



Terry Pearl, Principal and Founder

Terry Pearl is a proven leader and successful strategist in development, strategic planning, fundraising campaigns, major gifts, corporate and foundation relations, and board development. Over a philanthropic career spanning two decades, she has cumulatively raised more than \$175 million for nonprofits in the New York region, including principal gifts as large as \$50 million. As a development consultant, she has worked on campaigns with a diverse group of organizations including Hadassah of America, the YWCA of New York City, Overlook Medical Center, US Autism Homes, Gilda's Club of New York City, and several Hackensack Meridian Health hospitals.

Prior to working as a consultant, she served in a variety of fundraising leadership roles including Chief Development Officer for St. Joseph's Health in Paterson, NJ; Vice President, Development, for Newark Beth Israel Medical Center; and Chief Advancement Officer for The Headstrong Project, a national organization providing free mental health to veterans. She has also served as the Senior Director of Corporate and Foundation Relations for NYU Langone Medical Center; as well as Director of Corporate and Foundation Relations at The Mount Sinai Medical Center and Morristown Medical Center in Morristown, NJ.

Terry earned a Master of Public Administration in Non-Profit Management and a Master of Business Administration in Leadership from the University of Miami. She holds a BA in Art History from the University of Pennsylvania. Terry has served on the Board of Directors for the Learning Community Charter School in Jersey City, NJ, the Association of Fundraising Professionals New Jersey Chapter, and the Morristown Rotary Club, and has been named a Paul Harris Fellow by Rotary International. She is a graduate of Lead New Jersey and Leadership Morris.

Terry lives in Hoboken, NJ with her husband and daughter.