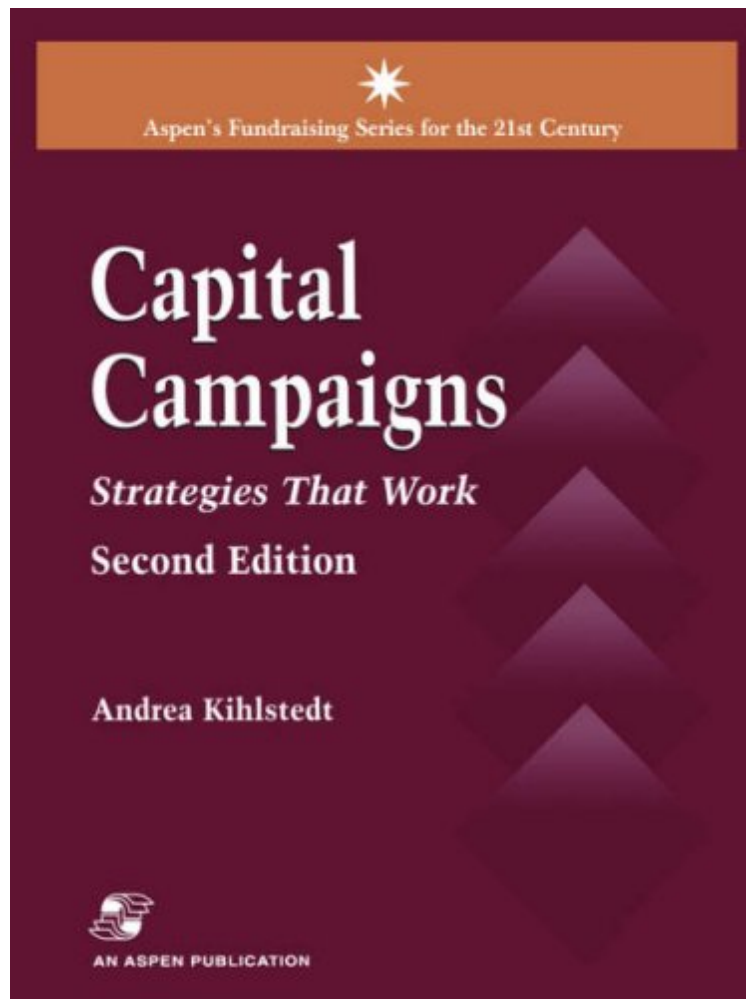


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About the AuthorANDREA KIHLESTEDT writes, teaches, and consults on capital campaign fundraising. She lives and works in Lancaster, Pennsylvania, and New York City ROBERT PIERPONT is chairman and CEO of Pierpont Wilkerson, Ltd., a fundraising consulting firm based outside of New York City in Garrison, New York.