



## About Lori L. Jacobwith

The first thing people notice when they meet Lori is her passion for the positive. She helps find the “it’s possible” angle to most any fundraising challenge. Lori’s gifts and talents help start-up founders, nonprofit executive directors, and fundraising staff communicate powerfully to exponentially increase their fundraising.

Named one of [America's Top 25 Fundraising Experts](#), Lori L. Jacobwith is an internationally-recognized master storyteller and fundraising culture change expert. Lori has more than 35-years’ experience helping nonprofit organizations raise nearly \$500 million dollars from individual donors. And counting. Not your average coach, speaker, or trainer, Lori’s poise, humor, enthusiasm, and best practices inspire and electrify. She teaches how to connect with and engage others by doing the same herself. By sharing easy-to-implement strategies and tools that inspire even the most-weary or overworked staff, Lori makes learning new things effective and memorable.

## How She Does It

When she’s not speaking at conferences, Lori delivers in-person or virtual coaching and training. Her blog has been recognized as one of the [top fundraising blogs in the U.S.](#)

Lori is author of [Nine Steps to a Successful Fundraising Campaign](#) and co-author of [The Essential Fundraising Handbook for Small Nonprofits](#) both available on Amazon.com.

Lori wrote and created the only step-by-step video training program that marries the art of fundraising with the power of storytelling. The [Complete Storytelling System](#) provides a video learning experience to catapult your fundraising to unbelievable levels of success.

A longtime member of the [Association of Fundraising Professionals](#), Lori holds a BA from the University of Minnesota and additional training from Indiana University’s Fund Raising School. It’s true, Lori has a passion for fundraising — She also has a passion for attending her native [Minnesota State Fair](#) —for more than 50 consecutive years.

## Short Bio

**Lori L. Jacobwith is a nationally-recognized fundraising culture change expert and master storyteller**, named one of [America's Top 25 Fundraising Experts](#). She has delivered more than 10,000 coaching and training sessions that have helped nonprofit organizations raise more than \$400 million dollars from individual donors. Lori’s proven strategies & tools teach staff and board members to share powerful stories that cause donors to give more. Lori holds a BA in Political Science and Speech Communications from the University of Minnesota, has additional training from Indiana University’s Fund Raising School and is a longtime member of the [Association of Fundraising Professionals](#).

