

JUDY WAXMAN, CFRE
Senior Consultant



Judy Waxman has a flair for strategy – for, as she puts it, finding just the right way to move an organization forward to reach their mission and funding potential. She has spent most of her professional life in the nonprofit sector establishing, leading, and growing organizations. “Over the course of my 18-year career as a development professional, I’ve found my greatest value is in successful strategizing,” Judy says. “The right strategy can change the entire future of an organization.”

Judy, who has earned a stellar reputation for running highly successful capital campaigns, chose a career in philanthropy consulting because she wanted to combine her expertise with a meaningful mission. “I like the idea of a mission,” she explains. “I like knowing what I do has value, and I love the energy that surrounds major gift fundraising.”

Judy, who was named the 2001 Outstanding Fundraising Professional of the Year by the Austin Chapter of the Association of Fundraising Professionals, is the former senior director of major gifts and campaigns for Children’s Medical Center Foundation of Central Texas, which raises money for Dell Children’s Medical Center, a member of the Seton Family of Hospitals.

During her five years at Children’s Medical Center Foundation, she led a successful \$87 million campaign, obtained the largest single gift to a nonprofit in the Austin community, and oversaw the development of a major gifts program. Prior to joining the foundation, Judy served as senior director of development for the Girl Scouts of Central Texas.

Judy has a long history of serving nonprofits as a volunteer. She is a founding co-chair of the Women’s Trust of Children’s Medical Center Foundation of Central Texas, and is a member of the Settlement Club, the Association of Fundraising Professionals, the Association for Healthcare Philanthropy, and the Anti-Defamation League Council. In her spare time, Judy enjoys yoga, travel, musical theater, and hiking in the mountains of Colorado.

