



1200 WALL STREET WEST / LYNDHURST, NJ 07071
TEL 800 526 9005 / FAX 201 460 0680 / WWW.MARTSANDLUNDY.COM

Terrence Handler Principal, T. Handler Consulting



Education: University of Oregon, B.A.
The Ohio State University, M.S.

Professional Experience

After serving as a senior consultant for Marts & Lundy (2001 – 2004), as a senior associate and principal at Bentz, Whaley, Flessner (1986 - 1998; 2004 – 2006), and as senior consultant and account manager with Computer Sciences Corporation (1998 - 2001), Terry now has his own consulting company focusing on fundraising services, systems and program support. With over twenty years experience, he has extensive knowledge of advancement and fundraising programs, systems, database management, prospect research and tracking, operations, and management in operations and support.

Terry brings a unique perspective to his clients, having worked in the commercial and public sectors where he led local, state, and national level information system projects. His clients have included a wide range of institutions such as colleges and universities, healthcare, environmental and arts organizations. He has chaired CASE’s “ePhilanthropy” conference, and presented at a number of national and regional fundraising conferences such as CASE, AFP, APRA and CSA and national software user-group conferences.

Representative List of Clients Served

- | | |
|--|---|
| Brown University, MA | Purdue University, IN |
| Boston University, MA | Queens University Canada |
| California Institute of Technology, CA | Southern Methodist University, TX |
| Cedars-Sinai Hospital, CA | St. Jude Children’s Research Hospital
(ALSAC Foundation), TN |
| Chicago Symphony Orchestra, IL | State University New York–Buffalo, NY |
| Creighton University, NE | Several University of California and
California State Universities, CA |
| Florida State University, FL | University of Cincinnati Foundation, OH |
| Georgetown University, DC | University of Connecticut Foundation, CT |
| Harvard Law School, MA | University of Missouri Columbia, MO |
| Lafayette College, PA | |
| National Audubon Society, NY | |
| National Geographic Society, DC | |

Blending the Art & Science of Philanthropy