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Results Group

Fundraising Results for Culture and Causes

“Meeting and working with you has been the highlight of this year for me. You are exactly the right person for me and for my situation, bringing tremendous energy and a sharp drive for excellence to our situation. You have done more than any other person or activity to help me to see and to embrace my potential as a major gifts fundraiser.”

Major Giving Officer, Public Broadcasting Client

“You have been the voice of reason through this long and challenging project, always bringing up key points for consideration and always providing balance to our team. Your input on ratcheting up our cultivation events has been right on target, and your coaching of our strongest volunteers has definitely increased their comfort levels and effectiveness.”

VP Development, Cultural Client

“You are top notch, not only working effectively with my staff and myself but also having a positive working relationship and communication with my Board members.”

Chief Executive, Public Broadcasting Client

“I have gotten more value out of this single hour of coaching with you than from any other source over my 6 years in this job. I am so glad to have you as a resource this year!”

Major Giving Officer, Public Broadcasting Client

“You have consistently delivered real, actionable and customized insight and guidance during our work together, and this has made you as close to an ‘insider’ as a consultant can be. Your substantial knowledge of our specific situation has made you an excellent resource and a trusted partner.”

Chief Executive, Public Broadcasting Client

“We took your advice and completely revamped our donor event as you advised. During the event, we could see immediately how right you were. We got an unsolicited \$15,000 pledge immediately following the event, and donors are actually phoning me to request meetings to discuss their gift decisions. Thank you so much.”

Major Giving Officer, Public Broadcasting Client

“What difference two days makes! I will never look at our gallery walls, our publications or any magazine including our own in the same way again. What a neat pair of eyes you have...thank you for helping us see things so differently.”

Chief Executive, Cultural Client

“Our work with Claudia was without a doubt the best training we have ever received. Her ability to assess our specific needs allowed us to craft new messages toward larger gifts. Prior to working with her, our largest gift was around \$12,000. Now, we just received a \$36,000 unrestricted gift plus a 6-figure gift of property as a planned gift.”

Chief Executive, Public Broadcasting Client

“We are calling to celebrate our very first million-dollar gift, which would never have been possible without your help.”

Chief Executive and Development Director, Public Broadcasting Client

“Claudia helped us to increase our major giving by 200%. Then, when we did our first-ever capital campaign, we brought her back again. And now, as we approach a truly major acquisition, we have engaged her to conduct a feasibility study for our far larger next campaign.”

Development Director, Public Broadcasting Client

“Thank you for your fabulous work today on our Board retreat! We all left energized and motivated to tackle the challenges ahead. There is much to do, and we look forward to continuing to work with you.”

Board Member, Public Broadcasting Client

“I heard nothing but rave reviews from the staff members with whom you worked, and I was impressed with the perceptive comments you shared with us at the close. I very much enjoyed planning these sessions with you and felt that you listened to our ideas and incorporated them well. This training really met our specific needs. Thank you!”

National Fundraising Director, Advocacy Client

“In the past couple of weeks, I completed the cultivation and solicitation process with two donors. One made a gift of \$30,000 and the other a gift of \$100,000. I have thought about and used often the training and advice you provided. Thank you—the work you do has a lasting impact that can probably never be adequately measured.”

Chief Executive, Public Broadcasting Client

“Your analysis of our situation and your advice on how to proceed were extremely helpful. You gave us the objective perspective we needed and couldn’t grasp while we were so busy in the trenches. And you gave us the encouragement to set our sights higher. Thank you.”

Director of Development, Education Client

“Your personable and no-nonsense presentation got quickly to the heart of the matter, and your ability to ‘size-up’ an organization’s strengths and weaknesses was impressive. Your individual ‘coaching’ sessions with our team proved to be so valuable. We got our money’s worth!”

Major Gifts Officer, Advocacy Client

“Thanks once again for your talk last week. I wasn’t sure what to expect and was so pleasantly surprised by the thoroughness, the insights and the passion of your presentation. Your commitment to helping us be better advocates for our organizations certainly shined brightly.”

Revenue Officer, Cultural Client

“You have been indispensable in helping us launch a successful major donor program. You’ve helped our team evaluate our readiness, set ambitious but realistic goals, and then worked with us to implement the program each step of the way. Your expertise and thoroughness are great assets. You really took the time to understand our business and our relationship with donors, and crafted a strategy that worked best for us. We have seen a significant increase in both the number of our higher-level donors and their amount of giving after just one year as a client.”

General Manager, Public Broadcasting Client

“I attribute more than \$1.5 million in new gifts in the past 16 weeks directly to your case for support package for us. It bridges splendidly our work in annual giving, endowments and planned giving, just as prospects need to understand them. It’s a ‘talking’ piece: people are immediately intrigued by it and want to talk about the programs. It really breaks the ice and makes our job easier. Many, many thanks.”

National Director of Major and Planned Gifts, Advocacy Client

“For us, you have been constructive, creative and receptive plus you have provided invaluable benefit as a source of inspiration. Moreover, your role as an objective sounding board for our ideas and proposals has helped us craft ever more refined and fruitful fundraising. Simply put, we could not have achieved our current level of success—award-winning, record-setting success—without your advice and counsel.”

Chief Executive, Public Broadcasting Client

“When we have meetings on our own, we seem to get stuck on the day to day. When you facilitate, you set us on a broader discussion and somehow keep us focused on the bigger picture. We don’t get stuck, and we get far more accomplished.”

Development Officer, Cultural Client

“I can’t thank you enough for your leadership and facilitation of this retreat. I have been on this Board for five years, and this is the most productive meeting of any kind we have held. It wouldn’t have happened if not for your guidance. You clearly have done this before and know what you are doing, and I think all of us responded to that. Thank you!”

Board Member, Education Client

“We were lucky enough to work with you first through a funder-sponsored initiative. It went so well, and you were so terrific, we brought you back to consult with us regarding a capital campaign. Again, you demonstrated superior fundraising knowledge and, most importantly, imparted it with wisdom and a sense of humor that made the experience both successful and highly enjoyable.”

Director of Development, Public Broadcasting Client

“Working with you has been a delight. I’ve felt that your explanations have been clear and your presence friendly and encouraging. Your help in getting the staff to work on long range planning, which is like trying to get cats to walk single file, is appreciated.”

VP Marketing & Development Cultural Client

“I thought you’d like to know about the National Endowment’s interest in the project you did for us, in preparation for our national campaign. Attached is a copy of my letter, providing a copy of your report for their review. Another advocacy organization is also using the findings in developing a similar campaign. Thanks again!”

Development Director, Cultural Client

“Thank you for yet another task undertaken, completed and presented with precision, focus, acute analysis and achievable recommendations...There really is a ‘science’ to building constituencies, and one cannot successfully perform the ‘art’ of it all without the key direction you have so thoroughly presented.”

Director of Marketing, Cultural Client