

Trocaire College

June 2006

To whom it may concern:

I am writing on behalf of John Kearns, founder and president of Kearns and Associates (Professional Fund Raising Consultants). I have the privilege of being involved in a Campaign for Trocaire College in Buffalo. I am a member of the committee as well as a consultant to the Institutional Advancement Program.

John was selected to manage our campaign. We began in 2005 and are coming to the close of our goal which has been exceeded. The success is attributed to the leadership of John. He has given us an extraordinary amount of his time and talents. John is very thorough in his research and very prompt with deadlines. He is also very loyal to the Administration and the committee.

John's relationships with donors are remarkable. His strategy is well planned and delivered. He projects a very peaceful way of letting persons know that different conversations would not be appropriate with solicitations of donors. John never raises his voice when there is a difference of opinion among one another.

I have the greatest respect for John and I would recommend him any time and any place. I assure you that you would not be disappointed in his presentations. All of his campaigns that he has directed have always exceeded their goals. That speaks very highly of John's ability and leadership

If I can be of any help and you would like more information, please feel free to call me at any time. I can be reached at 716-827-2463. Thank you for your consideration.

Sincerely,



Barbara Ciarico, RSM
President Emeritus