

## **Douglas Dillon, CFRE**

**Douglas Dillon, CFRE**, is Chief Executive Officer of Jerold Panas, Linzy & Partners. Since its founding in 1968, the firm has served over 4000 client institutions.

Doug has been actively involved in the management of nonprofit institutions since 1988. 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. 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.

Mr. Dillon serves as Associate Dean at the Association for Healthcare Philanthropy's Madison Institute in the Capital Campaign Track. The Institute is a partner with the University of Wisconsin's Graduate School of Business. He is also senior presenter at Madison Down Under—Australia's Principal Training Center. Additionally, he is a regular presenter at AHP and AFP district and international conferences.

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. Douglas serves on the Advisory Board of the Institute for Charitable Giving. He is Dean of the program.

