



**Michael Wagschal**  
**Senior Vice President, Senior Philanthropic Specialist**

**Michael is a Senior Vice President and Senior Institutional Philanthropic Specialist in the West Coast at Bank of America Merrill Lynch Philanthropic Management. His primary role is to assist the firm and its advisors when establishing business relationships with nonprofits institutions involving endowment and planned giving assets. He also provides ongoing strategic planning and philanthropic consulting to support endowment growth to existing nonprofit clients.**

**Michael's 25 years philanthropic involvement has extended from being Development Director at the American Heart Association, Maryland division to Vice Chancellor for Planned Giving for the University System of Maryland Foundation. He has worked at such nationally recognized institutions as The American Cancer Society, California Division and Scripps Foundation for Medicine and Science in La Jolla. Throughout his career he has held leadership positions for endowment and planned giving growth. He has served as the president of the Planned Giving Roundtable of San Diego and has been a board member on numerous nonprofit organizations such as Heritage Point Home and The American Cancer Society. Michael holds a BA from the University of Maryland.**