



Richard Radcliffe FCIoF Cert

Founder

Radcliffe Consulting

Richard has 40+ years' experience in fundraising, the last 30+ specialising in legacies including being Executive Chairman of Sme & Ford. For the last 12 years has run his own consultancy (<http://www.radcliffeconsulting.org>) with his wife who has 30 years fundraising experience.

He specialises in:

- Holding legacy focus groups with engaged audiences – this has also included one-to-one meetings with over 600 HNWI. A total of over 35,000 supporters
- Developing highly practical strategies. He has helped draft over 500 strategies globally (35 countries)
- Training anyone to make the ask really nicely. This has included Vice Chancellors of Universities, retired academics, service providers in mainstream charities and volunteers doing virtually anything and everything
- Drafting inspirational legacy communications and growing sub- brand/legacy identities

He has worked with over 100 educational institutions plus around 400 mainstream charities.

He has been Chair of the International Fundraising Congress and the Institute of Fundraising (UK) Convention. He was given the Lifetime Contribution to Fundraising Award by the Chartered Institute of Fundraising in 2018.

And after all that experience, he is still learning and loving his work more every year!

#IDPE2023