



A Word from Our Clients

"The Board profile we were looking for was matched by the candidate pool. I felt like the team paid attention to us and what we were looking for. They were able to distill my view, the founder's view, and our executive sponsor's view to create a slate of candidates that represented the ambition of our Board."

-Tom Wagenlander, Executive Director of Wish of a Lifetime from AARP

"I am grateful to Team DRiW for introducing me to YR Media and wouldn't hesitate to do the same for you and a potential client or candidate."

-Kyra Kyles, CEO at YR Media

"I have been very impressed with this recruiter—DRiWaterstone is by far the best one we've ever used."

-Tovah Barocas, President at Earth Rangers

"I always feel they have our best interests at heart; they tell us what we need to hear and not what we want. They also aren't afraid to give advice – and having worked with them on a few things, they've really come to understand our culture, our needs, and our values and so we can have a good conversation about the type of person we need to hire to grow, not just type of person we think we need."

-Joe McClain, CEO at Help Heal Veterans

"They accept, understand, and respect the uniqueness of your search. They look at what your needs are and how they can help you meet your goals. Their approach gives you the confidence that this isn't cookie cutter."

- Gregory Dyson, COO at National Community Reinvestment Coalition

"DRiWaterstone took the lead with input from AAI's search committee when crafting a job description for the next CEO. We then left it to DRiWaterstone to advertise and find candidates. We found a few because of people we knew, but we didn't manage that process – all that they did. The most important things to us in this process were speed and quality, and we got both."

- Dr. Gary Koretzky, MD, PhD, Retired President of AAI at American Association of Immunologists

"The team was so thoughtful and on top of it all. You all did such a good job of holding our hands through the process, identifying what we needed to do on our end and what you were going to do for us. The team laid out the timeline and delivered on what you said you would do."

- Ilona Birenbaum, Vice President of the Board of Directors at New Hope Housing

“The DRiW team continues to go above and beyond to understand our organization. Simply put, their pool of candidates exceeded our expectations and we are certain that our placed candidates will be instrumental in growing our development efforts. The team at DRiW is sharp and detail-oriented, and their approach delivers results.”

-Johanna Chao Kreilick, President, Union of Concerned Scientists

Thank you for all the work you and your team did to find Lesley. You managed a comprehensive process in a very organized and efficient manner. Our entire Board is really thrilled to have Lesley on board as our next leader. The feedback we have received as we begin rolling out communications has been extremely positive.

-Ana Alvarez, Chair, Governance Committee, Arlington Free Clinic

I absolutely love MCSF---I have never been so connected to a mission before than I am here. It has been absolutely wonderful to be able to pay it forward to my fellow Marine kids as well as get to honor my dad’s nearly 30 years in the Marine Corps by being a part of the Foundation. One of the best parts of this job has been meeting all of the incredible Marines & their families and best yet, I have met Marines, organically, that have served alongside with my dad; it’s been very special.

-Margarita “Margo” Cianchetta, Director of Philanthropy, Northeast, Marine Corps Scholarship Foundation

“I am very impressed with the DRiWaterstone team and their comprehensive executive recruiting services. They have an in-depth understanding of the philanthropic and nonprofit sectors. As a community foundation leader, I found their insights and understanding of the community foundation and broader nonprofit space extremely useful. Their approach, commitment, partnership, communications, creativity, and process are outstanding.”

-Jennifer Owens, President and CEO, Arlington Community Foundation

“DRiWaterstone understood our unique goals as a nonprofit-serving business and aligned candidates who shared our passion and vision. The candidates presented were well qualified to address our needs.”

-Johan Hammerstrom, CEO, Community IT Innovators

“Laurel started this week and we are very excited to have her at Vital. She is coming to the office next week where she will be meeting many of the folks. We cannot wait.

The team is very communicative. Your summary of candidates and other assessments were truly the best I have seen. The pool of candidates reflected our needs but of course Laurel truly captured everyone’s interest.”

-Marie McNamee, VP of HR, Vital Strategies

“I find you incredibly approachable, inviting and very clear. I'm sure you equitably disperse encouragement and kindness to all candidates, but I've felt your unique connection which makes me feel like I have a fan. That is most appreciated! And that is why you most certainly excel in your role. “

-Clara Stokes, Chief Development Officer, CARITAS

"Doug, Grace, Ashley, Maggie – thank you! It was great being on THAT side of the DRiWaterstone process as a candidate, but it really was a pleasure being on THIS side too. Thanks for making it fun and easy...and helping us land great talent."

-Kyle Sherman, Director of Operations, Clean Grid Initiative

It has been incredible. I have told everybody about it. Whenever a friend is looking for a job, especially in development, where the development process is long at this level, I recommend reaching out to the DRiWaterstone team."

-Amber Haywood, Director of Development - Schools of Divinity, Education, and Social Work, Howard University

"DRiWaterstone has been instrumental in sourcing outstanding candidates to fill various development positions within our team. They go beyond merely asking the right questions—they invest time in thoroughly comprehending Trust for the National Mall's unique needs and organizational culture. We trust DRiWaterstone not just as a recruiting service but as an advisor and collaborative partner in our ongoing hiring endeavors."

-Laura Gleason, VP of Philanthropy, and Cindy Willman, COO, Trust for the National Mall

"I thoroughly enjoyed partnering with DRiWaterstone on the search for a critical C-Suite hire for our organization. Their process was very thorough and well thought out which resulted in the best possible hire for us who fits our culture to a T. We couldn't have been happier. They were a great partner throughout the process and I welcome the opportunity to work with them again in the future."

-Jason Menzo, CEO, Foundation Fighting Blindness

"BJ Davis and the DRiWaterstone team were great to work with. BJ truly listened to what we wanted and needed as an organization and adapted the search to deliver the most finely calibrated candidates. DRiWaterstone takes a team approach to searches and brings a host of resources, systems and tools to ensure top-notch support and delivery with each search."

-Steve Roth, Executive Director, ORAM Refugee