



**Barlow T. Mann, JD**  
**General Counsel**

Barlow T. Mann, JD, has more than four decades of experience in charitable gift planning and serves as Sharpe Group general counsel. Prior to joining Sharpe Group, he was director of development at the University of Tennessee Health Science Center, where he was responsible for current, deferred and capital giving for the colleges of medicine, pharmacy, dentistry, nursing and allied health.

He also has served as director of planned giving for the University of Memphis and coordinated resource development projects with the University of Tennessee Bowld Hospital.

Barlow is a member of the Tennessee Bar Association and has authored numerous articles for *Planned Giving Today*, *Trusts & Estates Magazine*, *The Journal of Gift Planning and Fundraising Management*, and his commentaries have been featured in *The Chronicle of Philanthropy* and *The NonProfit Times*.

He is a frequent speaker for numerous local and national fundraising groups, including the AHP Madison Institute, the National Planned Giving Institute, the Association of Fundraising Professionals, the National Association of Charitable Gift Planners, the American Council on Gift Annuities, the National Catholic Development Conference and others. He is a graduate of Tulane University and the University of Memphis School of Law.

As one of Sharpe Group's most popular seminar speakers, Barlow contributes to the marketing and consulting divisions, where his legal, technical and creative skills enable him to meet the specific needs of each client. He has worked with hundreds of charitable clients to enhance their efforts to attract planned gifts and has special expertise in estate planning, blended gift structuring and tax law.

**Popular speaking topics:**

- All areas of taxes and giving.
- The ABCs of Planned Giving.
- Discovering America's Most Generous Givers; Trends in Giving.
- What You Really Need to Know About the Great Wealth Transfer.
- Effective Fundraising in Uncertain Times.

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