

JUDITH E. NICHOLS, Ph.D., CFRE
1420 NW Lovejoy, Suite 608 Portland OR 97209 USA
Phone & Fax: (503)478-9631 E-mail: judnich@aol.com

Vitae - Summary

Judith Nichols is a development practitioner, author and consultant with a variety of not-for-profit clients across the USA, Canada, Australia, South America, the United Kingdom, and Europe. A highly respected researcher, trainer and presenter, she specializes in helping organizations understand the implications of our changing demographics and psychographics on fund raising, marketing, and membership. Dr. Nichols has been a featured speaker and trainer at numerous conferences, workshops, and symposia.

Her latest book is **Pinpointing Affluence in the 21st Century** (Bonus). She is the author of **Transforming Fundraising, Lessons from Abroad: Fresh Ideas from Fund-Raising Experts in the United Kingdom**, **Global Demographics: Fund Raising for a New World** and **Growing from Good to Great: Positioning Your Fund Raising Efforts for BIG Gains** as well as **Pinpointing Affluence: Increasing Your Share of Major Donor Dollars**, **Targeted Fund Raising: Defining and Refining Your Development Strategy**, **Changing Demographics: Fund Raising in the 1990s** and **By the Numbers: Using Demographics and Psychographics for Business Growth in the 1990s**. Her books are part of the Association of Fundraising Professional's Heritage Collection. Dr. Nichols is the editor of *New Directions in Philanthropy*, a newsletter. She was a regular columnist for *Contributions Magazine* for eight years and currently serves on the International Editorial Board for the *Journal of Nonprofit and Voluntary Sector Marketing*.

She has more than thirty years of fund raising and marketing experience, working with higher education as well as with arts and cultural, health-related, human benefit and social service, membership, and youth organizations. Clients include: American Cancer Society, American Heart Association, American Lung Association, American Red Cross, Girl Scouts of the USA, Mercy Corps International, the National Society for the Prevention of Cruelty to Children (UK), the Presbyterian Church (USA) Foundation, the Royal National Lifeboat Institute (UK), The Salvation Army, and Volunteers of America.

Dr. Nichols served as President of the Vancouver National Historic Reserve Trust in the state of Washington and as the Chief Development Officer for the Salvation Army, Cascade Division; as Vice President for Development at Portland State University, Oregon, and headed development efforts at Wayne State University, Detroit, and at the New Jersey Institute of Technology. While at Wayne State, her development program received the silver medal for "Most Improved Development Program of the Decade" from the Council for the Advancement and Support of Education (CASE).

An active member and certified fund raiser (CFRE) of the Association of Fundraising Professionals, Judy Nichols has served on both the Michigan and Oregon boards. She is listed in Who's Who of American Women and Who's Who in Education. She has been interviewed by several publications including *Advancing Philanthropy*, *Worth Magazine*, the *Chronicle of Philanthropy*, *Canadian Front and Centre*, and the *Irish Times*.