

Donald P. Souhrada, *Vice President*



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 University of Chicago Medical Center. Previously, while serving as Chief Development Officer of the Sigma Alpha Epsilon Foundation, Don drove the annual fund to new levels of success, built a distinguished board, and led the creation and launch of a \$28 million campaign.

His work in development at nationally-ranked public and private universities—the University of Iowa, Indiana University, the University of Maryland and Butler University—covered the spectrum of fundraising activity from annual fundraising to major and planned giving. In addition, since 1995, he has worked independently as campaign counsel on more than 50 fraternal campaigns ranging from \$500,000 to \$7.5 million and totaling more than \$115 million in funds raised.

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.

With a Bachelor of Science degree in Journalism and Public Relations from the University of Iowa, Don lives in Evanston, Illinois with his wife, Jenny.

