

JOB HOPPING IN FUND RAISING

The Council for Advancement and Support of Education surveyed 4,407 fund-raising professionals in 2005 and found that most college development officers have been at their institution five years or less, and that their salaries did not necessarily increase the longer they stayed there.

Years at institution	Average salary	Highest reported salary
Less than 3: 38.1%	\$59,347	\$206,900
3-5: 27.4%	\$58,867	\$190,000
6-10: 19.2%	\$64,825	\$234,000
11-15: 8.3%	\$74,878	\$225,000
16-20: 3.4%	\$83,346	\$187,000
More than 20: 3.5%	\$75,586	\$215,000