

CONSULTANT FIRM SCHULTZ & WILLIAMS

Schultz & Williams (S&W) is a full-service planning and consulting firm dedicated to strengthening the viability of nonprofit organizations by helping them to maximize income potential from all available sources and to forge strong links with their communities. A national firm headquartered in Philadelphia, with professional associates in Washington D.C., Los Angeles and Sarasota, Florida, S&W serves a diverse client base that includes education, health care, community-service agencies and cultural and performing arts, zoological, public broadcasting and conservation organizations.

Twenty-five years ago, S&W pioneered a unique, integrated business model to help nonprofit organizations reach their full potential. Today we continue to lead the way as one of the first firms in the country to combine the principles of development, management and marketing into comprehensive consulting services designed to assist nonprofit organizations in maximizing their income potential from all sources – from generating contributed support through annual giving, major gifts and capital campaigns, to building image and earned income through marketing and communications. Our role is to help our clients respond to change, manage challenges and maximize all sources of income.

Our firm's strength originates from the hands-on experience of our staff and associates – professionals who have held key positions in development, marketing and business management for nonprofit organizations. S&W's approach is to complement an organization's existing staff with creative planning and counsel.

We understand the challenges that social service organizations face today and we have succeeded in developing creative, innovative plans and programs that respond to their needs. S&W regularly provides training for nonprofit clients and their boards in fundraising, marketing and nonprofit management. Each year we present at Association of Fundraising Professionals' conferences throughout the country. We are annual participants in the Association of Zoos and Aquariums annual conference and the Direct Marketing Association of Washington Bridge Conference serving as moderators, panel participants and keynote speakers. Our consultants have presented at conferences for the American Association of Museums, the Council for Advancement and Support of Education, the National Association of Independent Schools, Meals On Wheels Association of America the Center for Responsible Funding and the Public Broadcasting Service.

You can find additional information, including case studies, on the S&W website at www.schultzwilliams.com.

CURRENT CLIENT LIST INCLUDES:

Philadelphia Orchestra – Philadelphia, PA

Providing interim development staffing in the annual giving area.

Theodore Roosevelt Conservation Partnership – Washington, D.C.:

Assisting the development of strategic plan. Working to create a sustainable and realistic "roadmap" to guide the future growth of the organization over the next five years. Providing development counsel for the expansion of the development program and the launching of the new Legacy Fund.

St. Vincent Meals on Wheels – Los Angeles, California:

Providing full-service direct mail consulting, creative design, renewal and upgrade programs. Performing comprehensive analytical services to benchmark future planning to ensure future development goals are being met. Providing planned giving program assessment, marketing and materials.

Boys & Girls Clubs of Philadelphia – Philadelphia, Pennsylvania:

Having provided pre-campaign planning services, we are currently assisting with campaign implementation.