



Julie Schuldner, MBA, CFRE[®] **Senior Consultant**

Julie has always had a passion for the nonprofit community, involving herself in volunteering, teaching and community outreach for nonprofits throughout her career. Before joining Sharpe Group, she served as the executive director of the Fellowship Foundation, where she helped to build and sustain an industry-standard life plan community (LPC)-based fundraising program as a senior leadership team member.

Other roles in nonprofit leadership included serving as vice president of development and communications for Alzheimer's New Jersey and executive director of

Family Promise of Sussex County. Working closely with donors taught her the importance of building strong relationships over time, and she was able to secure several large gifts. Most recently, Julie was re-certified as a CFRE (Certified Fund Raising Executive).

Julie graduated from Seton Hall University with a history degree and Temple University with an MBA in health administration. Before relocating to North Carolina from New Jersey, Julie served as a board member for Family Promise of Sussex County, as a member of the Nonprofit Advisory Board for Sobel Co. and as chair of the Morris County Chamber of Commerce Not-for-Profit Roundtable.

Julie has particular experience working with national health research organizations and national environmental and scientific education organizations, as well as smaller nonprofits with many different types of missions.

Popular speaking topics:

- Data appends and analytics.
- Engagement strategies for donors and prospects.
- Staff and board training on planned giving.
- Ethics, storytelling and marketing.
- Having the planned giving conversation.
- Donor advised funds.

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