

Corporate Values

- The mission of The Compass Group is to build the capacity of our clients to successfully raise more money.
- We support the uniquely American values of philanthropy and volunteerism.
- The nonprofit sector is a vital part of what makes this country great—what we do in support of that sector strengthens this nation.
- We are dedicated to the nonprofit sector. Our clients deserve and receive our very best efforts on their behalf.
- We believe in integrity, accountability and responsibility.
- We bring both the science and art of fundraising to the clients we serve. The science is essential to creating a plan—the artists bring the plan to life.
- We believe in teams—in working together, sharing credit and achieving goals.
- Our consultant team is our most important asset—we believe in hiring and retaining the best people. This translates to the best possible service for our clients.
- We are first and foremost teachers, trainers, motivators, coaches and mentors.
- Success is the result of good planning and hard work—we work alongside our clients to establish appropriate goals, develop sound plans and implement strategies to ensure their success.
- We work hard to know what the right thing is and to do the right thing every day.

“I honestly don’t know how we could have successfully completed our ambitious capital campaign without the expert advice and personal encouragement of The Compass Group team. Frank became not only a trusted advisor, but a friend. He took the time to really learn about our school and became a tireless advocate for our fundraising goals. Where we saw challenges, he saw opportunities. He was endlessly encouraging without minimizing the amount of work we had to do. Based on his extensive experience he was able to convince us that our school community had the capacity to reach our goals—and he was right. Through his regular visits, Frank helped keep our fundraising team on track. It’s amazing how many calls we would make, how many meetings would take place, when we knew Frank was coming the next week.”

—Bill Conway, Board Chair, Santa Fe Preparatory School