

Robin Thompson Biography and Resume

More than 25 years ago, Thompson Training and Keynote, Inc. was founded on four cornerstones: awareness, trust, spirit and accountability. Many hundreds of clients later, it continues to fuel our passion and pursuit of excellence to help clients be successful.



Robin Thompson is a dynamic independent business consultant with corporate executive experience. She has held positions of Vice President for a University and a Nonprofit Foundation, Executive Director of a Foundation Board, Professional Speaker, and is an author. Her company, Thompson Training & Keynote, Inc., was founded in 1995 with a mission to create imaginative solutions through collaboration and technology. Her clients include Fortune 500 companies, charitable organizations, and small business ventures.

Robin has:

- Proven leadership experience managing employees and operations as Vice President, executive director, employee, manager and business owner.
- Over 25 years as a Professional Speaker and Trainer with clients from Fortune 500 companies.
- Earned a Masters degree
- Faculty teaching Effective Leadership in an MBA program

Robin earned a MS from the University of Utah and BS Degree from West Virginia University. She also has a Certificate in Fundraising Management from Indiana University School of Philanthropy.

She is the author of the book, *Know Stress to No Stress—a guide to achieving life balance*. Her current book (pending publication) is called *Fundraising Fundamentals: A fun, step-by-step guide to raising more money, faster*.

In the areas of Leadership Development:

Robin has worked with leaders in Fortune 500 companies in a variety of industries to improve performance and develop them for future responsibilities. In the sector of Change Management and Organization Effectiveness, Robin has facilitated major change initiatives in a variety of settings, including building a staff and starting the university's first-ever marketing department. She has consulted with organizations on implementing change and applied the principles she taught in her role as Vice President. She is a faculty member at the Lake Forest Graduate School of Management where she teaches Effective Leadership Skills in an MBA program.

Robin's nonprofit experience includes:

Succeeding at positions as Vice President of Development at the Vail Valley Foundation and Oregon Institute of Technology. She was also Executive Director of the Oregon Tech Foundation and earned a Certificate in Fundraising Management from Indiana University School of Philanthropy.

Specifically:

- Raising over \$2.4 million in six months with only one other fundraiser on staff, surpassing what had been raised in the previous three years combined.
- Started the foundation's very first charitable estate and **Planned Giving** program. Previously, only five planned gifts were recorded. In one year, increased it to over 23 gifts that could result in over \$15 million when realized.
- Doubled **Alumni Giving** in two years.
- Doubled dollar amount given for **Scholarships** in one year.
- Tripled **Unrestricted Giving** in six months.
- Built **Endowment Giving** from \$100,000 to over \$2 million in two years.
- Cultivated major gifts using **Donor-Centered fundraising**. This innovative program resulted in engaging two times as many donors as compared to the previous year.
- Created unique *10-Touch Process* to assess timing, donor gift probability and to steward donors through moves management.
- Supervised and edited grants while leading the **Grants** Department for the foundation and the University. The number of targeted grant proposals doubled with a corresponding increase in grant revenue.
- Recruited and trained volunteers to identify potential donors, build a personal connection and create a philanthropic environment.
- Responsible for creating, implementing and managing the **foundation budget** of over \$17 million in assets.
- Presented numerous courses to Fortune 500 companies

Regardless of whether Robin is working with corporations or nonprofits, she knows how to reduce stress by helping people become more aware, learn to trust and honor one another, rebuild their team spirit and become accountable for their success or lack thereof.

About Robin

Professional Profile

Robin is a collaborative and trusted leader with innate ability to foster long term relationships, manage leadership development activities, and create positive employee relations. Very adept at fostering employee engagement and retention attributes and strategies to involve maximum participation at all levels. Skilled in motivating others to achieve consistent results by authentically relating to the employees personal and professional goals. Consultant to Fortune 500 companies, unique ability to transfer knowledge, concepts and best practices with outstanding results.

Professional Accomplishments

In-Depth Experience with Oversight and Organizational Management of All Operations

- Over 30 years experience in leadership and management roles.
- Rebuilt the Development Department by increasing the staff from 2.3 people to 11, including gift officers, marketing staff and support positions.
- Mentored, coached and led new employees as well as seasoned team members to be more efficient and productive.
- Set goals for the foundation and staff. Provided staff development opportunities, incentives, evaluations and performance coaching.
- Led and supported search committees for various departments, including the Marketing and Development staff.
- Consulted with Fortune 500 companies by designing and presenting customized leadership development training programs.
- Continually learning by teaching a Graduate Level Effective Leadership class.
- Managed and supervised staff, volunteers, board members and alumni.
- Worked collaboratively with the internal staff, community stakeholders, corporate partners and foundations to get “buy-in”.
- Established, directed and managed the first-ever Marketing Department.

Leadership Development Expertise Interventions

- Key contributor in organization strategic planning process including annual workforce planning.
- Built and led the marketing department including reworking the organization brand and image.
- Designed and implemented marketing strategies including development of outreach materials, public relation events and marketing campaigns.
- Represented the organization by speaking at community functions, press conferences and other high-level meetings using skills developed in professional speaking business.
- Provided fiscal oversight and assisted in budget development for the organization as a key member of the executive management team.
- Regularly reported the budget updates to the foundation board members as well as executive management of the University.
- Implemented and led the foundation board’s Strategic Planning process.
- Created positive community and student relations by working with local businesses to develop an annual new student welcome-back program.

Qualifications

- Currently hold faculty position at Lake Forest Graduate School of Management teaching leadership classes for an MBA program.
- More than 20 years leading and managing people including leadership development programs as a professional speaker and trainer. Five years of direct leadership experience in higher education setting.
- As Vice President of Development demonstrated genuine collaboration skills with executive leadership team, staff, faculty, students, foundation board, alumni, community stakeholders, businesses and government officials.
- Two current programs approved for HRCI credits through the Society of Human Resource Management.
- Knowledge of current leadership practices, organizational development and management through teaching an online leadership class.

Education

- Certificate in Fundraising Management, Indiana University Center on Philanthropy
- M.S., University of Utah
- B.S., West Virginia University

Work History

- **Professional Speaker & Fundraising Consultant**, March 2013—present, TTK, Inc., Klamath Falls, OR and currently Vail, CO
- **Vice President of Development**, Jan.—July 2016, Vail Valley Foundation, Vail, CO
- **Executive Director**, Oregon Tech Foundation, Jan. 2008—March 2013, Oregon Institute of Technology, Klamath Falls, OR
- **President, Trainer and Professional Speaker**, Oct. 1991—Jan. 2008, Thompson Training & Keynote, Inc., Salt Lake City, UT and Daniels, WV

Community and Volunteer

- Association of Fundraising Professionals Member.
- Vail Valley Partnership Nonprofit Network.
- Colorado Nonprofit Association Member.
- Winter Wings Festival volunteer web site program 2013-2014.
- National Speakers Association, member 25 years, Chapter Ambassador, Vice Chair 2007
Workshop Conference and past Liaison for national board and state chapters.
- Utah Speakers Association Past President; Member of the Year, Board Member.
- Utah Chapter Meeting Professionals International, Past Public Relations Officer, Board.
- Utah American Society for Training and Development, Past Public Relations Officer.
- International Facility Management Association, Past Member, Future Focus Group.
- Business and Professional Women, Vail Past Chapter President.
- Previous Licensed Recreation Therapist, Utah #108956-4002.
- Beckley/Raleigh County Chamber of Commerce, Past Member, Trainer and Speaker.
- Piney Creek Watershed Association, Advisor.
- American Lung Association of West Virginia fundraiser on 100-mile bike ride.