



Kathy Drucquer Duff, CFRE

Coach, Consultant, and Optimizer, KDD Philanthropy
Partner of Academic Impressions

Kathy is an executive advancement officer with over 25 years of experience helping non-profits and institutions transform the way they practice philanthropy. Kathy provides this expertise from her experience in higher education and healthcare, where she developed fundraising plans that have secured gifts of up to nine figures. The “grow your own” fundraiser model that Kathy developed is built on a structured talent management program that maximizes existing resources, inspires loyalty, and generates fundraising results. This approach has led to comprehensive programs in donor pipeline development, talent acquisition, new-hire onboarding, individualized retention, and in-house professional development.

Kathy’s experience includes serving as Associate Vice Chancellor of University Development at University of California San Diego, Vice President of Philanthropy for the Sharp HealthCare Foundation, and Associate Vice President of University Relations and Development for San Diego State University. Kathy is a sought-after consultant and speaker for industry associations, including CASE and ADRP, and speaks on a variety of fundraising trainings with Academic Impressions.

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