



Benjamin Case

Chief Executive Officer and Senior Consultant
Focused On Fundraising, Inc.

Benjamin R. Case, Chief Executive Officer and Fundraising Guru for Focused On Fundraising, Inc. helps nonprofits raise more money by advising on strategic planning, fundraising, and communications. Mr. Case has served in the nonprofit sector as an advancement professional and leader for over four decades. He has worked for and been engaged by organizations that have raised more than \$5 billion in gifts. His experience includes work with world-class institutions such as Duke University, North Carolina State University, Children's Hospital of Philadelphia, and the Metropolitan Opera, as well involvement in the start-up of many successful nonprofits. Mr. Case is the exclusive provider of materials for Focused On Fundraising, Inc. He is known for providing "Tips for Highly Successful Fundraisers" to readers around the world. His book, "21 Tips for Highly Successful Fundraisers" is an Amazon International best seller in six countries and nine categories. He has served on the boards of Catawba College, Medical Ministry International, and the Charitable Trust Leadership Forum. He appears extensively as a featured speaker for many associations including Council for the Advancement and Support of Education and Association for Fundraising Professionals. He and his wife Angela have been married 40 years. They live in Durham, NC. They have two grown children and four granddaughters.