

ALI R. MCLANE
Consultant

Ali McLane brings to her work a unique generosity. The well-spoken former college speech and debate coach experienced an “Aha!” moment as she watched her students succeed at a national tournament. “Knowing I helped them win was a great feeling,” says Ali. “I realized that I don’t need to be on stage accepting awards; it is more fulfilling to help others get there.”

Ali brings that same team spirit to her work at Dini Partners, where she “turns data into actionable intelligence.” In other words, she uses every nugget of information available to match the right prospects to the right funding opportunities. Ali consults with clients to enhance and build prospect management, identification, and research programs as well as assists with data and database optimization across all units.

As one of the developers of the Prospect Information Network (PIN), a wealth-screening and consulting company, Ali pioneered the use of software to identify, profile, and segment prospects using multilayered interests, wealth, and patterns of giving--invaluable information for nonprofits seeking support. During her nine years with PIN, Ali advised more than 500 clients on the effective use of wealth, personal interests, and affinity data to further their missions.

Before joining PIN in 1999, Ali enjoyed a career at both public and private educational institutions. She was a development researcher at Texas Tech University and the Texas Tech Health Sciences Center during the successful \$500 million Horizon Campaign, and went on to serve as assistant director of development research at The University of Tulsa.

An enthusiastic, motivated professional, Ali received bachelor’s and master’s degrees in communications studies from Texas Tech University. She is a co-founder, past president, and board member of the Southwest Chapter of the Association of Professional Researchers (APRA). Ali is president of APRA of Greater Houston and is a charter member of the Association of Advancement Services Professionals, serving on their best practices committee.

When she’s not working, Ali--a native of southern Louisiana who is proud of her Cajun roots--spends her time reading, collecting vinyl records, and hanging out with Little Dog, a stray she rescued from life on the streets.

