

Ray Crosland, MBA, CAP®, CFRE

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Ray Crosland has more than 20 years of successful experience in donor-focused philanthropy, utilizing a results-driven, entrepreneurial approach to lead individuals, teams, and clients to meet aggressive revenue goals. Ray's fundraising career began in the foundation world at Chicago Community Trust before moving on to leadership roles at The Salvation Army and University of Illinois Chicago and the Salvation Army. Ray's areas of expertise include major gifts, campaigns, coaching, mentoring and best practices. In his career, Ray has solicited more than \$500M in gifts for amazing causes.