

## Executive Profile



Harold Samorian, *Principal*

**Skills and competencies:** Executive Leadership, Board Development, Fundraising- covering the entire donor experience, Advocacy, Program Implementation, Corporate Relations, Employee Engagement, Operations including HR and IT functions.

**Leadership:** with success in the roles of President & CEO, Chief Operating Officer, Managing Director, Regional EVP, Development Director, you have a professional who understands creating a framework for success for your organization. The track record of success includes building development programs, advocacy resulting in passage of legislation, and program implementation impacting the lives of thousands at the local, state, regional, and national levels.



**STRATEGIC  
SERVICES**  
Enhancing Not for Profits

### Key Attributes You Can Count On

**Integrity:** every one of our relationships is built on trust. Ask the people we have worked with and those will be the first words they use to describe us- Integrity and trust. Candid and open conversations while respecting the talent each person brings to the discussion are important to success. We have the ability to work with diverse stakeholders through an inclusive approach.

**Commitment:** you can rely on us to do what we say we will do in the timeframe we agree is appropriate. Our role is to help you to achieve your mission. When we have completed our work, you will be able to know you are on track to accomplishing your goals and delivering your mission. The other commitment we make is that if we don't know the solution, we will tell you. But, we will also help find the best solution for you- even if we are not directly providing the service.

## Key Collaborators



Steve Greenhalgh

More than 25 years of experience related to Corporate Social Responsibility, employee engagement, workplace giving and corporate success. Demonstrates a unique ability to capture data, analytics and insights at all levels of a company or organization and turn into strategies, trends and actionable plans.

Specialties: Providing strategy assessment services to both companies and leading nonprofit organizations in the areas of corporate social responsibility, community relations, employee engagement and marketing.



Glenn Tringali

Senior Executive with demonstrated accomplishments and broad experience in nonprofit administration and fundraising. Strength in team building, establishing and/or re-engineering key programs.

Specialties: board/volunteer development, operations management (budgeting, staffing, IT/data), public relations/marketing, government relations/advocacy, all aspects of fund development (major gifts, corporate partnerships, field/chapter operations, special events, walkathons, workplace giving and annual campaigns).