



BIO:

Lani Starkey is the founder and chief consultant at Fifty Rock Consulting. A nationally recognized philanthropic planning expert, he is an accomplished fundraiser, presenter, and professor, as well as a former tax attorney* and former CPA*. As a popular and sought-after keynote and breakout session speaker, he frequently presents at conferences and meetings across the country on innovative fundraising strategies as well as traditional development best practices.

Lani was also an Adjunct Professor at the Shidler College of Business at the University of Hawaii at Manoa, where for nine years he taught a course in tax and estate planning to graduate and undergraduate business students.

During his career, Lani has worked with CEOs, business owners, doctors, judges, university presidents, professors, librarians, deans, scientists, lawyers, accountants, investors, K-12 educators, financial planners, celebrities, homemakers, widows/widowers, and many more.

Previously, Lani was Associate Vice President at University of Hawaii Foundation where he led the Principal Gifts and Estate and Gift Planning departments. In his Foundation role, he was a lead gift strategist and regularly partnered with a large team of development staff and professional advisors to achieve innovative, high-impact, donor-focused solutions. During his tenure at the Foundation, Lani directly helped raise over \$150,000,000, which notably made him the most productive fundraiser in the Foundation's history (at that time). In addition, he also led a fundraising department that raised another \$50,000,000.

Prior to University of Hawaii Foundation, Lani was a Vice President and Staff Attorney at Crescendo Interactive. His responsibilities included teaching over 30 tax seminars each year, consulting with nonprofits and professional advisors nationwide, and researching and writing tax articles. During this time, Lani became a prolific estate and income tax expert, a dynamic presenter, and a well-respected planned giving professional.

Lani earned his LL.M. in Tax from the University of Florida's Graduate Tax Program, his J.D. cum laude from Pepperdine University School of Law, and his B.B.A. in Accounting from Texas State University. He passed the California Bar* exam and all four parts of the CPA* exam on his first attempt.

Lani is a member of the State Bar of California* and National Association of Charitable Gift Planners.

On a personal level, Lani is an avid international traveler and has visited nearly 50 countries so far. He also enjoys endurance sports and has completed numerous triathlon and running races, including 5 Half Ironman races and two-thirds of a Full Ironman race.

**Lani has an active attorney license (California) and expired CPA license (Texas). He does not practice law or public accountancy in any manner, in any state. Lani and Fifty Rock Consulting LLC never represent any clients or members of the public in a legal, financial, or accounting capacity.*