

Wealth Advisors Can Bring 'Joy' to Clients Through Scholarship Gifts, Says President

Dec. 12, 2018



North Central College President Troy D. Hammond and Carolyn Leonard of Dymynd and Dymynd Angels spoke to the ACI Wealth Advisors breakfast Dec. 6.

People who donate substantial financial gifts to college often feel a sense of accomplishment and joy when they have a chance to provide financial support to college students, said [Dr. Troy D. Hammond](#), president of [North Central College](#), Naperville. Hammond spoke Dec. 6 to the ACI Wealth Advisors Breakfast, attended by more than 30 people at the University Club of Chicago.

As a college president, Hammond himself is involved in fundraising. He urged the advisors to encourage their clients to provide endowment funds for college scholarships. "You, as a wealth advisor, can be in the business of bringing joy to your clients by helping them see the possibility of making major gifts," he said.

ACI, with [27 member colleges and universities](#), was designed as a collaborative to raise funds that can help students at all 27 schools, Hammond said. "ACI is the best, well-positioned institution in Illinois to impact these students' lives in getting their college degrees," he said, adding the organization raises funds and offers programs to assist member institutions and their students.

ACI's network of private, independent colleges and universities, offering liberal arts and sciences education, serves a significant number of first-generation, low-income students, he said. "We graduate students from disadvantaged backgrounds at a 20 percent higher rate than public institutions," Hammond said. "It's because of our mission, our vision, the way we teach – with small classes, with faculty who have chosen with their careers to focus on teaching and mentoring as opposed to research." Hammond told the audience that he, too, is a graduate of Milligan College, a small, liberal arts and sciences college in Tennessee. That experience was life changing, he said.

The wealth advisors also heard featured speaker [Carolyn Leonard](#), CEO and co-founder, [DyMynd](#) and [DyMynd Angels](#), Chicago. Leonard was one of the first women to become a floor trader at the Chicago Board Options Exchange in the 1970s. She described the hurdles she faced in becoming a floor trader and said her company now educates young people, especially women, about building wealth for themselves and their families.

"We help students go from a debt or deficit mindset to a wealth-building mindset," she said. "We want both men and women equally to understand the power of their purse and be able to grow their wealth so they can live out their dreams and pass it on to people they care about."