



Caliopy Glaros

Sponsor Partner Development Director

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Caliopy Glaros has spent her life immersed in one rich intercultural experience after another. Realizing the deep need for and importance of effective intercultural communication and training, Caliopy ultimately elected to pursue a degree in Anthropology and Adult Learning. Through that degree program she took her first intercultural communication course that illuminated the trajectory for the rest of her life. Her professor encouraged her to attend the Summer Institute for Intercultural Communication (SIIC) in 2013, which ultimately introduced her to SIETAR. She moved to Japan later that year and immediately became involved with SIETAR Japan.



While working for a fundraiser for an organization who sent medical teams overseas, she developed the first intercultural training program for their volunteer clinicians. The program was so successful that many of those clinicians hired her to create programs for their medical students. Having the unique background in fundraising and intercultural communication caught the eye of other NGOS, who then hired her to develop intercultural training programs for the donors.

While attending the 2017 SIETAR USA conference in San Diego, Caliopy met fellow SIETARians who inspired her to turn her “side hustle” into a full-time business. In 2018, she formalized her fundraising and intercultural experience creating *Philanthropy without Borders*. Caliopy describes *Philanthropy without Borders* as a “boutique consulting firm that helps mission-driven organizations engage their supporters, fortify operations, and mobilize resources to tackle the world’s toughest problems. Our expertise lies at the nexus of strategy, ethical storytelling, donor engagement, and donor immersion, where we provide strategic guidance on opportunities that inspire generosity, cultivate empathy, deepen learning, and connect people across cultures in mutually beneficial ways.” Caliopy considers herself a bridge and a collaborator, developing fundraising strategies for clients and providing overseas experiences for donors. After a decade of part-time consulting and nearly 4 years into her full-time consulting business, Caliopy has worked in 30 countries and delivered programs virtually in over 60 countries.