



DINI SPHERIS

Leading by insight • Driven by purpose

Contact **Holly Lang**
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What We Do

For over 50 years, Dini Spheris has been helping institutions realize their major gift and campaign goals. With funds in hand, buildings were erected, endowments grown and programs expanded. Through successful philanthropic campaigns, institutions are able to continue fulfilling their missions, serving their constituents and impacting their communities. Our customized strategies are uniquely crafted to respond to the context and goals of your organization for one purpose: Your success.

Big dreams require bold strategies informed by experience.

Campaign Advance® is an exclusive Dini Spheris service that moves beyond the stop-and-start of traditional campaign planning and provides a seamless transition into active campaigning and advance gift solicitation. More than a focus on "if we can raise the money," this service is built on relationship building and designing bold strategies to raise the money. Campaign Advance is geared toward institutions with strong leadership and a history of campaign success.



Campaign Counsel uses a team-based model to direct operations and achieve transformational results. From leadership coaching to prospect strategies and campaign dynamics, we provide counsel grounded in experience, with fresh insights that move campaigns and institutions to their goals.



Campaign Management provides more than a turnkey approach for your campaign. This service provides a dedicated staff professional that sits in the driver's seat, functioning as a member of your staff to lead your campaign.

Campaign Capacity Building addresses the needs of organizations that are new to major gift and capital campaign fundraising. We structure a program to ensure the essential building blocks are in place to make your organization "campaign ready."

Campaign Planning Study tests more than feasibility. It is a structured process of discovery that includes direct and personal conversations, focus groups and surveys with major gift prospects and potential campaign leaders. The vision, objectives and goals are explored in order to shape a successful strategy and provide momentum to transition into active campaigning.

Campaign Readiness Counsel ensures your vision, case, structure and systems are at the ready. Knowing campaign success is heavily dependent on institutional readiness, we have the expertise to help you set goals, refine objectives, calibrate costs and engage constituents during complex pre-campaign planning.



Major Gift Program Counsel focuses on high capacity donors and provides a more tailored, effective model for reaching your strategic objectives. Designed to address smaller audiences of experienced funders, major gift counseling provides senior level support and donor specific strategies as you set the stage for transformative giving.



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Why Dini Spheris

At Dini Spheris, we know every client is unique, and so are your financial needs and institutional objectives. We consider ourselves more than a fundraising consultant to your nonprofit organization; we're a partner. And we're with you for the long haul – helping you map out your vision and staying with you as you realize your fundraising goals.

Expertise

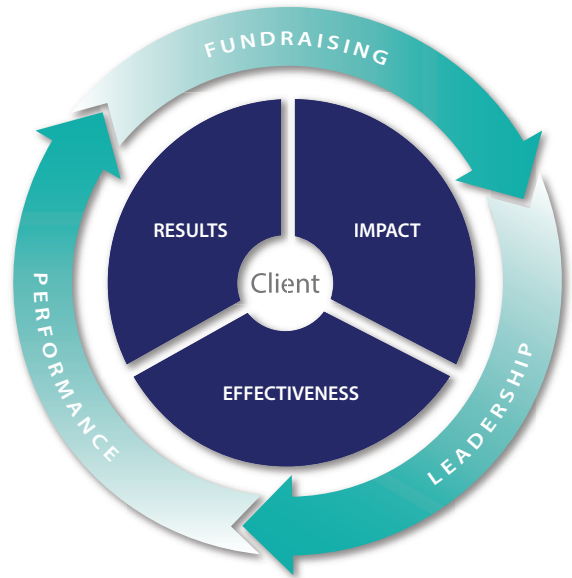
NATIONAL RESOURCES WITH A LOCAL IMPACT

With offices in Houston, Dallas and Denver, we have been impacting the local, regional and national philanthropic landscape for over 49 years. Providing comprehensive solutions and a focus on the building blocks of successful institutions, we optimize your organization's fundraising, leadership and performance -- positioning you for success.

CUSTOMIZED SERVICE DELIVERY

Teamwork is at the heart of how we serve. Building strong, highly skilled teams internally and with our client partners is what makes us a different kind of consulting, fundraising and management firm. Together, our consultants and principals bring over 350 years of nonprofit management and consulting experience. We focus on the uniqueness of your organization and campaign objectives — bringing powerful insights and the imagination necessary to achieve results. Our forward-thinking, trusted counsel is with you all the way.

**When courage,
genius and
generosity hold
hands, all
things are possible.**



Industry Leadership

Dini Spheris has served thousands of nonprofits, resulting in over \$15 billion of national and local philanthropic support for industries which include:

- Health Care & Medicine
- Higher Education, Primary & Secondary Independent Schools
- Human & Youth Services
- Arts & Culture
- Faith-Based Organizations
- Nature & Wildlife

Solutions

Knowing what it takes to ensure an organization's successful fundraising, leadership and performance across all philanthropic sectors, we design our services to transform the impact, results and effectiveness of your institution. The "Spherical Service Model" captures our client-centered, holistic approach to service delivery. For every client, our goals are to make bold differences in your financial results, program effectiveness and mission impact. Let us know how we can help you today!



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“Give me six hours to chop down a tree and I will spend the first four sharpening the axe.”

-Abraham Lincoln

CAMPAIGN LIFE CYCLE:

