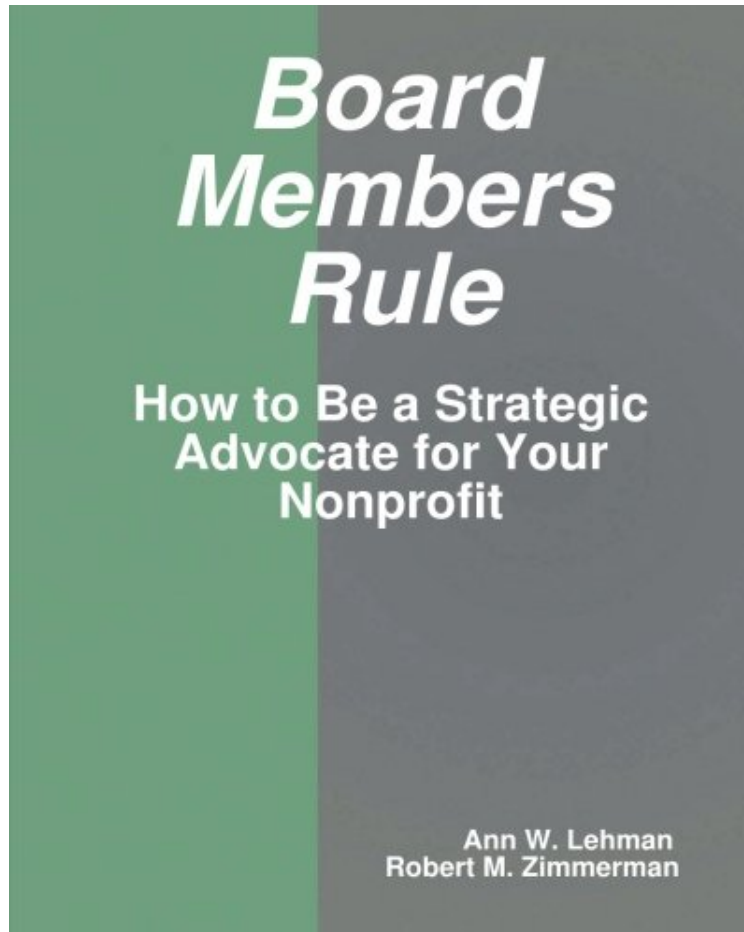


Board Members Rule: How to Be a Strategic Advocate for Your Nonprofit

Ann W. Lehman, Robert M. Zimmerman
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About the AuthorAnn W. Lehman, partner at Zimmerman Lehman and planning and policy specialist, has worked in the public interest arena for more than 25 years. Ann received her B.A. from Rutgers University in New Jersey and her J.D. from Northwestern School of Law in Portland, OR. Immediately after law school, Ann supervised a storefront public interest law center in Portland geared to senior citizens. She was the executive director of the New York City chapter of a progressive bar association and a California support center for long-term care. Ms. Lehman's clients include many social justice, youth, health, women and advocacy programs, such as University of California's Boalt Hall's Center for Social Justice, California Youth Connection, Stanford Law School, Habitat for Humanity, Step One School, Equal Justice Society, and Mental Health Advocacy Services. She is co-author of Zimmerman Lehman's books "Boards That Love Fundraising: A How-To Guide For Your Board," "The Effective Nonprofit Board: Responsibilities and Recruitment," and ZimNotes, an e-newsletter for nonprofits. The late Robert M. Zimmerman, founder of Zimmerman Lehman and fundraising specialist, held 30 plus years of experience in fundraising, board development, and executive search. He had been director of development for organizations on both coasts, including the Youth Law Center and the Westside Center for Independent Living, and was director of corporate philanthropy at Mills College in Oakland. Mr. Zimmerman served as President of Zimmerman Lehman since 1988. He was a well-known conference speaker on fundraising strategies, capital, and major donor campaigns. He specialized in motivating boards and staff with his practical, down to earth, no-nonsense advice and sense of humor. A 1969 graduate of Antioch College, Mr. Zimmerman held an M.A. from the University of Michigan. Mr. Zimmerman's clients included The Salvation Army, California Wilderness Coalition, Minority Corporate Counsel Association, Disability Services, Inc., Philharmonia Baroque Orchestra, Children's Hospital of Oakland, American Lung Association, Marine Science Institute, World Congress on Philanthropy and many others. He also served on the Board of the Association of Fundraising Professionals (AFP) in San Francisco. He is the co-author of "Boards That Love Fundraising: A How-To Guide For Your Board" and ZimNotes, an e-newsletter for nonprofits available at <http://www.zimmerman-lehman.com>