



Curriculum Vitae for Daniel Friess

Auctioneer & Master of Ceremony

Good Stuff Fundraising, LLC.

Let's Create an Unforgettable Fundraising Experience

Building Connections, Inspiring Generosity...

My career began in the finance industry, where I honed my skills in packaging opportunities and pitching investors. After the 2008 recession, I transitioned to consulting, helping start-ups secure funding and learning how to engage and inspire potential partners—skills that now fuel my passion for fundraising.

Auctioneering & Fundraising: A Partnership for Success...

In 2011, as a nonprofit Executive Director, I discovered my talent for donor engagement. Working alongside Portland's premier auctioneer, Johnna Wells, I discovered the craft of nonprofit auctioneering. My first auction in 2014 sparked a growing career, built entirely on referrals and lasting partnerships.

What I love most about this work is collaboration—partnering with teams to create experiences that inspire generosity and drive results. Every event is an opportunity to connect donors with a mission in a way that's both exciting and deeply meaningful. I want donors thrilled to bid and donate, and excited to attend next year's event and to invite their friends.

How We Can Work Together

Engaging a crowd and energizing a room has been my lifelong skill. I don't just lead bidding—I partner with teams to craft fundraising experiences that maximize impact. My approach blends strategy, storytelling, and a deep love for people to help you exceed your fundraising goals. To date, I've helped generate over \$20 million in for-profit investments and more than \$3 million in nonprofit funding. I'd love to collaborate with you as an emcee and/or auctioneer to create a powerful, mission-driven event.

Let's connect and make it happen!

Sincerely,

Dan Friess

Good Stuff Fundraising, LLC.

NONPROFIT FUNDRAISING STRATEGY & SUPPORT SERVICES

PARTNERSHIP:

- Coming alongside and supporting your team is a key aspect of my service
- Discover your team's intentions, goals, approach, and needs is crucial
- Complementing your efforts with donor psychology, fundraising techniques, best practices, event analysis, and collaborative buy-in

EVENT THEORY & POSTURE:

- Fundraising events are intended to generate revenue
- Yet, a single fundraising event is one part of the greater whole of the organization
- Each event, adds to or takes from, the brand and donor engagement
- To this end, beyond revenue generation, each event is a key connection opportunity
- Every element of an event effects immediate and long term investments
- I help to create an experience which builds legacy
- Simply put, the donors are thinking, "I can't wait to come back with my friends!"
- Team members saying, "I'm looking forward to doing this again."

STEWARDSHIP GENEROSITY:

- I love to encourage donor GENEROSITY with integrity and sincerity
- There is a fine line between PERSUASION and MANIPULATION
- The nuance is in the difference of the ASK and the USE of funds...
 - As long as the ASK and the USE is honorable, PERSUASION occurs
 - If either the ASK or USE is dishonorable, some level of MANIPULATION exists
- Donors are sensitive to this nuance; they love to be persuaded and despise manipulation
- The number one piece of feedback I receive from donors is, *'Thank you for not twisting my arm, while exciting me to give!'*

STRATEGY & EXECUTION:

- My standard gala/benefit auctioneer/emcee contract provide strategic consultation
- Additionally, strategic support may be contracted for other events and/or donor management
- Event execution will be provided at the highest level of excellence I can provide, given the planning, details, and collaboration provide with the team

EVENT PROFESSIONAL REFERENCES:

Kristin Smith (kristin@eventsavvypdx.com)

Sarah Thompson (sarah@eventsavvypdx.com)

Amanda Davenport (adavenport@guildmortgage.net)

NONPROFIT FUNDRAISING EVENT EXPERIENCE

Agape Christian Academy (Camas, WA)

MC/Auctioneer		2016, '17, '18, '19, '20, '21, '22, '23, '24, '25
Contact		Cyndie Boyles (principal@goacalions.org)

Assist International (San Jose, CA)

MC/Auctioneer		2025
Contact		Mary Comer (mary@assistinternational.org)

Chelsea Hicks Foundation (Portland, WA)

Auctioneer		2023, '24
Contact		Alison Hicks (alison@chelseahicksfoundation.org)

Clark County Republican Party (Vancouver, WA)

Auctioneer		2018, 2022
Contact		Joel Mattila (joeldmattila@gmail.com)

Columbia Christian School (Portland, OR)

MC/Auctioneer		2023, '24, '25
Contact		Mark Beekman (mbeekman@columbiachristian.com)

COTR Missions Banquet (Battle Ground, WA)

MC/Auctioneer		2014, '18, '19, '20, '21, '20, '21, '22, '23, '24
Contact		Carmen Palmquist (carmen@rockwa.com)

Do Good Multnomah (Portland, OR)

MC/Auctioneer		2024, '25
Contact		Sash Tenzin (stenzin@dogoodmultnomah.org)

Fellowship of Christian Athletes (Portland, OR)

MC/Auctioneer		2024, '25
Contact		Kristen Rott (krrott@fca.org)

Habitat for Humanity (Kona, HI)

MC/Auctioneer		2019 (moved off the island)
Contact		Leiola Augustine (leiolaaugustine@hawaiiilife.com)

Harney Elementary PTO (Vancouver, WA)

MC/Auctioneer		2017, '18, '19, '20, '21, '20, '21, '22, '23, '24
Contact		Katie Morrison-siewert (17166@vansd.org)

Incight (Portland, OR)

MC		2011, '12, '13, '14, '15, '16, '17, '18
MC/Auctioneer		2019, '20, '21, '22, '23, '24
Contact		Scott Hatley (scott@incight.org)

Life Options Network (Vancouver, WA)

MC/Auctioneer		2022, '25
Contact		Jenny Hoffman (jennifer.hoffman2324@gmail.com)

Epilepsy Foundation of Northern California (San Francisco, CA)

MC/Auctioneer		2024, '25
Contact		Natalia Sucher (natalia@epilepsynorcal.org)

Stan Brock's Black & Gold Northwest (Astoria, OR)

Auctioneer		2023, '24
Contact		Kristin Smith (kristin@eventsavvypdx.com)