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Jim spent 30 years as an advancement practitioner, 21 as a vice president, before creating his own training and consulting firm. He is the author of five books on advancement, the most recent of which is *The Future of Fundraising: Adapting to Changing Realities*. His conference presentations have garnered stellar evaluations from attendees for more than 20 years and his LinkedIn posts average more than 22,000 views each week.

