



## Mary J. Foley

Mary J. Foley brings 35+ years of experience to the not-for-profit world and offers a wealth of strategic leadership skills and insights to the educational, religious and social service arenas. She has worked with hundreds of not-for-profits, internally as a director of development, at the board level, and through a wide variety of consulting engagements.

She joined CBS last year as Managing Director of Catholic School Management. Mary is helping us expand resources and opportunities for all our members in the areas of fundraising, organizational development, communications and stewardship under the Mission Advancement banner.

***You came to Christian Brothers Services after running your own firm for 25 years. How has that transition been for you?***

I've been aware of the tremendous work of CBS my entire career, so when Brother Michael Quirk first reached out to me I was very intrigued. Foley Consulting, Inc. was started to enable our clients to better meet the needs of those they serve. The "never say no" attitude here at Christian Brothers Services, where we are always looking for new and creative ways to assist our members, is a perfect fit. Our clients, most of whom were familiar with CBS, were delighted with the news and I am very pleased to be here.

***At an introduction of you for a speaking event, they said "Mary attended Catholic grade school, high school, college and graduate school ... and it worked." Meaning what?***

My parents purchased a house specifically so my brothers and I could walk to Catholic school – at every level. And while I don't know that their intent was that I would focus so much of my career in the Catholic sector, the impact of that education has left an indelible mark and ensuing gratitude. I feel enormously blessed, not only to have had that educational upbringing, but also to work in support of such noble organizations.

***You've always worked with Catholic schools. How is Catholic School Management different?***

There are many firms that offer advancement services to Catholic schools, but CSM also addresses the internal operations – academics, Catholic identity, administration, guidance and counseling, mission and governance, instructional technology – as well as strategic planning, fundraising, enrollment, alumni, etc. We enable ALL parts of the school to move to the next level of excellence and further the ministry of Catholic education.

***Mission Advancement is a new venture for CBS. How did that come about?***

Because we "never say no" ... In typical CBS tradition – responding to the needs of our members. Many of the organizations we serve want to strengthen their boards, raise more money and improve communications. Often they seek presenters for retreats, workshops, webinars and professional development programs for staff, leaders and volunteers. We work with our clients to understand their unique needs and deliver tailored services that will enable them to meet their goals.

***What's a typical week or month like for you? What do you enjoy most?***

*Anything but typical.* A board retreat, solicitation strategy for a capital campaign client, a webinar on alumni, an enrollment summit, candidate interviews for a president search process ... It could be a single school, a religious order, a sponsored work, a diocese, a social service agency. It's the best job in the world because the people with whom I am privileged to work – clients and staff alike – are so wonderfully motivated.

*Enjoy the most?* Probably the seminar series – where a group comes together throughout the year, and you can see them not only learn new strategies, but also put them to work, share with one another, and truly advance. Teaching them to fish, so to speak, is my favorite.

***The quote below is a favorite of Mary's from the Pastoral Letter on Stewardship.***

"Who is a Christian Steward? One who receives God's gifts gratefully, cherishes and tends them in a responsible and accountable manner, shares them in justice and love with others, and returns them with increase to the Lord." ☀