

MAKE·A·WISH®

Massachusetts and Rhode Island

Vice President of Philanthropy
MAKE-A-WISH® MASSACHUSETTS AND RHODE ISLAND
Boston, MA
www.Massri.wish.org

Send Nominations or Cover Letter and Resume to:

Faith Eutsay
Search Director
617-262-1102
feutsay@LLLSearches.com

The Opportunity:



Rekindling hope, joy, and strength, is the goal for Make-A-Wish® Massachusetts and Rhode Island, which grants wishes for children with life-threatening medical conditions. Physicians and parents attest that a wish granted empowers these children to fight harder against their illnesses, helps them comply more readily with often-difficult treatment protocols, improves the quality of life for the entire family, and can mark a positive turning point in the child's battle for health. Donors and volunteers who grant wishes say the

process heightens both their ability to see the best in others, and their commitment to actively help more people in need.

Reporting to the CEO, the Vice President (VP) of Philanthropy will enhance and lead a comprehensive development program as Make-A-Wish® Massachusetts and Rhode Island continues to flourish. The VP will work closely with members of the Board of Directors; play a key role on the senior management team; and direct and inspire staff to high levels of performance and enrichment.

The Development Office is best described as a tremendous opportunity to advance and grow a team of development professionals while partnering with leadership to promote a critically important mission. If you are ready to build and lead a high functioning development program, the ingredients for success are here: compelling mission, dynamic and visionary leadership, and an investment of resources to build a department.



The selected candidate will have a minimum of ten years of progressively responsible development experience in a complex nonprofit environment that emphasizes major donor prospecting, cultivation, and solicitation. The ideal candidate will demonstrate a compelling leader/manager style with excellent communication skills, up/down and across the organization. This is a tremendous opportunity to play a leading role in raising funds to grant more wishes that transform the lives of kids.

Position Overview – Vice President of Philanthropy

Reporting to the CEO, the VP for Philanthropy will build upon and lead the organization’s comprehensive development program to support significant and continued organizational growth. S/He is responsible for taking current activities to new levels and developing strategies for increasing the organization’s revenue generating capabilities in an efficient, sustainable, and reliable manner. This position will work closely with members of the Board of Directors, is a key member of the senior management team, and is responsible for leading and directing professional staff to achieve the philanthropic goals of the organization.

Major Responsibilities:

- Serve as a member of the Senior Management Team and participate in institutional development.
- Create, with the CEO, the development strategic priorities.
- Build a major gifts program, leading prospecting, cultivation, and solicitation.
- Staff and lead the Development Committee, actively engaging Board members in fundraising.
- Manage the development program — plan, as well as prepare and administer, the department's budget.
- Oversee the planning and management of development events.
- Lead and manage the development staff, utilizing metric-based management tools to monitor progress and performance.
- Develop and manage strategic alliances and effective working relationships with the executive team, staff, volunteers, and others.
- Prepare regular and timely reports on the status of assigned functions and progress toward meeting established goals and objectives for the CEO.
- Carry out other tasks that may be assigned by the CEO.

Staff/Volunteer Management:

- Build, manage, and lead a team of development professionals in a results-oriented and disciplined manner for a new, more proactive approach to the development functions.
- Manage, develop, and mentor day to day staff performance — the “what” and “how” work is performed.
- Continually educate the team/organization/volunteers on MAWMARI development and the case for philanthropic support.

Department Management:

- Provide leadership, management, mentorship, and evaluation to the development staff.
- Plan and lead all approved capital and deferred giving campaign efforts.
- Lead and manage a future major gifts campaign.
- Develop and implement a long-range discovery, engagement, cultivation, solicitation, and stewardship program for selected major and deferred gift prospects.
- Further develop and oversee annual, memorial, tribute, and deferred giving programs.
- Enhance long-term stakeholder relationship and stewardship systems.
- Design, manage, and measure the foundation and corporate fundraising program.
- Maintain a donor record system to receive, record, and acknowledge all gifts, as well as capture all relevant donor/prospect relationships and contact notes.

- Create, update, and maintain an operation manual for the development program including gift acceptance and receipt policies, donor acknowledgement, and recognition policies.
- Accept gifts on behalf MAWMARI, and consult with leadership and gift acceptance policies concerning gifts of an unusual nature.
- Ensure that all gifts are utilized per the donor's restrictions, and that all gifts are received according to the policies and objectives MAWMARI.

Community

- With leadership, serve as the champion of philanthropy to all constituency groups and stakeholders.
- Help to maintain a marketing presence and social profile for MAWMARI consistent with its emerging growth and change.
- Represent, orchestrate, and promote MAWMARI development opportunities in various community settings and public presentations, working in close partnership with other organization leaders.

Requirements:

- Ten or more years of related, verifiable, successful experience working as a development professional, demonstrating a career trajectory of increasing responsibility.
- A proven track record of managing, mentoring, and developing a high performing team of development professionals.
- Experience planning, leading, and executing major gifts programs, endowment/capital campaigns, annual fund, and special events.
- Solution and goal-oriented with a proven record of achieving results.
- Command of planned giving tools and opportunities with a history of establishing donor relationships that resulted in closing a variety of major and planned gifts.
- Excellent written and verbal communications skills, with demonstrated proficiency in public speaking and writing ability.
- Extraordinary talent in working with a broad cross-section of volunteers, corporate, and foundation leaders.
- Work collaboratively with MAWFA on national corporate alliances targeted for Massachusetts- and Rhode Island-based national corporations; and on national individual giving initiatives.
- Ensure compliance with all related national, governance, and local policies.
- Donor database experience, preferably Raiser's Edge.

Preferred Education & Experience:

- Bachelors degree (masters preferred) in business, marketing, or non-profit management

- 10+ years of diversified fundraising experience
- 3+ years in a significant senior manager role

Client Overview

Rated a four-star charity by Charity Navigator, Make-A-Wish® Massachusetts and Rhode Island grants wishes for children with life-threatening medical conditions to enrich the human experience with hope, strength, and joy. According to information from the Centers for Disease Control and Prevention, approximately 500 children in Massachusetts and Rhode Island are newly diagnosed with life-threatening medical conditions each year. The organization’s vision is to grant wishes for every medically eligible child annually.

Make-A-Wish® Massachusetts and Rhode Island began its joy-filled journey in 1987 when a little girl named Colleen, who had Niemann-Pick disease, made a simple wish for a family trip to York Beach in Maine. Since granting this first wish, the organization has made dreams come true for more than 7,000 children in Massachusetts and Rhode Island.

For a seriously ill child, a wish is a spirit-lifting, life-affirming experience — a chance to escape the difficult world of hospitals and treatments. Wish children and their families receive the gifts of hope, strength, and joy through magical wish experiences made possible by a generous community of financial, volunteer, and in-kind supporters.

The organization works closely with pediatric healthcare professionals, its medical ambassadors, to generate wish referrals and ensure that it reaches more and more eligible children each year. They help guide the strategic enhancement of the organization’s outreach program to cultivate referrals and expand awareness of Make-A-Wish® within the pediatric healthcare community in Massachusetts and Rhode Island.



This year has begun with an incredible 30% increase over last year in the number of eligible children being referred to the organization — a result of expanded outreach to the medical community. This is a beacon of the growth in wishes that it must be prepared to grant during the 2016 program year, which began on September 1, 2015. Costs are also growing. It now takes, on average, \$8,000 to grant a wish.

Be inspired by the organization’s [Wish Stories](#).

Wish Impact and Facts:

When wish kids are granted a wish, they get more than just a great experience for a day, two days, or a week. That experience improves the quality of life for them and their entire family.

Health professionals treating them say the wish experience is an important adjunct to medical treatment, and they observe their patients feel better and comply more readily with treatment protocols when they experience their wish come true. And the community volunteers who grant wishes say the wish granting process heightens both their ability to see the best in others, and their commitment to actively help more people in need.



Improved Health Status

- Health professionals, including nurses and doctors, who treat wish kids overwhelmingly believe that the wish experience can improve a wish kid's physical health.
- Most health professionals say a wish come true has the potential to be a positive turning point in the child's battle for health.
- Parents and volunteers observe that a wish come true makes kids feel stronger and more energetic.
- Wish kids are more willing to comply with difficult, but vital, treatment regimens.
- Parents and medical professionals alike frequently describe the wish experience as a turning point in wish kids' battles for health.

*A combined 89 percent of doctors, nurses, and health professionals surveyed say they believe a wish experience can influence wish kids' physical health.**

An infographic with a blue background. On the left, the text reads: "89% of doctors, nurses, social workers, and child life specialists surveyed believe the wish experience positively influences wish children's health." Below this is the "MAKE-A-WISH" logo for Massachusetts and Rhode Island. On the right, there is a photograph of a young boy, Cedric, smiling. A text box next to him says: "Cedric, 9 heart disease I wish to go to Walt Disney World Resort". At the bottom left of the infographic, it says: "Source: 'The Healing Impact of a Wish: Make-A-Wish Foundation Wish Impact Study,' 2011."

Enhanced State of Mind

- Children and their parents alike experience more happiness and less fear in their lives.
- Children are less isolated from friends, and feel a return of self-confidence that comes with feeling "normal" again.

- They are empowered to take back control of their lives, and to keep up the fight against their life-threatening medical conditions.
- Parents say their family units — often strained to the limit by stresses of the illnesses — are repaired and strengthened through the shared experience of the wish process.

*Ninety-nine percent of parents reported that the wish experience gave their child increased feelings of happiness and 96 percent said that the wish experience strengthened their families. **

Strengthened Communities

- Volunteers feel an increased sense of compassion and desire to help others in their community.
- They feel a renewed faith in humanity.
- They trust others more and feel more optimistic about the future.
- They feel a greater long-term commitment to philanthropy.

*Ninety-five percent of community volunteers reported an increased sense of compassion and 84 percent felt an increased faith in humanity. **

* "Wish Impact Study Results — Second Phase: Jan. — Aug. 2011" (consolidated results), Nov. 2, 2011.

The Foundation:



Make-A-Wish® Foundation of Massachusetts and Rhode Island, Inc. (the Foundation) is a Massachusetts not-for-profit corporation, organized for the purpose of granting wishes to children with life-threatening medical conditions. The Foundation is an independently operating chapter of Make-A-Wish Foundation of America (National Organization). The Foundation raises funds locally to support the mission and operations in Massachusetts and Rhode Island. The National Organization operates to develop and implement national programs in public relations and fundraising for the benefit of all local

chapters. In addition, the local chapter is obligated to comply with a chapter agreement with the National Organization and such guidelines, resolutions, and policies as may be adopted by the National Organization's board of directors.

Location

Boston, MA

Located in Boston, the largest city in New England and a major center for culture and education, the Make-A-Wish® headquarters sits firmly in the municipality with the highest average rate of philanthropy in the U.S.

Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

**To learn more, call
Faith Eutsay, Search Director at
617-262-1102
or send nominations or cover letter and resume to
feutsay@LLLSearches.com.
All inquiries will be held in confidence.**



Setting the Standard in Development Search

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Leadership:



Charlotte A. Beattie
Chief Executive Officer

Charlotte Beattie has served as Chief Executive Officer of Make-A-Wish® Massachusetts and Rhode Island for sixteen years. Under her leadership, the Foundation has grown significantly and is a leading children’s nonprofit organization in the Commonwealth of Massachusetts and in Rhode Island.

When Ms. Beattie joined the Foundation in 1999, the organization served just over 100 children per year in Greater Boston and had an operating budget of slightly more than one million dollars. Today, after two chapter acquisitions, the organization is now a two state operation that is serving 400 eligible children annually with a budget of \$7.5 M. Charlotte is actively engaged with the national Make-A-Wish organization, Make-A-Wish America. She serves as one of three chapter executives on the National Chapter Performance Committee which is comprised of National Board and chapter members from around the country. Charlotte has served on numerous Make-A-Wish Committees and Task force groups nationally including the Chapter Success Task Force which developed a chapter self-assessment tool to encourage best practices and chapter success.

As Chief Executive Officer, Ms. Beattie is responsible for overall leadership of the organization which includes strategic visioning and planning, engagement and recruitment of Board level volunteers, fundraising, and staff coaching and development. She leads a team of 23 professional staff members and a volunteer team of over 600 volunteers in the two-state territory.

Prior to joining the Foundation, Charlotte served as Executive Director of the Japan Society of Boston, a nonprofit educational organization. She also held the position of International Program Coordinator for the Mayor’s office of Boston where she developed international educational exchange programs for the Boston Public Schools in partnership with Boston’s Sister Cities Program, a not for profit organization, and led the distinguished guest program for the City of Boston. An active learner with a focus on professional development and continued growth, Charlotte participated in a leadership development program with the

Center for Creative Leadership. Ms. Beattie holds a Master's degree from Georgetown University in Applied Linguistics and a Bachelor's of Science Degree from Providence College.

Summary Benefits Information

- Health insurance is available to all staff working at least 32 hours per week. Make-A-Wish® offers immediate healthcare insurance coverage and the organization contributes 90% towards individual medical coverage plans. Employees are eligible to enroll during their first 30 days or during the open enrollment month of April.
- Dental insurance is available to all staff working at least 32 hours per week. Make-A-Wish® offers immediate dental insurance coverage and the organization contributes 100% of the employee's individual dental coverage plan. Employees are eligible to enroll during their first 30 days or during the open enrollment month of April.
- The Foundation provides 20 days of vacation time for vice presidents and director-level employees.
- One personal day per calendar year.
- Up to ten sick days per calendar year.
- Eleven paid holidays per calendar year.
- Employees may contribute to a 403(b) retirement plan upon hire. After one year of service, the organization contributes a sum equal to 3% of the employee's salary. This contribution is 100% vested immediately.
- Employer-paid life insurance, long-term disability, and accidental death and dismemberment insurance program.
- Employees may opt into voluntary programs for short-term disability, accident coverage, cancer insurance, vision, and additional life insurance policies.
- Optional, pre-tax, employee-paid MBTA passes.
- Flexible spending accounts (FSAs) for health, commuting and parking, or dependent care.

Organization Chart

