

Brian Saber



Bio / Profile

Author / Speaker Brian Saber is a renowned fundraising expert, President of Asking Matters, and a dedicated advocate for charitable causes.

Brian has made significant contributions to the nonprofit world by introducing the introspective tool known as Asking Styles. Through this quick-to-use and easy-to-understand self-discovery quiz, close to 100,000 nonprofit professionals around the globe have learned how to successfully leverage the strengths of their own personalities when soliciting donations—and how to create an inclusive environment for everyone who self-identifies as an introvert.

Brian is the author of "Fundraising for Introverts: Harnessing Our Powers for What Matters." His other business books are "Asking Styles: Revolutionize Your Fundraising," "Boards & Asking Styles: A Roadmap to Success," and "Engaged Boards WILL Fundraise." Through his books, webinars, trainings, and consulting, Brian offers invaluable guidance on increasing board involvement in fundraising, growing major gift programs, developing and executing capital campaigns, and more.

As a trainer, speaker, and strategist, Brian specializes in teaching cause leaders about fundraising techniques, while actively dispelling myths and debunking stereotypes that surround the art of asking. Brian shares how he personally has secured hundreds of millions of dollars in funding through face-to-face solicitations. His expertise is particularly valuable for nonprofit organizations with budgets under \$10 million, where board members play a critical fundraising role. He deeply understands and addresses the unique challenges smaller nonprofits commonly face.

