



**Nathan Stelter, President
The Stelter Company**

Nathan Stelter is the president of The Stelter Company, a leading source for gift planning marketing solutions for the nonprofit community. The Stelter Company, which was founded in 1962, currently partners with more than 1,500 organizations nationally with a staff of almost 100 individuals. The home office is located in Des Moines, Iowa, with regional representation in Chicago, Ill.; Asheville, NC; Washington, DC and Denver, Colo.

Nathan's personal goal and charge to his staff, his clients and this industry is to continue to lead by example as Stelter build's marketing programs based on scientific-data, informed by industry-changing research and focused on connecting people, passion and purpose by way of personal philanthropy!

Over Nathan's 20-year career in planned giving, he's been fortunate to speak at over 100 national and regional industry meetings on gift planning marketing trends and cutting-edge donor and fundraising research. He's been quoted in *Planned Giving Today*, *Advancing Philanthropy*, *Nonprofit Pro*, and other trade publications and currently authors the highly successful Stelter Insights blog. Nathan is a past board member of the National Capital Gift Planning Council (Washington, DC), current member of the Mid-Iowa Planned Giving Council and serves on the board for the National Association of Charitable Gift Planners.

Nathan is a graduate of the University of Iowa where he earned a B.B.A. degree in marketing and is currently pursuing his Executive MBA through Iowa as well. He lives by the mantras: "It is what it is", "It's easier to ask for forgiveness than permission" and "Everything happens for a reason" ...and it seems to work out. He is a lover of music, soccer, spicy food and his beloved Iowa Hawkeyes. He rarely sleeps. And is extremely competitive in everything he does. When not at his Stelter desk, Nathan enjoys spending time with his family, wife Nora and children Benjamin Hawkeye (13), Brody (10) and Brynn (8) along with three Brussels Griffon puppies, Lola, Bubbles and Fergus.