

# Judith Green

## Generating real impact for nonprofits



**Title:** Revenue Development Consultant and Coach

**Quote:** *“It’s not about the money, it’s about the impact!”*

**Philosophy:** I believe that impact drives revenue. When organizations share their impact through powerful stories, they present the opportunity for others to champion their cause. Engaged champions will invest in your vision today, tomorrow and forever.

**Previous Experience:** As a results oriented visionary, Judith has raised tens of millions of dollars for nonprofit organizations in her 30+-year versatile career. Judith also spent six years in the for profit arena as a general manager in the fitness industry. Her background as CEO and development director of several nonprofits included fundraising, event planning, annual and planned giving, donor and major gifts, capital campaigns, board and committee development, and operating management. An expert presenter and negotiator, she has solid relationships with corporate leaders and philanthropic foundations.

**Current Accomplishments:** Judith is trained in the Suddes Group “For Impact” method founded by Tom Suddes, a nationally known philanthropy thought leader. The Suddes roadmap has generated over \$2 billion in revenue for organizations in the last 30 years. She has coached numerous organizations in successful multi-million dollar capital campaigns and has trained many social sector staff and board members to realize a “culture of philanthropy”. Judith has conducted

webinars, seminars, served as key-note speaker and moderated discussion panels with groups such as: The Alliance for Nonprofit Growth and Opportunity (TANGO); Hartford Public Library; Rotary District 7890; The Conference of Churches; and, the CT Association of Nonprofits.

**Education and Civic Engagement:**

Judith holds dual Bachelors of Science degrees from CCSU. She is Rotary District 7890 Assistant District Governor, was President of the Hartford Rotary Club from 2008-10, and is a multiple Rotary International Paul Harris award recipient. Judith was a United Way Community Campaign “Agency Star” for 2004 and 2009. She is a graduate of the Rotary Leadership Institute; the American Leadership Forum Class XXII of Leadership Greater Hartford; and, the Leaders Authenticity Circle and the Executive Management Institute of the Hartford Foundation for Public Giving.

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