

## SCOTT R. LANGE

Scott R. Lange is CEO and Executive Partner of the firm. He brings a wide combination of skills and experience to his clients. These are in the areas of major gift fundraising, prospect management, analytics, business intelligence, strategic planning, team building, technology, business process, and campaigns.

Scott has over 30 years of leadership experience as a front line gift officer, chief development officer, software entrepreneur, and consultant. His experience traverses higher education, healthcare, policy, international NGO's, and technology sectors.

Scott's career spans all aspects of development: campaigns; major and planned gift solicitation; annual giving; e-philanthropy; operations; board and team development; budgeting and forecasting; project and prospect management; and coaching. He specializes in breaking down the complex results of analytics into effective tactical plans that advance an organization's mission.

A few of his many accomplishments are the creation of the major gift program at the Cleveland Clinic, the solicitation of the first two endowed chairs at the University of Missouri-Columbia, campaign preparation, and counsel for the nation's first public-private partnership to build a charity hospital for the Parkland Foundation (Dallas, Texas), and designing a commercially successful prospect management system (CRM).

Most recently, Scott served as Vice President Analytics at Grenzebach Glier + Associates. Previously he held positions of Director of Philanthropy and Campaigns for the National Review Institute, Vice President of Philanthropy Services with MedStar Health, Chief Development Officer for World Hope International, Senior Consultant at Marts & Lundy and Vice President of sales at Marts & Lundy's ES Solutions.

The Council for Advancement and Support of Education (CASE) cited Scott with the Crystal Apple Award (highest acclamation) for excellence in teaching. Scott has served as a track dean and faculty member at several AFP International Conferences, is a former board member of AFP, has made presentations at Association for Healthcare Philanthropy (AHP) conferences, and last year a standing room only presentation at the Annual Summit of the Association of Advancement Service Professionals.

Scott is the consummate consultant and leader. He is a mentor and an example to staff and



builds strong relationships with Boards and volunteers. In his thirty years of experience, there isn't a problem he hasn't faced— ending in a successful solution.

*The website for the firm is: [www.panaslinzy.com](http://www.panaslinzy.com).*

**2017**

