

St. Michael's

Inspired Care. Inspiring Science.

Senior Planned Giving Consultant

St. Michael's Foundation

St. Michael's Foundation raises essential funds to ensure that St. Michael's continues its outstanding work as a world leader in providing inspired patient care, and excellence in research and education. The Foundation is seeking proposals from qualified professionals with experience in planned giving at a senior level. The selected candidate will work closely over a 12 month period with the Vice President, Major and Planned Gifts in the development and implementation of a planned giving strategy for the Foundation.

Deliverables:

1. Develop and implement the year 1 strategy for increasing planned giving results that align to the Foundation's endowment plan.
2. Develop customized cultivation plans for potential high net worth planned giving prospects.
3. Work with the Senior Planned Giving officer and other Foundation staff to ensure maximization of the rate of return for planned giving revenue while also ensuring that prospects continue to be solicited for annual or major gifts were appropriate.
4. Recommend and structure different planned giving vehicles to meet the donor's objectives.
5. Develop and deliver presentations to Board members, both Foundation and Hospital, on the latest planned giving vehicles.
6. Secure a minimum of 25% of planned giving intentions from the St. Michael's Foundation family.

Proposal Guidelines:

Interested consultants should submit a proposal, no longer than 3 pages; outlining the process they would follow to achieve the stated deliverables. The proposal should contain a detailed work plan, timeline, budget and a statement describing how your experience, skill set and professional qualifications will ensure a successful outcome.

If you are interested in being considered for this consulting opportunity, please send your proposal via email to foundation@smh.ca with Senior Planned Giving Consultant in the subject line by August 27, 2010.