two of the nation's top hospitals—the Rehabilitation Institute of Chicago (RIC), where he served as Director of Development creating RIC's grateful patient program and as Director of Major Gifts for the





Current and Former Client List
Who We Are
Principles of Service
TW&B Difference
Fundraising Tips
Nonprofit Resources
Company Brochure

TW&B is proud to add the following organizations to its new client roster:

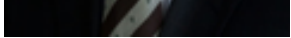
Cleveland Museum of Natural History
Jane Addams Juvenile Court Foundation
KJZZ
Quest Academy
Repairers of the Breach
Shorewood Public Schools

We are proud to welcome back the following organizations to our current client roster:

Preservation Foundation of the Lake
County Forest Preserves
WTMD

Join Our Mailing List

To learn more about the information posted in this email, or to request one of our company brochures, please call **Kirsten Andersen**, Associate Counsel, at 312-222-0560, extension 224, or email her at kandersen@twbfundraising.com.



University of Chicago Medical Center. Don also brings extensive experience using wealth screening tools for identifying top prospects for new and revitalized major gift and grateful patient programs. This expertise combined with significant experience advancing relationships from identification to solicitation, can help not-for-profit organizations of all types develop their major gift prospect pool and convert those prospects into donors.

Loyola University Chicago Celebrates Early Achievement of \$500 Campaign Goal

Loyola University of Chicago has exceeded the ambitious \$500 million mark for its current campaign, *Partner: The Campaign for the Future of Loyola*. The Partner Campaign's success is due to the overwhelming support of alumni, faculty, staff and friends and will achieve many goals for the Loyola community, including: increased scholarship assistance, faculty chairs and professorships and enhancements on each of its campuses with new and improved facilities. Jonathan Heintzelman, *Senior Vice President of Advancement at Loyola University Chicago*, and a longtime client of Clyde Watkins, oversaw all campaign activity. The Loyola community celebrated this well-deserved success at its annual Founders Dinner in June at the Loyola University Chicago Lake Shore Campus. TW&B is proud to have assisted Loyola University in the creation and undertaking of this important campaign.

North Park University Launches Campaign North Park

On June 4th, North Park University publicly launched Campaign North Park—the largest comprehensive campaign in its history—with a \$57 million goal to build a state of the art Science and Community Life Building, increase funding for scholarships, support Chicago-based academic programs, and ensure a strong annual fund. Led by co-chairs David Helwig and Dr. G. Tim Johnson, over \$50 million has been raised to date. The centerpiece of the campaign, the Science and Community Life Building, will provide labs and classrooms for North Park's high-performing science and medical programs, as well as gather all student services together to better serve the diverse community. TW&B has been honored to serve as campaign counsel during this inspiring endeavor. To learn more about the campaign, visit: <http://www.northpark.edu/campaign>.

TW&B Counsel Chairs 2011 Philanthropy Forecast

The Development Leadership Consortium's 2011 Philanthropy Forecast, *Measurement or Myth: Accountability*

in Fundraising will be held on October 21st, from 8:30-10:00am at the Museum of Contemporary Art, 220 East Chicago Avenue. Panelists Jason Saul, *CEO of Mission Measurement*, and Adele Simmons Ph.D., *Vice Chair and Senior Executive of Metropolis Strategies*, will discuss the merits and challenges of measuring the outcomes of not-for-profit programming. Jamie Phillippe, *Vice President for Development and Donor Services at The Chicago Community Trust* will moderate the conversation. Kirsten Andersen, *Associate Counsel at TW&B*, is chairing the Forecast. For more information and tickets to the event, please visit: <http://chicagodlc.org>.