



# Crystal Thompkins

**Head of Philanthropic Solutions  
Director, BNY Mellon Wealth Management**

## Education

Bachelor's degree, Winston-Salem State University

## Certifications

Chartered Advisor in Philanthropy®

Certified Specialist in Planned Giving

## Community Involvement

Member, National Association of Charitable Gift Planners

Board Member, American Council on Gift Annuities (ACGA)

Board Member, Winston-Salem State University Foundation

Board Member, BNY Mellon Charitable Gift Fund

Member, Editorial Board for Planned Giving Today

Member, Women of Color in Fundraising and Philanthropy

Crystal is Head of Philanthropic Solutions for BNY Mellon Wealth Management. In this role, leads and coordinates strategy for all of Wealth Management's philanthropic services, including individual and family philanthropy, institutional endowments and foundations, planned giving and donor-advised fund services.

Crystal joined the firm more than 15 years ago in 2006 as a manager for the Planned Giving group in Greensboro, NC. She has more than 20 years of experience working with non-profits, having started in tax preparation and later moving to client relationship management. She has a depth of knowledge in all aspects of gift planning and donor stewardship from her work with large, complex programs across all sectors and provides insights on trends and best practices in support of non-profit clients across the firm.

Crystal has been a frequent speaker at regional and national conferences and events and has published several articles and whitepapers. She is active in the nonprofit community and serves on several boards, including the Foundation Board of her alma mater, Winston-Salem State University.