



# Dave Sternberg

## Founding Partner

### Loring, Sternberg and Associates

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Dave has considerable experience in nonprofit board development and governance work. Dave has been a fundraising professional since obtaining his BA Degree from The Ohio State University. He is a member of the faculty at The Lilly School of Philanthropy at Indiana University's Fund-Raising School, where he teaches Building the Annual Fund, Marketing for Fundraising, Managing the Capital Campaign, Principles and Techniques, Major Gifts; as well as numerous customized training programs nationally and internationally. In 2006 he authored the course Purposeful Boards, Powerful Fundraising in cooperation with BoardSource.

Dave is also a Senior Governance Consultant for BoardSource and is the only person in America to be affiliated with both the Lilly School of Philanthropy and BoardSource. From 1991 to 1996 Dave served as a development staff member at both small and large nonprofit organizations in human services and higher education. In 1996, Dave founded Loring, Sternberg and Associates providing fundraising counsel to educational foundations, social service organizations, higher education, membership organizations, children's groups, and museums.

In 2008, Dave authored the second and third edition of *Fearless Fundraising for Nonprofit Boards*, a publication for BoardSource in Washington, DC, a best seller since its publication. From 2005-2016 he designed and lead the Annenberg Foundation's Alchemy Program in Los Angeles. This cohort-based program brought CEOs and Board Chair's together to learn the fundamentals of board governance and fundraising through direct training and offered strategies for change.

Dave is active in the Association of Fundraising Professionals Indiana Chapter. Locally in Indianapolis, Dave served on the Habitat for Humanity of Greater Indianapolis board and is a past president of the Washington Township Schools Foundation. Dave can be seen speaking nationally for the YMCA, Boys and Girls Clubs and at the BoardSource Leadership Forum.

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#### Session(s)

Board Leadership Institute