

## **Nora Kyger**, *Senior Vice President*



Nora Kyger offers clients twenty years of institutional advancement, management and marketing experience. With a unique combination of not-for-profit fundraising and management, and for-profit marketing and consulting, Nora has a strong expertise in linking fundraising to operational health and market position. She brings that expertise to bear in her consulting work focused on capital campaigns, development audits and launching new fundraising initiatives.

Prior to joining Ter Molen, Watkins & Brandt, Ms. Kyger's not-for-profit experience included 15 years in development and non-profit management including corporate and foundation relations, major gifts, Board development, capital campaigns, marketing and finance. Starting as an assistant director of corporate relations for Illinois Institute of Technology, Nora was responsible for increasing levels of fundraising and management. Most recently, she was the Associate Director of the IIT Institute of Design, the largest full-time graduate design program in the US. As Associate Director, she led development, marketing, finance, enrollment and operations. During her tenure at IIT she developed the Institute of Design's corporate-funded research program (the first of its kind); led the final phase of its successful capital campaign; launched a marketing and communications initiative, and improved the Institute's overall financial results.

Supplementing her development experience, Nora was a management consultant with AT Kearney, focusing on marketing strategy. She worked for clients in China, Indonesia, India, Mexico and the U.S., including the World Bank, Toyota, 3M, the Government of Mexico, and the Illinois Department of Tourism.

Nora leads the Annual Fellows Program of the Development Leadership Consortium, which introduces new development professionals to the philanthropic community in Chicago. She is also a member of AFP and Women in the Development Profession, and is an advisor for *toca*, a brand and product strategy firm in Chicago.

Nora has a Bachelor of Fine Arts from the School of the Art Institute of Chicago, and a Master's in Chinese Studies from the University of Michigan. She also has taken MBA coursework from IIT's Stuart School of Business.

