

**Abbie J. von Schlegell, CFRE**  
**Principal**  
*A. von Schlegell & Co.*



**Abbie J. von Schlegell, CFRE**, has been in the development field for over 40 years, as a **consultant** with several national firms for half of her career and as a **senior development officer** with four institutions. She has special expertise in **women's philanthropy**.

Abbie held key development positions at **Stanford University** and at **The University of Chicago**. At Stanford, she was the major gifts director for Silicon Valley, the area immediately surrounding the university. At Chicago she directed major gifts in metropolitan Chicago. Abbie also was the Chief Development Officer for both the Shakespeare Theatre Company in Washington, D.C. and for Enterprise Community Partners in Columbia, MD.

She was the 1990 recipient of the **President's Award from the National Society of Fund Raising Executives (now AFP International)** in recognition of her service to the profession. She is the editor of *Women as Donors, Women as Philanthropists*, published in 1993 by Jossey-Bass. This best-selling handbook about women's giving is the second issue in the series *New Directions for Philanthropic Fundraising*.

Abbie held senior consulting positions with Marts & Lundy and Brakeley Briscoe before starting her own advancement consulting firm in 2007.

Her extensive nonprofit experience includes **program planning, capital and endowment campaigns, major gifts programs, strategic planning, increased annual fund-raising efforts, start-up plans and programs, interim management of development programs, leadership development and volunteer and staff training**. Abbie's consulting services range from individual coaching to large group facilitations.

Abbie's clients include leaders in arts and culture, higher education and public policy. She has spearheaded projects for independent schools, religious organizations and health care institutions. She has provided counsel to conservation and human services organizations and associations.

Abbie speaks widely on the subjects of **major gifts, women's philanthropy, capital campaigns and building successful development programs**. She is an Adjunct Professor at Boston University and trains frequently for AFP (Association of Fund Raising Professionals), Blackbaud, Annie E. Casey Foundation, CASE, MA Nonprofit Network and for the Nonprofit Support Center of the Berkshire Taconic Community Foundation.

In addition to her professional expertise, Abbie is an **active volunteer**. She currently serves as a member of the board of the Girl Scout Council of Central and Western MA, the Oldcastle Theatre in Bennington, VT and is a member of the Board of Visitors of Miss Hall's School in Pittsfield, MA.

Abbie is an avid lover of nature.

*Fundraising fits like a glove for Abbie. Raising money is a genuine vocation for her. It's a calling the way some people are called to ministry or medicine. She's very affirming of everyone in the process, so she makes you feel good about what you're doing.*

**Reverend Dr. Peter B. Ives**, Pastor  
**First Churches**, Northampton, MA

*Abbie's vision helped the VA Capitol Foundation expand the scope of our mission beyond preservation matters to include comprehensive educational programs. She made an indelible impact on our mission, educational programs and interactions with major donors. A development consultant should have depth of knowledge, an understanding of what's needed and the ability to reach an audience. Abbie excels at all three.*

**Alice Lynch**, Executive Director  
**Virginia Capitol Foundation**, Richmond, VA