



*A fundraiser first, who
understands AI.*

Tara Quarrie

Keynotes and sessions on AI, ethics, and capacity for nonprofit fundraising leaders and the funders behind them.

Creator of the TRUST Framework™

Keynote · Breakout · Virtual · Panel · Emcee & Host



MEET TARA

Twenty years inside the fundraising office.

Tara Quarrie is a fundraiser who understands AI, not an AI person who learned about nonprofits. Over twenty years in equity-centered fundraising, including at USC Athletics and Heifer International, she has sat in the seat her audiences sit in now: the development director handed a mandate with no budget, the gift officer asked to do more with less.

As President & CEO of Quarrie Development Group, she helps nonprofit development teams, and the funders behind them, adopt AI in ways that protect donor trust and actually build capacity. She created the TRUST Framework, a practical tool for evaluating AI in fundraising through an ethical and equity lens.

She writes *The Philanthropic*, where she asks the questions the sector has been avoiding: who carries the risk when AI goes wrong, who is paying for the capacity, and what adoption has actually bought. Her audiences leave with language for what they have been feeling and a clear decision to take back to their own organization.

SHORT BIO FOR PROGRAMS

Tara Quarrie is President & CEO of Quarrie Development Group and a fundraiser with twenty years of experience, including at USC Athletics and Heifer International. She helps nonprofits and funders adopt AI ethically and build real capacity, created the TRUST Framework for evaluating AI in fundraising, and writes *The Philanthropic*.

TRUST™

creator of the framework for evaluating AI in fundraising through an ethical and equity lens

20+

years in nonprofit fundraising

124K

impressions on a single LinkedIn post about AI in fundraising

The conversations the sector keeps putting off.

Every talk is tailored to the room. Audiences leave with the structural reason behind what they are seeing, and one decision to make at their own organization.

01 How to Build an AI Policy Your Team Will Actually Use

MOST REQUESTED

AI usually arrives as an announcement and lands on one person's desk, with no budget, no policy, and nothing taken off her plate. Staff are already using it, with or without permission. Why a ban drives it underground, and what a one-page policy has to decide: what is allowed, what never goes into a public tool, what donors are told, and who to ask.

For executive directors, development teams, and boards

02 Would Your Donor Consent to This?

AI agents are already texting and emailing donors. Where the line sits between "AI helped draft this" and "AI is the relationship," and why disclosure is the floor, not a tax on innovation.

For fundraising and donor relations leaders, and boards

03 You Adopted It. What Did You Actually Get?

Nearly every nonprofit now uses AI; almost none report that it changed anything. The structural reason adoption bought activity instead of capability, and why small organizations are falling furthest behind.

For development leaders past the experimenting stage

04 Who Pays for the Capacity?

Funders are adopting AI inside their own walls while support for grantee technology declines. A direct conversation with program officers and foundation leaders about a decision being made by default.

For foundations, corporate giving, and philanthropy networks

RECENT STAGES

Where Tara has been heard.

Fundraising.AI Global Summit 2026

Speaker on ethical AI for fundraising leaders, event emcee, and host of the AI in Practice track. Virtual, 3,000+ registrants.

Podcast guest (upcoming)

Recording this fall with Virtuous and with Nathan Chappell's FundraisingAI Podcast.

SCAHD

Webinar presenter, 2026: How to Build an AI Policy.

Fulcrum Nonprofit Leadership Conference

Workshop presenter on AI for nonprofit leaders at the 2nd annual conference, 2026.

WHAT ATTENDEES SAY

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Tara was an incredible addition to our 2nd Annual Fulcrum Nonprofit Leadership Conference, and we are so grateful she took the time to join us and share her expertise with our nonprofit leaders. She is not only deeply knowledgeable about AI, but she has a wonderful ability to make a complex and rapidly evolving topic feel approachable, practical, and relevant. I heard from several attendees that Tara's workshop was one of the highlights of their conference experience and that they walked away with ideas they could immediately apply to their work. Tara is a thoughtful, engaging, and generous speaker, and I would highly recommend her to any organization looking to help its leaders better understand and thoughtfully leverage AI.

Mansi Chokshi, COO & Co-Founder, Fulcrum Nonprofit Leadership



Watch Tara on stage at the Fundraising.AI Global Summit

taraquarrie.com/#video

BOOK TARA

Bring this conversation to your room.

Send a short inquiry with:

- Your event and format
- In person (where) or virtual
- The topic you have in mind
- Date, and whether it is flexible
- Who is in the audience, and how many
- Your budget or honorarium

SPEAKING INQUIRIES

taraquarrie.com/speaking

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THE ROOMS I SAY YES TO

I am glad to join programs that reflect the communities our sector serves, with diverse speaker lineups and accessible sessions. If your lineup is still getting there, tell me. I am happy to recommend other voices worth hearing.

Looking for AI strategy or implementation support for your organization? Visit quarriedevelopmentgroup.com

Tara Quarrie