



St. Stephen's

EPISCOPAL SCHOOL

June 27, 2019

To Whom It May Concern:

It is a pleasure to recommend Corcoran and Co. I have hired them the last four years, 2015-18, to work on our school community-wide gala and this summer to conduct our multimillion dollar campaign feasibility study.

I am an experienced advancement professional and recognize superior talent. Corcoran and Co. has it all. They supply the technical know-how to implement tricky event software and understand our database strengths and weakness; they have the experience to manage all vendors; most importantly, they bring intelligence, integrity, diligence and attention to detail to get the job done.

Corcoran and Co. staff demonstrate tireless patience, professionalism and a strategic management when working with volunteers. They present a calm and creative response when events are disrupted due to unforeseen events such as weather, illness and vendor errors. I know we can rely on them 100 percent to manage any situation.

Moreover, I have great faith in Corcoran and Co. to tackle the next set of challenges. In hiring them to conduct the feasibility study for our upcoming capital campaign, I know they will represent the school and its fundraising goals with sound judgment and insight. From my point of view, this step is an exceptionally important part of our fundraising work. Victoria Corcoran will be in the critically important position of making the initial contact with our most important donors. Because I have seen her work with other donors, I know she will be able to articulate the school's position in the short term and set the table for the long-term success of our strategic goals.

From my experience, I strongly recommend Corcoran and Co.

Sincerely,

Christine Aubrey

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