



E-Bulletin on Advancement

Peer Screens: A Most Helpful Donor Research Tool

When advancement leaders consider conducting current donor and prospective donor research, two primary methodologies come to mind.

First, an electronic wealth screen is the choice most advancement leaders make when attempting to find currently unknown (to them) prospective major donors. A wealth screen uses publicly available databases and information to provide a rating of an individual's potential financial capacity. Wealth screenings utilize information such as real estate ownership, stock ownership, corporate leadership roles or business affiliations, political contributions, and net worth projections to provide a picture of the financial circumstances of a potential donor.



[Read More](#)



Welcome Pam Spencer

Gonser Gerber announces the appointment of Pamela Spencer as a Senior Consultant.

Pam Spencer brings more than 20 years of fundraising experience in a variety of senior leadership roles.

Most recently, Pam served as Vice President of Advancement Services for



Welcome Dan Meixner

Gonser Gerber announces the appointment of Dan Meixner as a Senior Consultant.

Dan brings 35 years of executive leadership, sales and marketing, advancement, and Board development experience.

Dan is the president and CEO of

Florida State University, helping the University complete a successful billion-dollar campaign and building a 44-member, high-performing Division at the University focusing on data-driven, donor-focused decision making.

[Find Out More About Pam](#)

Chaminade Julianne Catholic High School in Dayton, Ohio, and has joined Gonser Gerber to serve private secondary and elementary schools, independent schools, social service not-for-profit organizations, and religious communities.

[Find Out More About Dan](#)



[Gonser Gerber Executive Search](#)

Gonser Gerber Search provides uncommonly successful advancement search services for universities, colleges, healthcare institutions, schools, and other non-profit organizations.

Featured Positions

Riverside Community Health Foundation (CA)

President and Chief Executive Officer

AltaMed (CA)

Vice President, Fund Development

McPherson College (KS)

Director of Annual Giving

Columbia College (MO)

Major Gifts Officer

[Gonser Gerber Institute](#)

Professional Development Workshops, Webinars, and Distance-Learning Resources

Featured Programs

Inviting the Major Gift – Phrasing and Language that Encourages Generous Giving

November 1, 2023
Webinar

Effective Practices for New Vice Presidents for Advancement

November 3, 2023
Virtual Workshop

Annual Plan for Your Annual Fund

November 8, 2023
Webinar

Advancement and the Strategic Plan

November 15, 2023
Webinar

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