

# Featured Speakers

2010 Academy & Annual Conference  
Navigating Philanthropy



November 3-5 at Marriott-Sable Oaks, South Portland, Maine

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## Karen E. Osborne, President, The Osborne Group

Nationally and internationally recognized as an excellent presenter and workshop leader, Karen will present “Creating a Culture of Philanthropy and Stewardship.” She has taught a wide variety of fund raising, management, and marketing topics at hundreds of conferences and private sessions. CASE awarded Karen the Crystal Apple for Outstanding Teaching and Public Speaking. She receives invitations from all over the United States and the world including Australia, South Africa, Europe, and Canada to make presentations and consult with colleges, universities, health organizations and national and local not-for-profits. Karen’s teaching is backed by firsthand experience. For 18 of her 32 years in the business, Karen led outstanding philanthropy operations and successfully managed campaigns as large as \$200,000,000. As a consultant and campaign counsel, her experience is wide and varied including health, education, arts and social service institutions helping organizations achieve campaigns as large as \$500,000,000 and as small as \$5,000,000. Often quoted in authoritative articles, Karen has also published articles and book chapters. Her training includes in-person workshops and seminars, web-based workshops and interactive workshops via live television as well as video and audio conferences. The Osborne Group, Inc. is a full service management and consulting firm. Karen’s practice focuses on campaign and major gift consulting, board development and training, CEO and CDO coaching, strategic planning and staff training and development. CEO and CDO coaching, strategic planning and staff training and development.

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## Paul E. Sheff, President, Catholic Memorial School

In “Thoughts on the Future of Advancement,” Mr. Sheff will examine four trends that are certain to affect (indeed, have already affected) philanthropy. These are: the shifting of wealth, the emergence of new types of philanthropists, digital communication and the rapid rise of social networking, and the interplay of vision and brand. He recently presented his insights on these trends at the closing plenary session at the Europe Schools Conference at Oxford University in the UK. He has been a leader in philanthropy for more than 30 years. He has held positions at **Kimball Union Academy** in Meriden, NH, **Dartmouth College Thayer School of Engineering** in Hanover, NH, the **College of the Holy Cross** in Worcester, MA. He has led successful capital, annual, alumni relations campaigns, including Dartmouth’s *Will To Excel* campaign, which raised \$568 million. Paul has taught at and chaired the CASE (Council for Advancement and Support of Education) Summer Institute in Educational Fund Raising. He has addressed gatherings of the Association of Fund Raising Professionals (AFP); the Planned Giving Group of New England (PGGNE); the Jesuit Advancement Association (JAA); the National Association of Independent Schools (NAIS); the CASE Europe Schools conference in Oxford, England; and various United Way groups. He was on the faculty of the first Asia Pacific Symposium on Institutional Advancement in November of 2000. Paul has received CASE’s Steuben Crystal Apple Award for outstanding teaching. Currently he is chair-elect of the board of trustees of CASE. He has also served CASE as chair of the commission on philanthropy, and chair of an ad hoc committee charged with recommending changes to campaign reporting standards.

