

CHRISTIANNE MURN

President, Murn & Associates, LLC

River Bank Plaza

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SUMMARY OF QUALIFICATIONS

- Innovative and dynamic philanthropic management consultant for 20 years
- Accomplished in nonprofit long-term strategic planning and restructuring solutions
- Performing organizational assessments as a Certified Diagnostic Clinic Consultant
- Extensive experience in board development and motivating boards to new levels of success
- Skilled in capacity building strategies to strengthen nonprofits
- Unique combination of expertise in all types of fundraising campaigns including capital, major gifts, annual and planned giving, fundraising assessment, planning and training for boards and staff, donor relations, marketing and campaign feasibility studies, and corporate sponsorship
- Committed community volunteer with emphasis on education and disability issues

WORK EXPERIENCE

1987- present Murn & Associates, Milwaukee, WI

President, Nonprofit Management Counsel

Provided a variety of services for nonprofit clients, including the following:

- Performed Diagnostic Clinic organizational assessments, Certified, Nonprofit Management Fund
- Executed board development and capacity building strategies
- Facilitated development of strategic plans
- Directed organizational restructuring solutions based on potential alliances and partnership options
- Supervised fundraising campaigns including annual, major gift, capital and planned giving
- Assessed a variety of fund development programs and proposed long-term recommendations and annual fundraising plans
- Planned and coached the implementation of start-up fund development programs
- Coordinated public/private partnerships
- Designed and implemented corporate sponsorship programs
- Carried out marketing and feasibility studies, membership surveys, environmental scans collecting information by a variety of methods
- Prepared a variety of marketing tools and strategies including case statements, grant writing, sponsorships, repackaging programs to garner annual support, naming opportunities, newsletters

1984 - 1987 Murn Travel, Milwaukee, WI

Sole proprietor, Retail travel agency

- Built a travel business from start-up to \$500,000 business during deregulation of the airline industry—a turbulent time
- Hired and managed inside and outside sales staff

RELEVANT COMMUNITY EXPERIENCE

- BoardStar "Dialogue for Directors" - Facilitator, roundtable discussion on how to engage board directors in fundraising, 2007
- Nonprofit Management Fund - Panel Facilitator, community television, dynamic leadership, 2006
- Mosaic Leadership Participant - advancing race relations in Milwaukee
- Wisconsin FACETS Board Director - statewide organization serving families who have children with disabilities in the educational setting
- Wisconsin State Superintendent's Advisory Council - Deaf & Hard of Hearing
- *FirstFriends* Board of Independence*First* - serving people with disabilities
- Led an effort to create an innovative, national-model school program in Milwaukee Public Schools (MPS) addressing low performance students who are deaf.
- Participated in a variety of school reform initiatives, including serving on the MPS Superintendent's School Reform Committee, MPS Task Force on Children with Special Needs, and facilitating fundraising sessions for the annual Wisconsin Charter School Association conference. Review of MPS IDEA grants.
- Led effort to build an accessible neighborhood playground in a public/private venture with Milwaukee County.
- Coordinated roundtables and facilitated professional sessions covering a variety of relevant and timely topics for the Association of Fundraising Professionals, the Nonprofit Management Fund and Board Star.
- Conducted planned giving & membership development training, Nonprofit Institute, UW-Parkside

EDUCATION

University of Wisconsin-Madison, Madison, WI, B.A., 1980

RECENT PROFESSIONAL DEVELOPMENT

- The New Audit, Consultant's Workshop, BoardStar, 2007
- BoardSource National Conference, 2006
- Internal Revenue Service, Workshop for Nonprofits, 2006
- Grand Victoria Foundation Conference, Dynamic Leadership, 2006
- Nonprofit Management Fund Diagnostic Clinic Consultant's Institute, Certificate of Achievement, Official Diagnostic Clinic Consultant, 2005
- Alliance for Nonprofit Management Conferences, 2002/2005
- Association of Fundraising Professionals, member, ongoing training
- LaPiana Collaborations & Mergers, 2002, 2004
- Donor's Forum of Wisconsin Conferences, 2002/3/4/5/6
- Cardinal Strich Leadership Series, 2003/4
- IEP Seminar on Selling More Sponsorships, 2002