

Resume of JOHN G. FIKE, CFRE

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EMPLOYMENT HISTORY AND ACHIEVEMENTS

2007 to Present: Part-Time Faculty for Eastern Michigan University, Political Science Dept.

Part Time Faculty teaching in the Nonprofit Minor of the MPA Program

“Foundations and Philosophy of the Nonprofit Sector in the United States” – Fall Semester each yr.

Teaching both graduate and undergraduate sections of this course

“Fundraising for Nonprofit Success” – Winter Semester each yr.

Teaching both graduate and undergraduate sections of this course

1997 to Present: Philanthropy Solutions, LLC, Ypsilanti, MI

Owner and President

- Provided consultant services to 150+ charities, financial and estate planners and donors in Michigan
 - Strategic planning
 - Leadership development
 - Management techniques
 - Planned and major gift fund raising
 - Annual fund, and capital campaign fundraising
- Provided multi-media production services for nonprofit clients and has
 - Produced award-winning CD training programs for Elected Officials for the MI Municipal League
 - Produced numerous fundraising aids and videos for a variety of clients
- Regular Instructor for Professional Growth Training for Association of Fundraising Professionals
 - Both Detroit Chapter and National Conference
- Regular Instructor in a variety of fundraising topics for the NEW Center, Ann Arbor, MI
- Regular Instructor in fundraising topics for Michigan Nonprofit Association

1992 to 1997: Detroit Institute of Arts Founders Society, Detroit, MI

Associate Director of Development for Planned and Major Gifts

- Started the Planned/Major gift program from the ground up; including all aspects of planning, budgeting, operations, marketing, donor research, cultivation and solicitation, gift administration and reporting
- Secured \$30 million in planned/deferred gifts in 5 years within metropolitan area
- Directed major sections of highly successful capital campaign for \$27.2 million including the Board of Directors and auxiliary components
- Marketed planned gifts through direct mail, newsletter, personal visits, estate planning seminars and regular contact with estate planning professionals
- Recruited volunteer planned giving advisory council for program guidance
- Established recognition program for over 1000 donors; including donor wall
- Created strong planned gift marketing and prospect generation program

1986 to 1992: The Salvation Army Eastern Michigan Division, Detroit, MI

Director of Planned Giving

- Secured \$10.5 million in planned/deferred gifts in 5 years in statewide effort.
- Assisted major sections of \$5 million campaign for camp building + renovation

- Recruited, trained and directed the work of two associates and support personnel
- Recruited volunteer planned giving advisory council for program guidance
- Established recognition program for over 300 donors; including donor wall
- Created strong planned gift marketing and prospect generation program
- Conducted 36 public estate planning seminars in 4 years
- Established and maintained appropriate databases of contributors, prospects, volunteers and estate planning professionals

1988 to 2003: The United Methodist Foundation of the Detroit Annual Conference,

Executive Director – part-time position for 15 years

- Trained 2000 volunteers/staff in endowment set-up and marketing, endowment fund investing, and the uses of charitable gift and estate planning for endowment building. Achieved the creation of 254 Endowment funds in Eastern Michigan.
- Used strategic planning, professional management, marketing and product development principles in directing 23 volunteer Commissioners in the re-structuring of this Methodist church body
- Supervised the management of \$17 million dollars in endowment funds for local churches

1981 to 1986: The Center for Parish Development, Chicago, IL

Director of Marketing and Development

- Carried major responsibilities for marketing the Center's research, consultation and major intervention products
- Engaged clients in strategic planning, leadership development and systemic management practices that enhanced organizational functioning and effectiveness
- Co-authored manual on estate planning, management and distribution
- Taught workshops in stewardship and fund raising, strategic planning, and systemic management for many institutional clients

1977 to 1982: New Day Enterprises, Chicago, IL

President and Owner of this furniture design and production company

- Owned, operated and expanded this furniture production company both in home products and in products for business and industry
- Supervised seven employees in all aspects of furniture design and production

1974 to 1977: Insight! Inc., Chicago, IL

Account Executive and Producer of this multi-media company

- Generated new sales of multi-media production among charitable clients such as the ABA, ACCP and ASCP
- Expanded this production company in the areas of animation, typesetting and photography within three years, enhancing in-house capability

1969 to 1974: General Board Church of the Brethren, Elgin, IL

Communication and Stewardship Executive for national church

- Initiated and expanded multi-media production program to enhance denomination's ability to communicate with its national constituency
- Developed a wide range of multi-media products including documentary films, cassette tape series, phonograph record study and news packages, slide and tape promotional kits and the like

EDUCATION

- Juniata College, B.A., Philosophy, 1965, education self-financed
- Bethany Theological Seminary, M.Div., Theology, 1969, self-financed
- Direct Mail Marketing Courses, 1981-2, DMMA, Chicago, IL

- Advanced Consulting Skills, 1982, Center for Parish Development, Chicago, IL
- Strategic Planning & Organizational Development & Leadership Development, 1982-3, Center for Parish Development, Chicago, IL
- Political Organization Fund Raising, 1982, Democratic National Committee
- Planned Giving Institute, 1983-5, Robert F. Sharpe Co., Memphis TN
- Conrad Teitell Planned Giving Course, 1986, Teitell and Prerau Assoc. Inc.
- NSFRE National Convention seminars and Local seminars 1987-1996, 1998-99
- Christian Management Institute Seminar, 1991, Chicago IL
- National Planned Giving Conferences 1991-94 and 1996-97
- International Conferences on Gift Annuities, 1992 and 1995
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PROFESSIONAL GROUPS / WRITING / SEMINARS / CONSULTATION / CERTIFICATION

- Association of Fundraising Professionals (AFP, formerly NSFRE) Certification since 1983; total of 30 years in fund raising
- AFP Greater Detroit Area Chapter, President-Elect 2007-2008, President 2009, Immediate Past President 2010-2011
- AFP Greater Detroit Area chapter Board of Directors 1992-7, 1999-2000; 2003-2006, head of the Advancement Fund drive 1995-2006.
- National Committee on Planned Giving member 1990-2000; served on the national Education Committee 1995-6
- Planned Giving Roundtable of Southeastern Michigan, member 1993-present
- Member of the Oakland County Financial and Estate Planning Council, 1997-2005
- Wayne State University Course in Fund Raising; taught the Planned/Major Gift section of this year-long course in basics of fund raising 1994-99
- AFP Certification course in fund raising; taught the Planned/Major Gifts section 1995-99 for Grand Rapids, Lansing and Detroit area chapters
- Articles in AFP chapter newsletter 1993-2006 on Planned/Major Gift solicitation, marketing
- AFP taught Seminar on Planned/Major Gifts Solicitation, Feb, 1995, workshop in “How to Ask for Money” in 2004
- AFP Headed the Annual Fund drive for 14 years, 1994 to 2006
- AFP chaired the communications committee and produced chapter Newsletter 2004-2006
- AFP International Conference – Philadelphia, 1998 taught “Measuring Planned Giving Success”
- Board Member, Detroit Artists’ Market, 1997-2000, Capital Campaign Committee chair, 1999-2000
- Leave A Legacy Southeast Michigan regional founder and co-chair, 1997-8
- Seminars taught on a regular basis for local area for the NEW Center in Ann Arbor, Michigan Nonprofit Association, and the Association of Fundraising Professionals, plus numerous United Methodist Churches over 15 years and many charitable organization clients from 1997 thru 2010
 - Endowment set-up and marketing
 - Leadership development seminars
 - “System 4” management techniques
 - Biblical Roots of Stewardship
 - Family Financial Planning and Investment
 - How to Ask for Money and Get It
 - How to Prepare Your Organization for Campaigning
 - How to Set Up and Manage a Planned Giving Program
 - The Place of Planned Giving in Fund Raising
 - The Board’s Role in Fund Raising

- Elements and Strategies of Successful Fund Raising
- Capital Campaign Planning
- Executive Leadership for Capital Campaigning
- Solicitation training for staff and volunteers
- Three Easy Steps to Planned Giving for Your Charity
- Why Multi-Dimensional Fund Raising is More Successful
- The Integration of Program, Marketing and Fund Raising in a Charitable Organization
- How a Charity's "Corporate Culture" can Hinder or Help Fund Raising
- How to Manage the Internal Politics of Charitable Organizations
- How to Install or Change Direction in a Fund Raising Effort

John G. Fike, CFRE 9/5/2012