

## About Lori L. Jacobwith

The first thing people notice when they meet Lori is her passion for the positive. She helps find the “it’s possible” angle to most any fundraising challenge. Lori’s gifts and talents help executive directors, development directors and even fundraising committee chairs’ communicate powerfully to exponentially increase their fundraising.

Named one of [America’s Top 25 Fundraising Experts](#), Lori L. Jacobwith is an internationally-recognized master storyteller and fundraising culture change expert. Lori has more than 30 years’ experience helping nonprofit organizations raise \$300 million dollars from individual donors. And counting.

Not your average speaker or trainer, Lori’s poise, humor, enthusiasm and best practices inspire and electrify. She teaches how to connect with and engage others by doing the same herself. By sharing easy-to-implement strategies and tools that will inspire even the most-weary or overworked nonprofit staff or board member, Lori make training sessions, keynotes or board retreats effective and memorable.

## How She Does It

When she’s not speaking at conferences around the world, or delivering board training sessions, Lori delivers virtual communications training through her annual [Ignite Your Fundraising Results](#) program.

Lori is a prolific writer: [Fire Starters](#), her [must-read](#) weekly blog, has been recognized as one of the top fundraising blogs in the U.S. Lori is author of *Nine Steps to a Successful Fundraising Campaign* and co-author of *The Essential Fundraising Handbook for Small Nonprofits*.

Lori wrote and created the only step-by-step video training program that marries the art of fundraising with the power of storytelling. The [Complete Storytelling System](#) provides a “home-study” experience to deeply engage board members and catapult individual donor fundraising to unbelievable levels of success.

A longtime member of the [Association of Fundraising Professionals](#), Lori holds a BA from the University of Minnesota and additional training from Indiana University’s Fund Raising School. It’s true, Lori has a passion for fundraising — She also has a passion for attending her native [Minnesota State Fair](#) —for more than 50 consecutive years.

## Short Bio

**Lori L. Jacobwith is a nationally-recognized master storyteller and fundraising culture change expert** who was named one of [America’s Top 25 Fundraising Experts](#). She has delivered more than 10,000 coaching and training sessions that have helped nonprofit organizations raise \$300 million dollars from individual donors. Lori’s proven



strategies & tools teach staff and board members to share their stories powerfully and effectively to cause donors to give more. Lori holds a BA in Political Science and Speech Communications from the University of Minnesota, has additional training from Indiana University's Fund Raising School and is a longtime member of the [Association of Fundraising Professionals](#).

