

My AADO Story

I am the Founder and President of TGP Consulting, author of *The Transformational Giving Playbook™*, a Certified Fund Raising Executive (CFRE), and an inaugural recipient of the nonprofit sector's 40 Over 40 award. For more than 25 years, I have partnered with over fifty of the world's most respected nonprofit organizations, helping them grow revenue, strengthen their fundraising systems, and transform their impact.

But my path to this work wasn't linear.

I began my career at Arthur Andersen, one of the "Big Six" accounting firms at the time, where I quickly realized that accounting wasn't where my strengths or my passion lived. I pivoted into consulting and began working across both corporate and nonprofit clients.

In the nonprofit sector, I found not only more meaningful work, but a deeper sense of belonging. I saw more people of color—Black professionals in particular—and felt more aligned with the mission-driven focus of the organizations I was serving. These weren't businesses optimizing for-profit. They were organizations working to solve real problems in the world.

I knew I had found my sector.

After rising to co-lead nonprofit work for the Business Consulting group, I joined The Nature Conservancy, where I oversaw application systems at a global level. It was my first experience fully inside a nonprofit—and I loved the mission. But I also realized something else: I wasn't meant to stay inside a single organization.

I often describe myself as having the "consultant's gene"—a drive for variety, problem-solving, and transformation. Rather than navigating long-term internal constraints, I was most energized by stepping into complex environments, creating change, and moving on.

So I co-founded Barker & Scott Consulting, launching what would become a 20-year career advising nonprofit organizations at the highest levels.

Over those two decades, I had the opportunity to develop an early version of what would become my book and signature method: *The Transformational Giving Playbook™*.

Originally tested in the field with organizations like City Year and Facing History & Ourselves, the methodology proved that when nonprofits sharpen and align their business processes, they can consistently secure six- and seven-figure gifts.

In 2022, after two decades of consulting with Barker & Scott, I founded TGP Consulting (tgp-consulting.com) to focus exclusively on helping organizations implement *The Transformational Giving Playbook™* method. Through a combination of training, mentorship, and coaching, I now help organizations build the individual and institutional infrastructure required to grow revenue at scale.

The results speak for themselves:

- Doubled the number of \$10K+ donors in under a year
- Scaled a donor's giving from \$100K to \$1M in just 12 months
- Grew revenue by 39% in 24 months

After reading my book alone, a former COO and her team raised over \$3 million in nine months.

While much of my work has focused on large, federated organizations such as the ACLU, City Year, Doctors Without Borders, MS Society of Canada, and Share Our Strength, my vision is expanding.

I am keenly aware that many small and mid-sized nonprofits lack access to the tools and resources needed to grow their fundraising.

To bridge that gap, I've launched an [on-demand training program](#) designed to make my methodology more accessible to organizations of all sizes.

For me, this work is about transformation—of organizations, of leaders, of donors, and of what becomes possible when the right business processes are in place.

---- Lisa Scott

Lisa Scott, CFRE, is Founder and President of TGP Consulting and author of *The Transformational Giving Playbook™*. Through training, mentorship, and coaching, Lisa and her team help nonprofits transform their culture, staff, and donors so they can exponentially grow revenue and impact through six and seven-figure gifts.