Patricia Rachel Schwartz, MA, MCC (Master Certified Coach), NBC-HWC (National Medical Board of Examiners Health and Wellness Coach) is an executive coach, major gifts coach, team coach, facilitator and author. She partners with c-suite/senior leaders and teams to maximize engagement and results. Her focus areas include major gifts strategy, stakeholder engagement, strategic visioning, team and organization development, emotional intelligence and change leadership. She works with staff and board leaders to maximize engagement of donors, board, staff, community, etc., and has raised over 12 million dollars. Patricia has been an executive director, development director and program director.

Ms. Schwartz specializes in a strengths-based approach to donor, board and staff engagement. This approach helps all stakeholders build on what's already working to ignite innovation, increase bottom line results, and contribute to wellbeing. She has developed the Relationship Building for Prosperity® Model, which is the basis for her recently published book, *Your Nonprofit's 360Win: How to Build Relationships that Pay Off for Everyone*.

With over forty years of experience in leadership development, business development and management, Patricia has worked with over 350 C-suite or VP level leaders from 6 continents. She has been coaching for over 20 years across sectors/industries, including: nonprofits, higher education, food and beverage, government, military, manufacturing, tech, retail and health care.

Client sample; non-confidential listing:

Alpha Resource Center SB and CA, Anthem, Antioch University, Boone Graphics, Boys and Girls Clubs of Greater Oxnard and Port Hueneme, Coca Cola, DreamWorks Animation, Dunes Center, EPE Engineering, Fielding Graduate University, Foodbank, Foundation for Hearst Castle, Girl Scouts, Golden Brands, Google, Jackpocket, Inc, Maritime Museum SB, Mayo Clinic, Museum of Contemporary Art SB, NY Foundation for the Arts, Reiter Affiliated Companies (RAC), Santa Barbara Education Foundation, Santa Barbara Foundation, Starr-King School, Salvation Army, SB Library Foundation, Toad &Co., Treebones Resort, US Navy, United Way, UCSB, University of Chicago, Ventura College Foundation, Verizon, Wayfinder Family Services, Wildling Museum, Women's Economic Ventures and approximately 3,500 small business leaders and entrepreneurs.