

## DOUGLAS A. DILLON, CFRE

Doug Dillon is Chief Executive Officer of Jerold Panas, Linzy & Partners— one of the nation's most highly regarded firms in the field of campaign services and financial resource development. A major force in the industry, the firm has offices in Chicago, and Boston. Since its founding in 1968, the firm has served over 4000 client institutions.

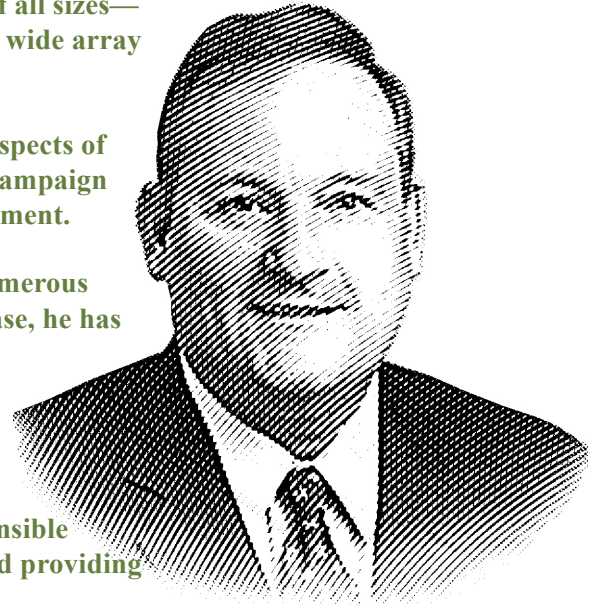
He has been actively involved in the management of nonprofit institutions for over 25 years. He returned to the firm after serving as President of the Catholic Health Initiatives Colorado Foundation. He was responsible for the leadership and fundraising of eight hospitals.

Doug serves as a fundraising consultant for organizations throughout the United States, Canada, and Australia. This includes a variety of institutions of all sizes— medical centers, hospitals, universities, colleges, YMCAs, and a wide array of social service agencies.

He brings to his position remarkable experience in driving all aspects of fundraising programs. His contributions include preliminary campaign design and direction, strategic planning, and campaign management.

Doug has personally directed and now provides oversight to numerous capital campaigns for institutions in North America. In each case, he has exceeded the established goal.

In addition to being a campaign and development program specialist, he has particular experience in conducting board retreats, development audits, strategic planning, and feasibility studies. As the Chief Executive Officer for the firm, he is responsible for the supervising of campaigns, development consultation, and providing direction for client services.



Mr. Dillon serves as Dean at the Association for Healthcare Philanthropy's Madison Institute in the Capital Campaign and Major Gift Tracks. The Institute is a partner with the University of Wisconsin's Graduate School of Business and is recognized as one of the premier educational experiences available in the fundraising world. He also was Dean for Madison Down Under, associated with the Fundraising Institute of Australia.

Additionally, he is a regular presenter at AHP and AFP district and international conferences. His presentations consistently bring the highest ratings. He is Dean of Capital Campaigns for the Institute for Charitable Giving.

Douglas Dillon brings special and sensitive insight to his projects. He has an inimitable ability in motivating, challenging, and training staff and volunteers. His past and current clients attest to his professionalism, enthusiasm, and an insatiable appetite to win. It is infectious and marks everything he does.