



Chronicle of Philanthropy (via e-mail)

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To the Editor:

An interesting omission highlighted by your article on fundraiser salaries (*Fund Raiser's Salaries Rise at Universities*) is the absence of compensation data about Directors of Advancement Research. Most colleges and universities now employ highly trained professionals in these positions, and in many instances they are senior members of the development team. More and more Directors are taking on additional, crucial management responsibilities beyond research, most notably prospect management, advancement services and stewardship.

We are hopeful that future surveys conducted by CUPAHR will include Directors of Advancement Research. In the meantime, we invite anyone who is interested in salary information for Advancement Researchers to take advantage of some of our internal survey data by contacting the Association of Professional Researchers for Advancement (APRA).

Very sincerely,

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