



William R. Mott, Ph.D.

## *Consultant to Schools and Non-Profit Organizations*

### Who is Bill?

Bill is a recognized leader in school and non-profit governance and fundraising.

### What does he do?

Bill is a consultant, speaker, and author. He works with schools and non-profit organizations like yours to enrich the relationship between the leadership of the organization and the governing board. Through speaking engagements, retreats, small group sessions, workshops, and one-to-one coaching, he promotes and teaches effective communication. In addition, Bill consults with non-profit organizations in every aspect of fundraising including campaigns, annual fund programs, membership programs, and major gift and endowment programs.

### Ready to have Bill help your organization?

**Expertise** – Bill's consulting, speaking, and writing draws on more than 25 years of educational and non-profit accomplishments. Bill has been successful in a variety of leadership experiences. He has served as the president of a junior college, head of two independent schools, director of a museum house, and director of development of a nationally recognized university. He holds a Ph.D. from Vanderbilt University's Peabody College, America's number one ranked school of education according to U.S. News and World Report.

**Experience** – In addition to his years as a non-profit leader, Bill has consulted with many school and non-profit organizations like yours. He has been privileged to work with numerous independent schools, colleges, museums, historic sites, libraries, and churches. You and your organization will gain from Bill's expertise and experience.

**Value** – Bill knows that non-profit organizations are vital to our nation and to our world. Their life-changing, transformational missions play a fundamental role in how we live and work. Their ability to thrive in our society is critical! He knows that winning the hearts and minds of governing boards and non-profit leaders results in shared vision and where common purpose becomes the priority.

*“It has been a pleasure working with Bill on two campaigns. He has been my guide, counselor, encourager, and mentor.”*

— Mark McFerran, Director of External Affairs  
Brentwood Academy

# How Can Bill Help You?

Bill offers a variety of programs and services that will help you achieve your important goals. All of Bill's programs are available in keynote, half-day, full-day, 90 minute, or 1 hour formats. Material is always customized and topics can be combined to meet the specific needs of your audience or organization.

## Governing Boards

### The Board Game

Bill, through his book, *The Board Game*, currently in production, explores and reveals a range of topics relevant to the boards of schools and non-profit organizations.

*“Bill brought our Board from a state of apathy to a group of enthusiastic volunteers determined to collectively reach the goals of the foundation.”*

— Donna Wallace, Vice President for Development  
Nashville Tech Foundation

### Maintaining a Positive Relationship With Your Board

Under this general topic, Bill presents several different programs including:

“Dealing with the Big Three – Meddling, Bullying, and Complaining;”

“Building the Relationship Between Board Members and Staff Leaders;”

“Coping with Boards in the Absence of Leadership;”

“What’s My Issue – The Board Member with an Agenda;”

“The Curse of Executive Sessions.”

## Fundraising

“What is a Feasibility Study and Why Do You Need One”

“Conducting the Successful Campaign”

“What is a Comprehensive Campaign”

“Building a Major Gifts Program”

“How Can You Enhance Annual Giving”

“Should I Start a Planned Giving Program”

“How Do You Build Endowment”

## Membership Development

“Marketing Your Membership Program” An evaluation survey instrument created by Bill to enhance your membership program.

*“It was a pleasure to work with Bill Mott. He genuinely cared about our church and our future.”*

— Rev. Dr. Jim Hughes, Pastor  
Bethlehem United Methodist Church

## Enrollment – Retention and New Student Strategies

“Developing Strategies to Retain Current Students”

“Developing Strategies to Attract New Students”

“The Role of Faculty and Staff in Retaining and Attracting Students”

### Contact Bill to address all of your governance and fundraising needs!

For all questions, requests, workshops, consulting engagements, and all other speaking engagements, please contact Barbara Johnston at [Barbara@WilliamRMottPhD.com](mailto:Barbara@WilliamRMottPhD.com) or 615-830-7299.



## Who Hires Bill?

Schools . . . Colleges . . . Museums . . .  
Historic Sites . . . Libraries . . . Churches . . .  
Professional Associations . . . and many  
other types of non-profit organizations.  
Here is a partial list . . .

American Library Association  
Appomattox Regional Library  
Argie Cooper Public Library  
Association of Fundraising Professionals  
Atlanta History Center  
Battle Ground Academy  
Birmingham Public Library  
Brentwood Academy  
BrightStone  
Carnton Plantation  
Council for the Advancement and  
Support of Education (CASE)  
Cumberland Heights  
Davidson Academy  
Emory University  
First Presbyterian Church (Concord, NC)  
First Presbyterian Church (Nashville, TN)  
Historic Rugby  
International Space University  
Martin Methodist College  
Nashville Public Library Foundation  
National Trust for Historic Preservation  
Rice University  
St. Paul Christian Academy  
Salvador Dali Museum  
Smithsonian Institution  
University of Alabama  
University of Minnesota  
University of Toronto  
Vanderbilt University  
W. O. Smith Community Music School