

Meet the facilitator

John Greenhoe, CFRE

John Greenhoe, CFRE, has trained thousands on numerous fundraising topics and techniques, leading sessions throughout North and South America, Europe, Africa and the South Pacific. As a fundraiser, he has secured more than \$700M USD in gifts during his 30-year career in the charitable sector. He currently assists numerous nonprofits globally through his consultancy, The Confident Fundraiser.

John's book, *Opening the Door to Major Gifts*, is a former Amazon.com bestseller. The book delivers practical and proven methods for starting relationships with potential major gift benefactors.

John has received numerous honors as a conference and webinar presenter and has also taught fundraising at three universities. He holds the Certified Fundraising Executive credential and currently teaches in the Philanthropy and Development graduate program at his alma mater, Saint Mary's (Minnesota, USA) University.