



Jennifer Girard
President, Fundraising Services
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Jennifer joined List Services Corporation in 1997 as a list broker during the establishment of the Fundraising Division. In 2002 she became President of Fundraising Services. During her career, Jennifer has worked with leading non-profits including the National Foundation for Cancer Research, Cystic Fibrosis Foundation, International Rescue Committee, the Leukemia & Lymphoma Society, and CARE.

Prior to joining List Services, she worked with Direct Media from 1992-1997 where she focused on both brokerage and management for fundraising clients. She has over 13 years experience in the list industry and many of the clients she started with in 1992 are still with her today.

Jennifer graduated from the University of Alabama- Tuscaloosa with a degree in Advertising and Public Relations.



Patrick Frame
Managing Partner & Director of Analytics
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Patrick joined List Services Fundraising in March of 2005 to add client-side expertise to benefit our fundraising clients. Located in Annapolis, MD, Patrick is close at hand to meet the needs of our DC metro area clients.

Prior to joining List Services, Patrick served as Vice President of Development for the National Foundation for Cancer Research (NFCR) where he directed NFCR's direct mail, online giving, planned giving, major gifts and corporate partnership operations.

He has nearly a decade of experience in direct marketing, including work in both non-profit and commercial sectors. Prior to joining NFCR, Patrick worked for Merkle Direct Marketing, WorldCom's partnership marketing division, and direct mail agency, NationsCare.

During his career Patrick has worked with prominent non-profits including Mercy Corp, Catholic Relief Services, National Foundation for Cancer Research, Cystic Fibrosis Foundation, Co-op America, and the International Campaign for Tibet.

Patrick is a graduate of Ithaca College, Ithaca, NY. He is an active member of the DMA Nonprofit Federation and DMAW. He is a frequent speaker at DMA and other industry events.