

Today we're profiling Kimberly Hall, the Director of Development at Circle the City in Phoenix, Arizona. Previously, she served as Director of Donor Development for Goodwill of Central and Northern Arizona. She is passionate about working with the valley's homeless population, and founded a nonprofit organization in 2009, the HOPE Project, to provide resources and support to individuals and families experiencing homelessness. In an effort to build a legacy of giving, she and her family assemble and deliver "blessing bags"—care packages for the homeless filled with essentials. She serves as a mentor to valley youth through her involvement with Future Business Leaders of America, and volunteers her time with numerous organizations including Lighthouse, The Salvation Army, Big Brothers Big Sisters of America, and the HOPE Project. Following are Kimberly's answers to our #MemberMonday questions.



Fall 2017 LN Member Kimberly Hall

## **In 100 words or less, describe your work.**

I serve as Director of Development for Circle the City in Phoenix, Arizona. CTC is focused on healthcare for the homeless. I have the privilege of building relationships and raising money to support the ongoing efforts to provide healthcare without distinction for those experiencing homelessness. In Maricopa County, more than 22,000 people experienced homelessness in 2017. Circle the City is well positioned to provide services to 10,000 individuals experiencing homelessness this year. I am glad to be a part of the vision to create a healthier community without homelessness.

## **You're in a book club, and it's your turn to pick the next title. What do you choose and why?**

*Leaders Eat Last*, by Simon Sinek. This book embraces servant leadership and embodies the principles therein. Imagine how much more productive and profitable organizations would be if all leaders put their people before protocol and process. Happy employees lead to happy customers, and the cycle continues, which leads to reduction of turnover and all of the expenses that businesses incur because of it. The book shows managers and leaders how to lead well and put their people (employees) first.

## **What do you enjoy doing in your free time?**

I truly believe in working hard and playing hard. Going to the movies to see the latest feature, food-related festivals, live music, and staycations are a few of the things I enjoy. Simply spending time with those I love dearly and laughing and enjoying one another's company is time well spent. Among the serious yet important past times is volunteering in the community and strategizing on how we can make our communities better and stronger.

## **What is one of the most surprising lessons you have learned in your professional life?**

Expect the unexpected. Life is all about seasons. There are ups and downs and everything in between. The beauty is that seasons change, so when we experience a challenge in our professional or personal life, knowing that trouble doesn't last always helps ease the burden. Also, know that there is a lesson in everything. Many leaders have experienced change in their professional careers or had to deliver change messaging, and it is not easy for the messenger or the one receiving it. Taking time to listen to your peers and your team about the change and making them feel heard, whether you can change the outcome or not, can change the atmosphere in your place of work.

## **How has the Leadership Network been valuable to you?**

AEI has exposed me to knowledge that would have taken years to realize, which I received in a matter of days during the 3 day Leadership Network conference. I have the opportunity to stay plugged in to new research and studies that broaden my thinking and understanding of current issues. Knowledge is very powerful, and should lead us to align it with our passion to take action. Being able to reach out to our cohort and scholars with questions, ideas, and strategies is amazing as well.

## **What is on the top of your bucket list?**

There are so many things I want to do. Traveling abroad—I want to go to Paris and experience the culture there. The music, art, and history. I need to be more adventurous, too. I haven't camped or zip lined before. I know! Who hasn't done these things? I've got to catch up. My dream is to do a mission trip in South Africa, taking much needed supplies and food for those in need, and providing support for the residents while there and just loving on them and learning from them.