

LAPA PLANNED GIVING TEAM

LAURENCE A. PAGNONI, MA, MPA

Laurence is the president of LAPA, an innovative management and development consulting firm. He has more than 20 years of executive management experience in the nonprofit sector. Prior to establishing his consulting firm, Laurence served as executive director of three nonprofit agencies, where he implemented effective planned giving vehicles to develop major gifts. He holds advanced degrees in Management and Public Administration from New York University and additional graduate degrees in Theology and Spirituality.

PATRICIA C. JONES, MS

Patricia is vice president of LAPA. She has over 25 years of experience in nonprofit management, and has worked as a consultant to a wide range of nonprofit organizations in the areas of fundraising, strategic planning, and program development. She has also served as the Executive Director of the *South Florida Art Center* and *Nontraditional Employment for Women* and, most recently, as the Interim Executive Director of the *Brooklyn Conservatory of Music*. Patricia is also a journalist by training. Ms. Jones received her BA cum laude from Harvard College and earned a Master's Degree in Urban Planning from Columbia University's School of Architecture and Urban Studies.

EDWARD C. WINTERS, MBA

Ed is a senior consultant at LAPA. He has worked for more than 25 years in nonprofit fundraising. Ed specializes in qualifying and setting up approaches for major gifts through planned giving vehicles. He has also served as director of planned giving for the Boy Scouts of America. Ed has implemented a successful planned giving program as director of development for NYSARC, the largest nonprofit organization in the nation serving people with mental and developmental disabilities. Ed graduated magna cum laude from Syracuse University, and received his Master's in Business Administration from the State University of New York in Albany.

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Innovative Management & Development Services

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MARIA SEMPLE

Maria is a senior consultant for prospect research at LAPA. She is principal of The Prospect Finder, which provides extensive research on individuals, foundations, and corporations who are considered major donor prospects. In addition, she provides training services to help nonprofits new to the field of prospect research. Maria is a member of the Association of Professional Researchers for Advancement and a founding member of the Nonprofit Consultants Collaborative in New Jersey.

JOSEPH K. PISTELL, JD

Joe is a senior consultant for individual giving at LAPA. He served for eight years as director of planned giving for The Salvation Army of Greater New York. There he was considered the most successful planned giving officer for the Eastern United States region, having raised over \$30 million through charitable gift annuities, charitable remainder trusts, and bequests. After working as an attorney for law firms focusing on criminal defense and civil litigation, Joe established his own law firm, where he focused on estate planning. He received his law degree from New York Law School, and is a graduate of Tufts University.

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