



Advancement Is a Team Sport: How Schools Can Distribute Work Across Campus

Who: Heads of School, Development and CFOs

Presenter: Mattingly Messina

When: Wednesday, October 21st from 10:00 a.m. to 11:00 a.m.

Where: Virtual on Zoom

Register [HERE](#)

The slide deck and recording will be available to registrants after each webinar

Session Description:

When advancement capacity is limited, the strongest schools get creative. Heads, administrators, faculty, volunteers, and trustees must each understand their role in building the relationships that strengthen fundraising and financial sustainability. This session focuses on how schools can distribute advancement responsibilities effectively across campus. Participants will explore how different departments and school leaders—from the Enrollment Director to the CFO—can support advancement efforts through relationship-building, communication, stewardship, community engagement, and increased awareness. Drawing on firsthand experience as a trustee, consultant, and former Advancement Director, Mattingly will share ways schools can better leverage their teams' relationships and expertise to strengthen fundraising.

About Mattingly Messina:



Mattingly Messina is the founder of Throughline, a consulting firm that helps independent schools strengthen their fundraising, their Boards, and their relationships. A former Director of Advancement at Bentley School and legal negotiator at Google, he now serves as a Trustee and Advancement Committee Chair at St. Margaret's Episcopal School—his alma mater and his case study for what it looks like when an independent school changes your life. Through his firm, he also serves in a number of fractional advancement leadership positions at independent schools, including San Domenico School and Canterbury School of Florida. He lives in San Francisco and serves on the Programs Committee of the Association of Fundraising Professionals Golden Gate Chapter.

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