

# Hilltop Consultants Client Recruitment Guide

For Prospective Clients

Spring 2026



## Who We Are

Georgetown University's Hilltop Consultants is a **student-run consulting organization with 20 years of experience delivering innovative and actionable solutions for nonprofit organizations and socially-minded enterprises**. Since 2004, our members have worked on a range of business and strategy-related problems for over 100 non-profits from local organizations to fully funded non-profits such as Greenpeace, Teach for America, the Grameen Foundation, and the American Red Cross.

Clients work with a team of consultants led by a Project Manager and Senior Consultant with non-profit consulting experience. We leverage **Georgetown's academic resources and their work experience at top companies** to develop strategic and implementable solutions. Hilltop Consultants also works with **professional consulting firms** including Deloitte, McKinsey, and Bain, to refine our recommendations every project. We have worked with a diverse range of clients,

You can find more information on our website: <http://www.hilltopconsultants.org/>

# Our Services

We provide a wide range of product streams, from outreach to operations to growth. Outlined below are examples of past projects, but we are always open to new and exciting asks.



## Marketing & Outreach

- Fundraising Strategy
- Brand Awareness
- Social Media Strategy
- Marketing Strategy
- Corporate Social Responsibility



## Process Improvement

- Stakeholder Analysis
- Metrics and Evaluation
- Campaign Design
- Sponsorship Strategy
- Budgeting and Fiscal Planning



## Growth Strategies

- Long-Term Growth Strategy
- Partnership Development
- Volunteer Development
- Diversifying Revenue Stream
- Adapting to Departmental Changes



# Why Choose Us?

## LEARNERS BEYOND THE CLASSROOM

Our consultants have been selected among the top students at Georgetown University who have demonstrated an interest in consulting and social causes. Each member of Hilltop Consultants attends multiple training sessions led by industry professionals from companies such as Deloitte, KPMG, Accenture, and PwC.

## STUDENTS WITH A UNIQUE PERSPECTIVE

While working on projects, our consultants have access to renowned professors, field experts, and other mentors at Georgetown University. Hilltop graduates often go on to work at top-tier consulting firms such as Bain & Company, Boston Consulting Group, and McKinsey & Company, as well as other fields.

## COMMITTED IN THE FACE OF CHALLENGE

Hilltop members are adept at finding opportunities for impact. Project Managers and Consultants on your Hilltop team work exclusively on one project per semester, meaning they are 100% committed to helping your organization address an issue, overcome a barrier, or tackle a challenge.



# What Our Clients Say



"We appreciate that Hilltop Consultants is modeled on a professional consultant practice, and the team members are specifically assembled with the capabilities, skills, and interest to achieve our specific project goals. Student consultants have unique benefits – low cost, high- engagement, and energy. They also produce superior project deliverable that we can use. While I note the attractive cost, it isn't a correlation to what they contribute and deliver to clients." - Cathy Yi, VP

Development at American Rivers



"The final deliverable is polished, professional and will be useful as we evaluate our options for the project. We needed a concise report on the state of the market as well as a financial planning tool that allows us to see a wide range of scenarios play out into the future. Hilltop provided both." - Kathlene Collins, Chief Marketing Officer at Society for Science and the Public

# Important Dates and Contact Information



**Applications Due: December 19, 2025**

**Application Link:**

<https://tinyurl.com/ClientOutreachSpring2026>

## Contact

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