

# Adam Frey

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## WORK EXPERIENCE

**Management and Fundraising Consultant (7/09–present).** Clients: Alameda Point Collaborative (Board fundraising training); Alzheimer’s Research Center (fundraising); ArtSeed (fundraising, management); Capitol City Chapter, Association for Psychological Type (marketing); C. G. Jung Institute of San Francisco (management, fundraising, executive search, interim director, relocation); Counseling and Psychotherapy Center (governance); Jungian Psychoanalytic Association (fundraising, board development); NEXMAP (board development, fundraising); San Francisco Contemporary Music Players (management).

**Executive Director (7/94–6/09); Administrator (7/91–6/94).** *San Francisco Contemporary Music Players.* Eighteen consecutive seasons in the black. Nearly tripled budget of already mature organization. Increased individual gifts an average of 13% per year. Average Board giving increased an average of 16% per year. Spearheaded bequests program that brought the organization more than \$1.3 million. Ensemble won nine national awards for adventurous programming—more than any other American chamber group. Inaugurated successful education programs for youth and adults.

**Vice President, Merchandising (1986–1990); Merchandise Manager (1983-1986).** *Sherman, Clay Co.* Sole buyer for nation’s largest keyboard musical instrument chain. Supervised advertising.

## VOLUNTEERING, TEACHING, AND AFFILIATIONS

**President,** Bay Area Association for Psychological Type (2014); **President-Elect and Director of Marketing** (2013); **Treasurer** (2011-12); **Programs Committee** (2015); **Director, Program Planning, Chapter Development Council, Association for Psychological Type International** (2012-2014); **Excellence in APTi Leadership Award** (2015).

**Member, Board of Governors,** C. G. Jung Institute of San Francisco (1991-97, 2003-08). Devised business and marketing plan that helped Institute’s Journal greatly expand circulation and become profitable. Development Committee chair (1996-97). Successfully solicited major gifts and bequests. Website Committee chair (2007-09). Oversaw development and launch of new site. Finance Committee (2014 to present).

**Fundraising Mentor,** *Association of Fundraising Professionals* (2007-8): Helped build Jewish Community Library’s fundraising capacity.

**Member,** Development Executives Roundtable (1999-present).

**Speaker** on organizational management: C. G. Jung Institute of San Francisco (2013); Marin Sunrise Rotary Club (2013); Clarence E. Heller Charitable Foundation (2009).

**Seminar Presenter on Psychological Types**, Analytical Psychology Club of San Francisco (2012); Association for Psychological Type International (APTi), Capitol City Chapter (2011, 2012, 2013); San Diego Chapter (2014), Portland, OR Chapter (2015), San Francisco Bay Area Chapter (2011, 2013, 2014, 2015, 2016); City University of Macau, Applied Psychology Program (Jan & Dec, 2012, 2015); Dream Institute of Northern California (Jul & Dec, 2014), Fudan University, School of Social Development and Public Policy (2012); International Association for Analytical Psychology, Beijing Developing Group (2014); Shanghai Developing Group (2015); South China Normal University, Department of Psychology (Jan & Dec, 2012; 2014); Jung Institute James G. Whitney Clinic (2012, 2013, 2014, 2015); Skill & Will (Shanghai (2012), Guangzhou (2012, 2014); Type Resources (monthly or more, 2014-15); Webinar Moderator and Discussion Leader, Type Resources (2012-15).

### EDUCATION AND HONORS

**MBA**, *University of California, Berkeley* (1981-1983) G.P.A. 3.94. Focus in marketing, planning, and systems analysis.

**BA cum laude**, *Harvard College* (1974-1978). Music major. Dean's list every term. President, Gay Students Association 1977. Negotiated one of the first non-discrimination policies for gays and lesbians in an American university.

### OTHER

#### **Myers-Briggs Type Indicator® Master Practitioner (2012)**

**Nonfiction writer:** "Getting Beyond 'Inner' and 'Outer,'" *Personality Type in Depth* (12); "Jung's Vision of Suffering One's Psychological Type," *Bulletin of Psychological Type*, 2012 (35/2); Review of *AGNEL, AIMÉ. Hitchcock et l'ennui: une psychologie à l'oeuvre [Hitchcock and Boredom: A Psychology at Work.]*, *Journal of Analytical Psychology*, 2012 (57/4).

**Fiction writer:** "The Reality of the World" 1997, *The Mississippi Review: Prize Issue*. Novella, *Ventura Freeway*, published online.