



FAMILY LEGACY
LIVE TRANSFORMED.

OPPORTUNITY PROFILE

Major Gift Officer

Family Legacy Missions International



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About us

At Family Legacy Missions International our work is focused on one goal: Glorifying God by **empowering vulnerable and orphaned children** in Zambia to live out their God-given potential.

You see, we believe that these children have the potential to strengthen their country, communities and families. Through academic, physical, spiritual and emotional care, true transformation can and will happen. Our calling is to provide the tools for them to take over as tomorrow's leaders be it in their home, their country or around the world.

Through Legacy Academy, we serve over 10,000 primary and secondary students. From school uniforms, textbooks, school supplies and more, we provide the necessary tools for students to begin their educational journey.

The Tree of Life Children's Village is a transitional full-time living facility for 400 children who have faced situations no child should have to experience. Spanning over 130-acres, the Tree of Life has a neighborhood of homes, a school, access to quality healthcare, playgrounds, and so much more.

The reality of graduating from high school is a distant dream for many of the children that first enter our program. Going to a trade school or even graduating from university is an even bigger feat. The Excel Beyond program was created to give students an opportunity to achieve their wildest dreams of becoming a professional in their preferred field or learn a trade to become employed.

Camp Life is a cornerstone of Family Legacy's mission to bring hope and transformation to Zambia's most vulnerable children. It is a powerful, week-long experience for both the thousands of children we serve and the hundreds of ambassadors who travel to Zambia to serve alongside us.

Come Grow With Us.

Our History

Family Legacy is
founded

2001

25 volunteers
travel to Zambia
to hold VBS at 3
orphan homes

2003

Tree of Life
Children's
Village opens

2009

2002

8 volunteers
travel to Zambia
to lead VBS at
orphanage in
Chainda

2007

The child
sponsorship
program begins

2010

We open school in
Chawama

The Legacy Center
opens for Camp Life.
Matero, Mtendere,
Kanyama, & Ngombe
schools open

2011

Misisi and Kamanga
schools open.

Excel Beyond begins

2014

Secondary North
and Secondary
South West open

2016

2012

8 schools open: Kanyama 2,
George, Ibex, John Leing,
Chainda, Chaisa, Kabanana,
Lusaka West

2015

Secondary East
and Bauleni
schools open

2017

Secondary North
West opens.
From 2015-2017,
we add 10,000
students



And Beyond

*Mario Zandstra
takes the helm as
President & CEO*

2018

*51,000 books to
open 18 school
libraries*

2022

*Cholera delays
school in Zambia.
New Kalikiliki
campus opens.
John Hasse is CEO
and President.*

2024

2020

*COVID closes
Camp Life for 2
summers*

2023

*Hope for Zambia
begins*

2025

*Trades program
continues to
expand*

Aspirations as we look ahead – God can do exceedingly and abundantly more than all we can ask or even imagine

*Additional school
openings*

2026

*The Hill Wellness
Center expands*

2028

*Our literacy program
sees highest pass
rates yet!*

2030

2027

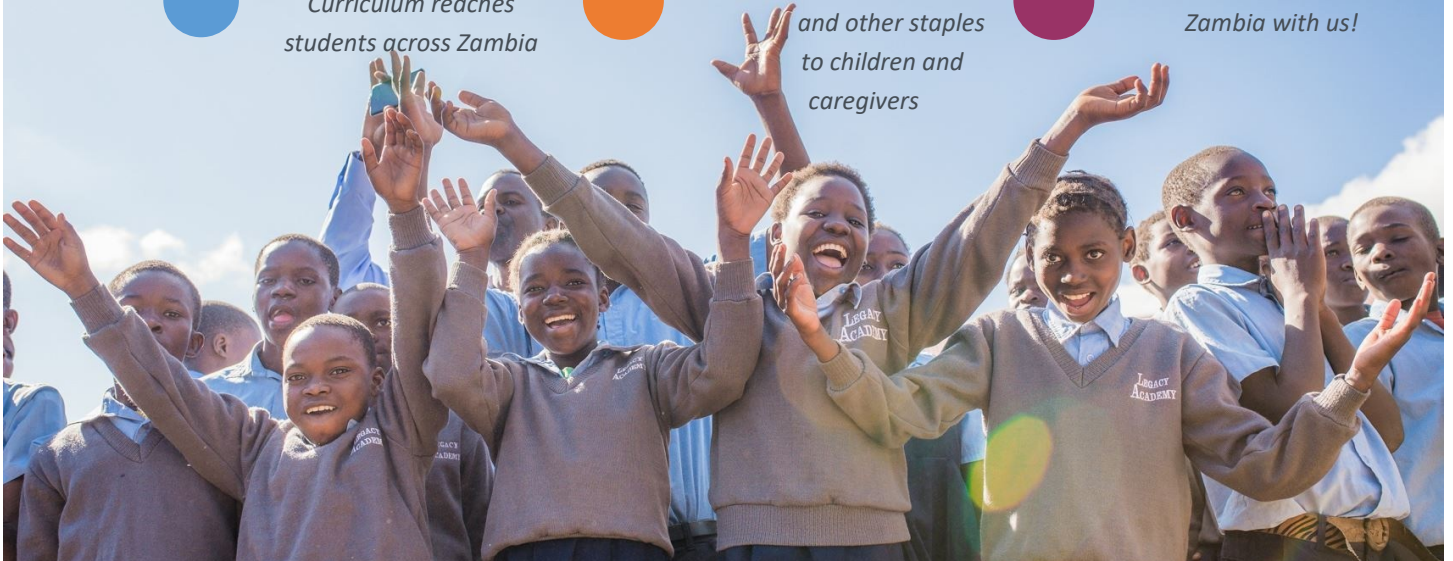
*Our Biblical Social
Emotional Learning
Curriculum reaches
students across Zambia*

2029

*The Tree of Life Farm
provides eggs, apples,
and other staples
to children and
caregivers*

2031

*Come envision a
better future for
Zambia with us!*

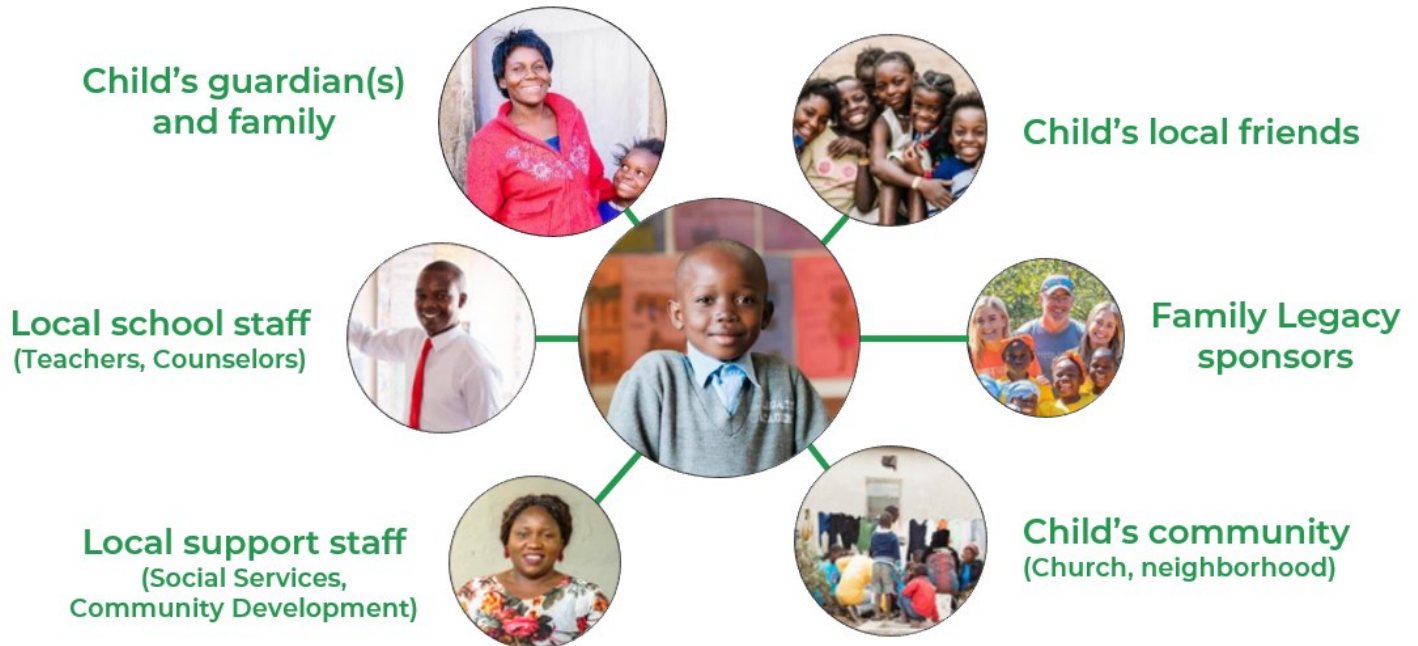


Our Vision

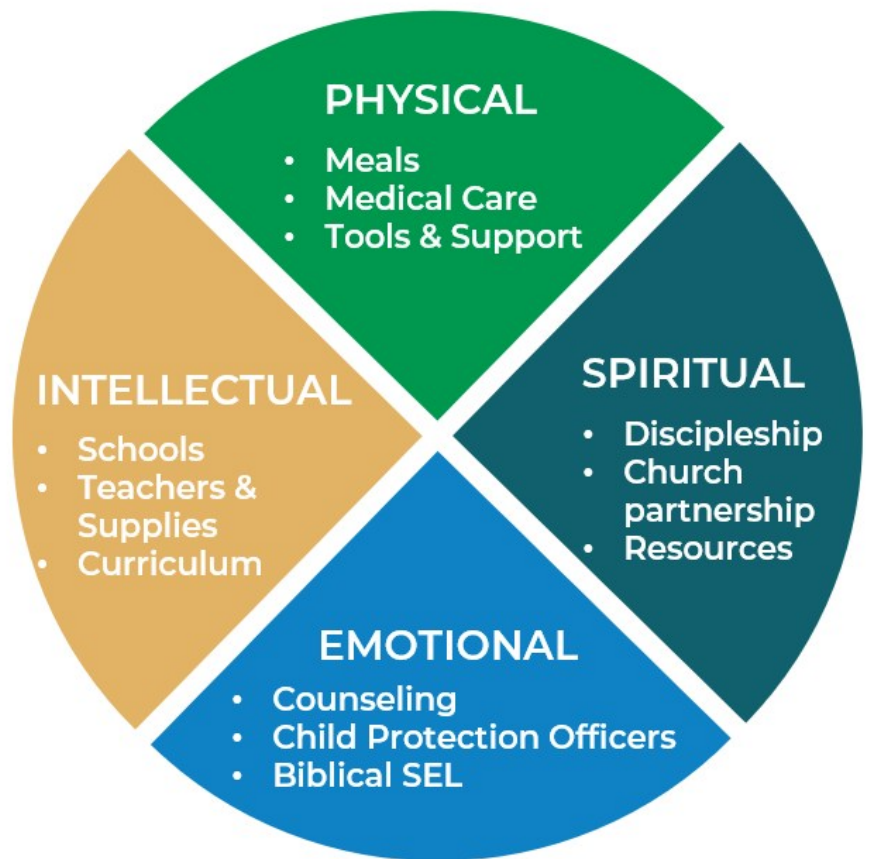
To serve and educate vulnerable and orphaned children in a holistic manner; spiritually, intellectually, physically and emotionally.



We are one partner investing in the life of a child



Our approach
is holistic:
4 Pillars

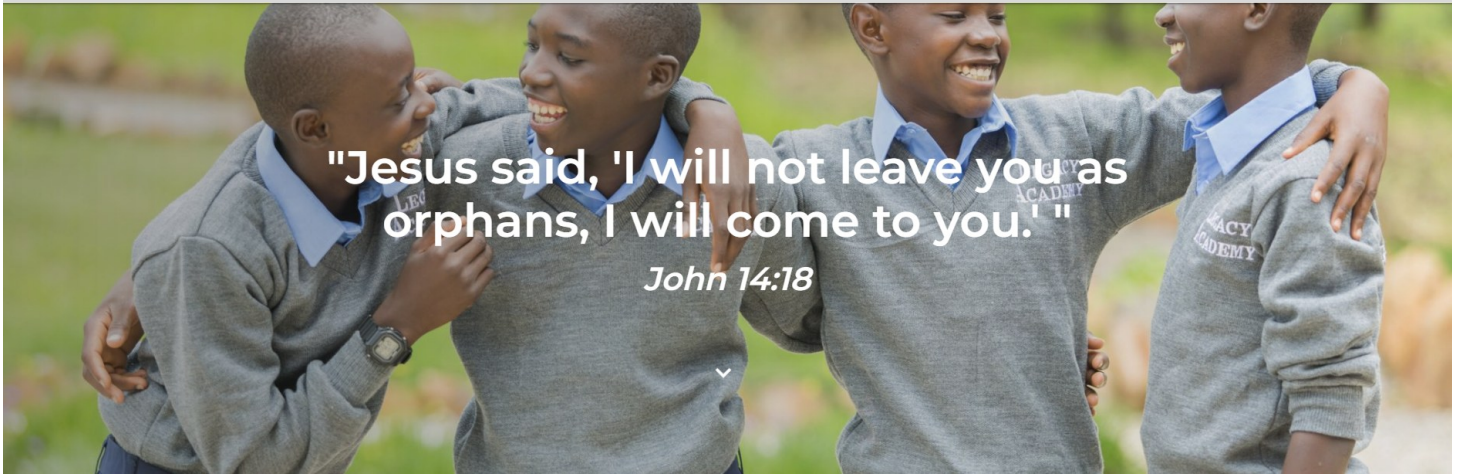


At a glance



By the numbers:

- > 10,000 children in 18 schools
- > 4 million hot meals served a year
- > 400 children housed at Tree of Life
- > 250 Camp Life volunteers



WHAT WE'RE LOOKING FOR

Family Legacy Missions International is seeking a Major Gift Officer for the Houston area who will achieve our major gift and planned giving goals. Salary commensurate with experience in a range of 90,000-120,000. We are looking for someone with a proven track record in identifying and cultivating relationships to support Family Legacy's mission and strategic objectives.

What You'll Be Doing:

Under the leadership of the Vice President, Development, the Major Gift Officer will research donor portfolios and develop effective solicitation campaigns as well as steward donors through the major giving process with an emphasis of gifts of \$100,000+.

- Represent Family Legacy in a positive, pleasant manner by always providing excellent customer service. Serve as a role model and adhere to the Ministry's Standards of Behaviors.
- Respond to requests and concerns in a friendly, fair, and impartial manner. Support the Ministry's mission, vision, and values
- Plan and lead major giving program
- Design donor stewardship gateway
- Research and cultivate relationships with major gift prospects
- Track and assess major gift initiatives and share results with team weekly
- Adapt fundraising plan as opportunities present themselves to broaden portfolio
- **Willingness and opportunity to travel to Zambia as needed for business 2 trips per year for 7-14 days and also several weeks for Camp Life in the summer.**

About You

What You Bring:

- Bachelor's Degree in Business
- Five (5+) years major gifts experience with a non-profit
- Adept with prospect research tools
- Proficient in donor database software
- Demonstrates servant-leadership
- Optimistic leader who is passionate about our mission
- Always operate with a high level of confidentiality, trust, and candor
- Discerning of confidentiality and privacy
- Excellent oral and written skills
- Strong interpersonal/human relation skills
- Ability to interact with diplomacy and tact amid influential constituents and diverse groups including Board members, sponsors, Zambian partners, and FLMI management and staff
- Demonstrates flexibility and adaptability to various situations
- Adept time management and project management skills
- Strong attention to detail
- Exceptional team player and individual contributor faculties
- Works well with others in a team environment
- Ability to multi-task, organize, and prioritize in a fast-paced environment
- Pro-active and solutions-oriented with high energy and enthusiasm

What We'll Bring:

- Comprehensive health care and wellness plans for your entire family
- 403(b) plan with company match
- Generous paid holidays, paid time off, and wellness days
- Colleagues who care and pray for the ministry and each other
- Coffee Chats, Taco Talks, Monday Morning Huddles, Wednesday Morning Prayer, Weekly 1:1s, Lunch & Learns and more!
- We pay 100% of our base plan medical premium.
- Onsite gym at Dallas corporate office
- Remote work schedule, 8:30am - 5pm, Monday—Friday. The Major Gift Officer may flex schedule to cultivate donor relationship outside of regular office hours as needed by communicating with the Vice President, Development.

Look forward to connecting!