



IUPUI THE FUND RAISING SCHOOL

LILLY FAMILY SCHOOL OF PHILANTHROPY

FACULTY INFORMATION

Nathan Hand

Nathan Hand is a full-time professional fundraiser who enjoys connecting people with the causes that need them. He and his teams have raised over \$50 million for small and medium sized organizations. Through speaking, consulting, writing and teaching, he has helped countless additional local, national and international organizations build awareness and raise needed funds. He presents regularly on a variety of topics including fundraising, philanthropy, social media, nonprofit marketing, leadership and more.

Nathan serves as Chief Advancement Officer at The Oaks Academy in Indianapolis, where he supervises a team of 11 and is responsible for all fundraising and marketing functions. This great team has tripled the annual fund, added 2 campuses and completed two successful campaigns.

Prior to joining The Oaks Academy, Nathan spent 10 years in leadership fundraising roles in the education sector, founded a community center and began his career with President George Bush, Sr.'s Points of Light Foundation in Washington, D.C.

In addition to his work at The Oaks Academy, Nathan is Faculty at The Fund Raising School at Indiana University and is Past President of the Association of Fundraising Professionals – Indiana chapter. He serves on the board of several nonprofit organizations and was selected as the first North American member of Rogare, a global fundraising think tank.

Nathan has been quoted in the New York Times, Nonprofit Quarterly, Chronicle of Philanthropy, CNN Money and more. He's contributed to several articles and texts including Marketing Management for Nonprofit Organizations, Oxford University Press, 3rd edition.

Nathan has an MA in Philanthropic Studies from the School of Philanthropy at Indiana University, an Executive Certificate in Nonprofit Management from Georgetown University and did his undergraduate work at DePauw University. When he's not online, he's at the park with his wife Autumn, twin daughters Mary Jo and Hazel and Jack Russell Terrier, Zoey.