

Lynn Malzone Ierardi, JD has been in the estate and gift planning field for more than 30 years. She is a leader in the charitable planning community, just completing a term as 2019 Board Chair of the National Association of Charitable Gift Planners (CGP). She's also served as a leader for the local CGP councils in New Jersey and Greater Philadelphia for more than two decades.

Lynn's recently published book, *Storytelling: The Secret Sauce of Fundraising Success*, includes a foreword written by esteemed colleague Professor Russell James. As a dynamic and highly rated speaker, Lynn has presented at conferences, meetings, and webinars throughout the country on a variety of charitable planning topics – including storytelling. She is passionate about helping nonprofit organizations to secure significant gifts using the right assets, and the right structures.

She has served as Director of Gift Planning for the University of Pennsylvania since 2005 and as an independent gift planning consultant ([GiftPlanningAdvisor](#)) since 2002. Her experience includes gift planning positions in health and higher education, as Vice President with the Merrill Lynch Center for Philanthropy, and the practice of estate planning and real estate law. Lynn is a graduate of Lycoming College and Fordham University School of Law, and a two-time Proud Penn Parent.