Joe Bull is a principal with Philanthropy Advisory Council. With 35 years of experience in the philanthropic arena, he has served as Assistant Vice President of Development at Carnegie Mellon University, Senior Vice President for Community Engagement at the Columbus Zoo and Aquarium, and as Senior Philanthropy Officer for Global Priorities at The Nature Conservancy. Joe provided 16 years of service to his alma mater, The Ohio State University, primarily as Director of Planned Giving, and he began his career at Duke North Carolina State Universities. He was the 2005 Board Chair of the National Association of Charitable Gift Planners and is currently President-elect of the American Council on Gift Annuities Board of Directors. He was a member of the Editorial Advisory Board for *Planned Giving Today* for 15 years and is past President of the Central Ohio and North Carolina Planned Giving Councils. He is admitted to the Ohio and North Carolina bars.