
HARTSOOK

Growing Philanthropy Worldwide



OUR MISSION

Hartsook is the only fundraising consulting firm with a global vision and mission serving as a catalyst for growing philanthropy. Specializing in major gift development and campaign strategies, we also are the strongest champion of nonprofit planning, philanthropic management relationship building.

HARTSOOK
Fundraising Counsel WorldwideSM

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**HARTSOOK
INSTITUTES**
for fundraising

**PLYMOUTH
UNIVERSITY**
UNITED KINGDOM



**HARTSOOK
CENTRE for
SUSTAINABLE
PHILANTHROPY**



LEADERS IN GROWING PHILANTHROPY WORLDWIDE

The world's first endowed chair in fundraising--the Robert F. Hartsook Chair in Fundraising at Indiana University Center on Philanthropy--was established in 2006 by Bob Hartsook and Hartsook Companies, Inc., Inc., creating a trajectory that is influencing fundraiser training, education and practice to grow philanthropy worldwide.

- With over 18 books and hundreds of periodicals, the first Hartsook Chair Adrian Sargeant is consistently recognized as one of the 10 most influential persons by the European magazine Fundraising and was named in NonProfit Times 50 Most Powerful and Influential
- Fundraising Principles and Practice, authored by Adrian Sargeant and Jen Shang is the first pedagogically sound fundraising text. Three Hartsook senior officers contributed chapters.
- At Growing Philanthropy Summits in London, Italy, and Washington D.C., Hartsook and the Hartsook Chair co-sponsored and presented with foremost academic, nonprofit and philanthropic leaders to develop strategies for growing philanthropy



HARTSOOK INSTITUTES: ADVANCING FUNDRAISING EDUCATION

Hartsook and Bob Hartsook are committing 40 million USD to create Hartsook Institutes on campuses worldwide. Hartsook Institutes is creating a new breed of fundraising professional through research and knowledge-based fundraising education.



ASSOCIATE CONSULTANTS AROUND THE WORLD

Associate Consultants are a global team of professionals who are on the forefront of Hartsook's mission to grow philanthropy. Hartsook identifies and recruits the highest quality of fundraisers and professionals to strengthen our sales, visibility and position as the leaders in fundraising.

GLOBAL FUNDRAISING COUNSEL

Around the world, donors expect more from nonprofit organizations than ever before, and the quality of fundraising professionals is increasingly a reflection of the institutions they represent. Through unique fundraising strategies built on a solid understanding of the mission, culture, and environment in which we work, Hartsook strengthens fundraising capacity to build donor loyalty.

THE HARTSOOK CENTRE FOR SUSTAINABLE PHILANTHROPY

The Hartsook Centre for Sustainable Philanthropy is located at Plymouth University in Plymouth, United Kingdom. Hartsook President and CEO Matt Beem serves on the Centre's advisory board.

With a combined experience of over 60 years in this field, a first-hand knowledge of fundraising in many different countries and the ability to draw on the latest research, the Centre's team is best placed to advise on all aspects of fundraising and giving.



Professor Adrian Sargeant

Adrian Sargeant is Professor of Fundraising at Plymouth University and Director of the Hartsook Centre for Sustainable Philanthropy, Plymouth University.



Professor Jen Shang

Professor Jen Shang is a Philanthropic Psychologist and Director of Research at the Hartsook Centre for Sustainable Philanthropy, Plymouth University.