



# How to Move Your Individual Giving Career Forward

Kia Croom,  
Fundraising & Philanthropy



DEI + Marketing | Fundraising | Philanthropy





# Meet Kia Croom



- 22-year Nonprofit Fundraiser & Marketer
- Nearly half a billion dollars raised
- Racial Justice Champion
- Nationally Published Journalist
- B.A. Journalism
- MS Public Administration
- Ph.D. School of Hard Knocks





# How to Level Up





# Step #1

# Be You, They'll Adjust



# Step #2

## Find Your Tribe







# Step #3

## Invest in Yo-Self





## Step #4

**Work In Spaces that  
add value**



## Step #5

# Seek a Mentor & Sponsor







# Q&A





# Contact Me

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**Thank You!**

