



## News Release

Release Date: 08/15/08

### **Skinner Travels to Greece to Speak at Leadership Institute**

Grand Rapids, MI August 15, 2008 – Nancy Skinner, Executive Coach at Varnum Consulting, will be speaking at the Institute for Charitable Giving's Hydra Leadership Institute in Hydra Island, Greece on September 3-4, 2008. Varnum Consulting is a subsidiary of Varnum, Riddering, Schmidt & Howlett LLP.

The Institute for Charitable Giving is considered one of the premier coaching centers in the country for professionals in fundraising and philanthropy. Participants at the seminar represent institutions of all types, from the small one-person shop to some of the most prestigious institutions in the country

Skinner will serve as one of six members of the Institute faculty, giving two presentations at the seminar. "Being a Leader Worth Following" teaches participants on the difference between managers and leaders. In "Making Friend and Turning Friends into Donors, and Staff into Leaders," Skinner shares time-tested secrets on networking and how to "work a room."

"Nancy is in perpetual motion - consulting, coaching, and speaking to major corporate meetings and conventions. Her client list stretches around the world." says Jerry Panas, host of the Hydra Leadership Institute and Executive Partner of Jerold Panas, Linzy & Partners - one of the nation's most highly regarded financial resource development firms.

Skinner is the Executive Coach at Varnum Consulting and has spent over 20 years dedicated to enhancing the credibility of leaders. Nancy personally conducts The Exceptional Leader™ program for companies like Johnson Controls, Coca Cola, Kellogg's, SPX, and Accident Fund Insurance Company of America.

Skinner's background includes a bachelor's degree in Speech and Communication from the State University of New York and studies at Northwestern University. She is also the author of Be Bright. Be Brief. Be Gone.™, a desk reference on powerful presentations. Numerous for-profit and non-profit Boards of Directors have benefited from her leadership.

Established in 1888, Varnum, Riddering, Schmidt & Howlett LLP is a leading Michigan law firm providing a broad range of legal services to meet the complex needs of its clients. With more than 160 attorneys in five offices, Varnum serves as counsel to growing businesses and institutions throughout Michigan and the Midwest. Varnum's web site address is [www.varnumlaw.com](http://www.varnumlaw.com).

Varnum Consulting was established to provide a trusted source of advice for the firm, its clients, and the regional business community. Varnum Consulting provides meaningful solutions to help clients meet their goals and achieve profitable results. Varnum Consulting's web site address is [www.varnumconsulting.com](http://www.varnumconsulting.com).