

SPEN LEADERSHIP GROUP

EXECUTIVE DIRECTOR FOR ADVANCEMENT
SCHOOL OF LAW
[UNIVERSITY OF MISSOURI](#)
Columbia, Missouri



The Aspen Leadership Group is proud to partner with University of Missouri in the search for an Executive Director for Advancement, School of Law.

The Executive Director for Advancement, School of Law will direct a portfolio of individual, corporate, and foundation major gift prospects, develop annual advancement plans, and foster relationships that lead to gifts in support of the School of Law. The Executive Director will collaborate with the Dean, department chairs, and MU Advancement to secure six-, seven-, and eight-figure gifts and will serve as the primary steward for the School. The Executive Director will direct team culture and provide leadership, coaching, mentoring, and inspiration to the School of Law Advancement Team

Since 1839, and as Missouri's only state-supported member of the Association of American Universities, the University of Missouri (MU) has been engaged in groundbreaking research and comprehensive academics that define its strength as a higher education institution. Today, MU supports 31,103 students in 300+ degree programs, including 97 undergraduate majors, 96 master's degrees, 69 doctoral degrees, and over 70 certificates. Students work side by side with some of the world's best faculty to advance the arts and humanities, the sciences, and the professions. At MU, scholarship and teaching are driven daily by a commitment to public service—the obligation to produce and disseminate knowledge that will improve the quality of life in the state, the nation, and the world. MU's NCAA Division I Athletics program in the Southeastern Conference (SEC) has 550 student-athletes across 20 sports. There are 344,000 MU alumni living around the world, 185,000 of which remain in the state of Missouri, maintaining MU's positive impact globally and locally.

MU commits to acting ethically, welcoming differences, and exchanging ideas openly. University leaders demonstrate commitment to diversity, equity, and inclusion by ensuring each individual, regardless of background, experiences, and perspectives, is supported at MU. In the past eight years, the university created the Division of Inclusion, Diversity and Equity, hired a Chief Diversity Officer to lead the new division, and established mandatory diversity training for those responsible for hiring. As part of its student accessibility efforts, in 2021, MU invested over \$167 million in student scholarships and awards, allowing nearly half of all MU students to graduate without debt.

University of Missouri takes pride in driving innovation and the state of Missouri economy through its extensive research and outreach programs which support local families, business owners, farmers, firefighters and police, and healthcare providers. In 2021, the university secured \$389 million on total research via the National Science Foundation. It boasts about 100 new inventions each year and infuses the Missouri economy with approximately \$5B on an annual basis. Overall, the University of Missouri positively impacts 1 million Missouri residents through its offerings.

On the heels of record retention and enrollment growth amidst unprecedented challenges facing higher education in 2020, the University of Missouri jumped 15 spots in the *U.S. News & World Report* list of top national universities, rising to 124 in the publication's newest rankings of more than 380 public and private

institutions. MU also moved up five spots, from No. 90 in 2020 to No. 85, among the Best Value Schools—a measure of colleges that offer the best value for students getting need-based financial aid. Additionally, the university climbed 13 spots to No. 86 among the Best Colleges for Veterans.

Mizzou Advancement emphasizes talent acquisition and professional development in service to its overall mission of enhancing private support of the University of Missouri. As a result, the division continues to attract top talent from around the country. Comprising 180 staff members with a presence across the United States and around the world, Mizzou Advancement announced the \$1.3 billion *Mizzou: Our Time to Lead* campaign in October 2015. At its conclusion in 2020, it was the most successful philanthropic campaign in the university's history, at over \$1.4 billion.

UNIVERSITY OF MISSOURI SCHOOL OF LAW

The School of Law at the University of Missouri was founded in 1872. Since that time, the School of Law has produced well-rounded lawyers who are sensitive to ethical issues, prepared to serve clients, and ready to be leaders in promoting justice for the State of Missouri and the nation.

Mizzou Law is proud to offer an affordable, accessible legal education. Affordability is coupled with excellence in legal education. The Mizzou faculty are recognized for scholarly work and teaching excellence. Faculty members are regarded as experts in their fields and are regularly quoted in the national media in outlets such as *The Washington Post*, *The New York Times*, *The Christian Science Monitor*, and *The Wall Street Journal*. The nation's leading patent law blog is authored by a Mizzou Law professor who has testified before Congress on patent law reform.

School of Law students are provided with a challenging and practical education. The School's trial practice program gives students a hands-on experience, including the option of a January course with outstanding judges and lawyers and an advanced trial practice course taught by one of the leading trial practice attorneys in Missouri. Mizzou Law students have the opportunity to further hone their skills in one of its clinical programs—Entrepreneurship Legal Clinic, Innocence Clinic, and Veterans Clinic.

As a national leader in the field of dispute resolution, Mizzou Law seeks to complement a strong traditional curriculum with an orientation toward lawyering as a problem-solving endeavor. Its Center for the Study of Dispute Resolution is nationally recognized and ranked #4 in the world, with leading scholars from around the country serving as fellows. Mizzou Law has been granted *Recognized Course Provider* status by the Chartered Institute of Arbitrators for four courses in the J.D. program, including three arbitration courses.

Since 2015, Mizzou Law alumni taking the Missouri Bar Examination for the first time passed at a rate of 90.5% and ultimately passed the bar at a 96% rate.

Students often describe the academic atmosphere at MU as challenging, but with an emphasis on learning rather than competition. Courses offer students a broad and balanced perspective on the law and legal institutions to prepare them for a wide range of career options in law, as well as alternative careers anywhere in the country.

The School of Law is a charter member of the Association of American Law Schools. It is fully accredited by the American Bar Association.

REPORTING RELATIONSHIPS

The Executive Director for Advancement, School of Law will report to Michael Kateman, Assistant Vice Chancellor for Constituent Units. The Executive Director will oversee two staff.

FROM THE ASSISTANT VICE CHANCELLOR

This is a most exciting time to lead the School of Law advancement team at Mizzou. As the CDO, you will have the opportunity to build on the great success of our recent campaign with an enthusiastic team and a dean who is full-out committed to fundraising for the college.

Throughout the campaign, the School of Law advancement team performed well, strengthening both the culture of philanthropy with external stakeholders and the culture of fundraising. Our Law School campaign goal was \$20M, which we exceeded by \$3M. Post-campaign, we are seeking a partner who thrives in an environment of collaboration and high performance, inspiring teammates to be their best and encouraging productive relationships with our central advancement teammates.

My leadership philosophy and practice are based on the web of inclusion, where your voice is welcomed and vital to our overall success. My coaching style is inspired by Stephen Covey's longstanding advice – "The main thing is to keep the main thing the main thing." I look forward to chatting with you about making Mizzou's School of Law advancement your main thing.

—Michael Kateman, Assistant Vice Chancellor for Constituent Units

UNIVERSITY OF MISSOURI'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

The University of Missouri is fully committed to achieving the goal of a diverse and inclusive academic community of faculty, staff, and students. It seeks individuals who are committed to this goal and its core campus values of respect, responsibility, discovery, and excellence.

At Mizzou Advancement, a diverse community of donors, alumni, staff, and friends is celebrated. It is committed to taking bold steps to create an inclusive culture where everyone is seen, heard, and valued. The Advancement team is continually learning and growing on its journey to embed diversity and inclusion in everything it does. Mizzou Advancement believes that diversity of views, informed by a breadth of life experiences, help it to understand its humanity more deeply and improve its service to mankind. Its efforts to be inclusive must be intentional and thoughtful, so that it might realize the full benefit of the diversity it seeks to build within Advancement.

PRIMARY RESPONSIBILITIES

The Executive Director for Advancement, School of Law will

- champion a work environment that supports the School's commitment to compassion and inclusive excellence;
- drive fundraising and alumni and stakeholder engagement efforts in conjunction with the Dean and MU Advancement;
- identify prospective individual and corporate and foundation donors to secure major gifts;
- create the School's annual advancement plan and oversee its development, implementation, and management;
- strategically partner with the School's marketing and communications team to ensure consistent and effective message alignment for all stakeholders;
- steward genuine relationships with donors, alumni, partners, and stakeholders of the School;
- serve as the MU Advancement liaison with the Law School Foundation;
- manage an individual portfolio of major-gift donors, make substantive and meaningful contact (including phone, video, and face-to-face visits), and successfully present major-gift proposals;

- identify leadership giving prospects with a strong sphere of influence and affluence resulting in major leadership gifts (six- seven-, and eight-figures); and
- passionately serve as the primary liaison to MU Advancement and the School's leadership, students, faculty, and staff—building meaningful relationships and lasting connections.

LEADERSHIP

Jackie Lewis

Vice Chancellor for University Engagement

Jackie Lewis is the MU Vice Chancellor for Advancement and joined the University of Missouri in August 2020. In this role, Jackie strengthens and cultivates the key partnerships that support the university's philanthropic goals and alumni relations, as well as collaborating with leaders across campus to build upon the university's ongoing fundraising efforts. She leads a team of about 180 dedicated advancement professionals committed to Mizzou's land-grant mission.

Jackie has a noted history of success in building support for academic medical centers; her experience in health care fundraising serves to guide the Mizzou Advancement team as they continue securing investments for the NextGen Precision Health Institute, the university's top capital priority.

Jackie came to Mizzou from the University of Maryland, where she spearheaded a \$1.5 billion campaign and helped secure a \$220 million gift, the largest in the university's history. Additionally, she led her team to two of the university's three highest fundraising performance years.

Prior to that, Jackie was Senior Vice President for Development at the University of Iowa Foundation in Iowa City, where she successfully led the campaign *For Iowa. Forever More*, a \$1.7 billion comprehensive campaign that raised more than \$1.97 billion. Her team secured the largest gift to the campaign, a \$45 million commitment in support of the creation of a neuroscience institute and a \$25 million gift to name a new children's hospital.

At The Ohio State University, Jackie served as Assistant Vice President of Medical Center Development and Alumni Affairs, serving on the team that successfully executed the \$475 million *Power to Change Lives* campaign to support research, clinical care, and education for the medical center and college of medicine.

Prior, Jackie served as Senior Vice President of University Initiatives and Vice President of Constituent Development at the Arizona State University Foundation in Tempe.

She has a B.S. in journalism and mass communications from Iowa State University and grew up in Osceola, Iowa.

Michael Kateman

Assistant Vice Chancellor for Constituent Units

Mike Kateman joined Mizzou Advancement as the Assistant Vice Chancellor for Constituent Units in March 2018. For more than three decades, Mike has served in higher education advancement and communications. Most recently, he was Director of Internal Communications at the University of Missouri System, where he was responsible for providing strategy, leadership, and coordination for internal communications, coordinating branding initiatives and working with system and campus leaders to create strategic communications plans, programs, and initiatives. He began his higher education career in 1987 at the Mizzou Alumni Association and during his 19-year tenure at Mizzou also served as Director of University Events and Activities, Director of the Annual Fund, Director of Gift Planning and Endowments, and Executive Director of Advancement for the College of Arts and Science, where he organized the College's \$40 million component of the *For All We Call Mizzou Campaign*. From 2006 to 2015, Mike

worked at Columbia College as Executive Director of Development, Alumni and Public Relations, successfully leading its largest fundraising campaign and re-branding efforts.

In addition to higher education, Mike's marketing, public relations, and fundraising background also includes health care, the arts, and human services. He is a member of the Board of Directors for the Arrow Rock Lyceum Theatre and the past chair of the Board of Directors for the Food Bank for Central and Northeast Missouri.

A sixth-generation Missourian, Mike is a three-time graduate of the University of Missouri. He earned a Ph.D. in Educational Leadership and Policy Analysis with an emphasis in higher education, an M.A. from the School of Journalism, and a B.S. in Business Administration—Marketing with an emphasis in Spanish. He also attended the Universidad Iberoamericana in Mexico City. His doctoral research includes the power of personal narrative in racial identity, inclusive messaging, stewardship in higher education advancement, and the role of university presidents and deans in fundraising.

Paul J. Litton

Interim Dean and R.B. Price Professor of Law

Paul Litton began as Interim Dean in July 2022. He joined the Mizzou faculty in 2006. He received a J.D. and Ph.D. from the University of Pennsylvania, where he studied through the University's Joint Program in Law and Philosophy and was awarded the Lynn Lukens Moore Prize in Jurisprudence by the Law School. He was law clerk to Chief Justice Deborah T. Poritz of the New Jersey Supreme Court, serving a second term as the Court's death penalty law clerk. From 2004 to 2006 he was a fellow in the Department of Clinical Bioethics within the National Institutes of Health.

Dean Litton's research primarily focuses on moral philosophy and criminal law theory, with a particular focus on the capacities required for agents to be fairly held morally and criminally responsible for their conduct. He also has published multiple papers in bioethics with a focus on ethical issues for health care professionals outside the medical care context. His work appears in peer-reviewed journals across disciplines, as well as in traditional law reviews.

From 2010 to 2012, Dean Litton co-chaired the Missouri Death Penalty Assessment Team, assembled by the American Bar Association to study and make recommendations regarding the laws and practices of Missouri's capital system. The team included retired and active judges, former prosecutors and defense counsel, and academics with diverse views about the capital punishment.

Dean Litton has twice received the School of Law's Shook Hardy & Bacon Award for Excellence in Research and has been recognized for teaching. He has received the Gold Chalk Award from the university's Graduate Professional Council and the Husch Blackwell Distinguished Faculty Award for Teaching. Professor Litton teaches Criminal Law, Criminal Procedure, Death Penalty Law, Jurisprudence, and Bioethics & Law.

From 2015 to 2022, Dean Litton served as Associate Dean for Research and Faculty Development at the School of Law. He also was Director of the Office of Academic Integrity within the Office of the Provost from 2017 to 2022.

PREFERRED COMPETENCIES AND QUALIFICATIONS

University of Missouri seeks an Executive Director for Advancement, School of Law with

- a commitment to the mission of University of Missouri—to provide all Missourians the benefits of a world-class research university;
- a history of successful major leadership gift solicitations from individuals, corporations, and foundations;

- supervisory experience including an ability to serve as a compassionate and empathic leader, thoughtful of the environment, organizational cultures, and dynamics;
- exceptional interpersonal and communication skills, including an ability to build and foster a culture of trust, influence internal and external stakeholders, and network effectively in-person and digitally;
- an ability to build consensus and resolve conflict while leveraging Mizzou Advancement's commitment to a culture of excellence through teamwork, passion, and engagement;
- an understanding of the principles of diversity, equity, and inclusion and a commitment to actively fostering a living, learning, and working community where everyone is valued and inspired to reach their full potential;
- an ability to think strategically, synthesize broad information, and communicate across all levels;
- an ability to intentionally and purposefully sets priorities and shifts processes, resources, and capital;
- an ability to analyze team, donor, and School of Law needs and propose forward-thinking solutions;
- an ability to quickly master new technical and business knowledge while using effective strategies to facilitate organizational change initiatives and overcome resistance to change;
- an entrepreneurial spirit and an ability to generate excitement to build fruitful working relationships with colleagues and donors; and
- an ability to demonstrate leadership in difficult situations and use effective management tactics, including mentoring, professional relationships building, and feedback channels.

A bachelor's degree or an equivalent combination of education and experience is required for this position as is at least seven years of fundraising experience in a university setting.

SALARY & BENEFITS

The salary range for this position is \$120,000 to \$150,000 annually. University of Missouri offers a comprehensive [benefits package](#).

LOCATION

This position is located in Columbia, Missouri, the home of University of Missouri. Ranked by the American Institute for Economic Research as one of the nation's top 10 college towns, Columbia combines small-town comforts, community spirit, and a low cost of living with big-city culture, activities, and resources. The city of about 120,000 people lies midway between Missouri's largest metro areas: St. Louis and Kansas City. It is home to nationally recognized public schools including two top-ranked high schools and other colleges and educational centers. It is packed with restaurants and entertainment venues; home to multiple parks and outdoor recreation sites such as Rock Bridge State Park and the MKT Trail; and hosts more than a dozen annual cultural festivals. *Money* magazine, *Fortune* magazine, *U.S. News & World Report*, *Men's Journal*, MSN.com, among others have named Columbia one of the best places in the country to live.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to mission of University of Missouri as well as the responsibilities and qualifications presented in the prospectus.***

To apply for this position, visit:

[Executive Director for Advancement, School of Law, University of Missouri.](#)

To nominate a candidate, please contact Felicia Garcia-Hartstein:

[feliciagh@aspenleadershipgroup.com.](mailto:feliciagh@aspenleadershipgroup.com)

All inquiries will be held in confidence.