

Prospero Partners

Ask for the moon



Training and Coaching Services for University Development Teams



Do you need to:

- Meet ambitious new targets?
- Practice asking in person for major gifts?
- Train staff in cultivating and soliciting major donors?
- Communicate more effectively with alumni/ae donors?
- Win more support from Deans, Vice Chancellors, or Trustees for your development strategy?
- Present a compelling case for support for specific institutional or departmental needs?



‘ Our alumni/ae fundraising programme and materials needed a complete rethink. Prospero Partners supported us every step of the way, especially in helping us develop a programme and engaging key constituencies – both within and beyond the University. Prospero Partners also helped to bring some key people much closer to the University. ’

President Jos Hackforth-Jones
Richmond the American International University in London

If so, we can help. Our track record includes:

- Forty years of combined experience raising major gifts for leading Universities and other charities in the US and UK
- Management and delivery of ambitious capital and endowment campaigns
- Successful training of development teams and individuals in how to cultivate major donors
- Coaching and training in face-to-face asks



‘ Training with Prospero Partners has provided our team with a range of creative and practical tools to enhance our work with prospective donors – tools that we have been able to put immediately into practice, with positive results. ’

Michelle Calvert, Director of Development, University of Leeds

Some recent and current clients include:

- Imperial College: Grantham Institute for Climate Change
- Oxford University: School of Social Science
- The University of Leeds
- Richmond the American International University in London
- Rose Bruford College
- Association of British Neurologists
- Overseas Development Institute

About Prospero Partners

Directors **Elizabeth Loudon** and **Wilder Gutterson** have forty years of combined experience with major gift, corporate, and foundation fundraising, and with capital campaigns in both the US and the UK. Both have served in senior development posts and on boards of charities. Both Directors are dual US/UK nationals based in London.



Wilder is a trained actor and experienced stage director, having worked professionally in theatre and film for 15 years in New York City. With twenty years' fundraising experience on both sides of the Atlantic, Wilder has extensive major gift experience across a broad range of sectors including health, education, and the arts, most recently as Development Director at the Prince's Drawing School. He has held senior campaign and major gift positions at Harvard University and Tufts University. Wilder has a BA from Kenyon College and an MA from Northwestern University.



Elizabeth entered the development field after seven years spent teaching English and writing at a leading liberal arts college in the US. She served as the senior development officer at the Five College consortium in Amherst, Massachusetts, where she created and managed multi-million collaborative programmes for the foremost higher education consortium in the US. Since 1996, Elizabeth has provided consulting and strategic services to numerous universities, colleges, and charities in the US and UK, helping to meet ambitious campaign goals and to create development strategies that promote long-term capacity building. Elizabeth has an MA from Cambridge University and an MFA from the University of Massachusetts.

To learn more about our services and fees, visit our website at www.prosperopartners.co.uk, or contact us at:

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