Fundraising & Development

Raising money helps an organization improve services for the residents. The buildings, grounds and services are updated with donations. These help the communities serve others even better.

**Are you a person who:**
- Likes to sell things and persuade others?
- Tackles projects and completes them on time?
- Works well with others and stays in touch with friends?

**How much schooling is needed?**
Associate or Bachelor’s Degree

**What is the salary?**
$51,000 – $141,000

**How can you prepare to become a Fundraiser or Director of Development?**
- Raise money for a cause.
- Study how businesses find funding.
- Learn to be a successful writer and communicator.

**Career steps**
- Director
- Grant Writer
- Associate

**What are similar careers?**
- Sales
- Teacher
- Nonprofit Worker

**I’ve always loved raising money that helps other people. This work is more than a job. It is my way of helping others.”**