

**Betty Johnson, CFRE**  
**President, Betty Johnson & Associates**

Betty Johnson, CFRE, is president of Betty Johnson & Associates, a full service consulting firm. She has over 30 years experience in the development field.

Betty earned the designation as a certified fund raising executive in 1997. She has completed the Association of Fund Raising Professionals (AFP) Faculty Training Academy and is a member of the Association of Philanthropic Council and the Kansas City chapter of AFP. She is a member of the Kansas Agriculture Rural Leadership program, Class V.

She was director of development for the College of Agriculture at Kansas State University for 10 years and also worked for the Colleges of Education, Human Ecology, and Arts and Sciences. She spent four years with the American Cancer Society working in all program areas and with Developmental Services for Northwest Kansas, a regional nonprofit for the developmentally disabled. Her professional career includes experience in fund raising, strategic planning, board, staff, and volunteer recruitment, training, and management, and programming.

She has been a speaker at Big 12 Development Conferences, the AFP International Conferences, AFP regional conferences, and at AFP meetings. She teaches the CFRE certification review classes and presents to numerous nonprofits to enhance their organization and development growth. Betty has also written reviews for Advancing Philanthropy, the magazine for AFP.

Betty's firm works with various types of nonprofits including social service agencies, community development, agricultural organizations, hospitals, churches, schools, and art organizations that have local, regional, state, and national constituencies.

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