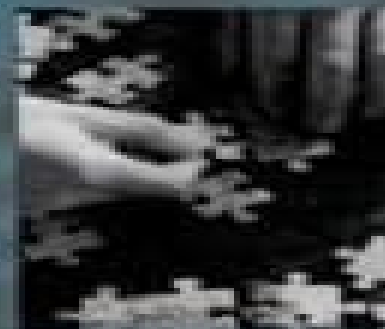


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CONDUCTING A SUCCESSFUL FUNDRAISING PROGRAM

K E N T E . D O V E

A COMPREHENSIVE GUIDE AND RESOURCE



Conducting A Successful Fundraising Program A Comprehensive Guide And Resource

Robert H. Palestini



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analysis of the nonprofit sector The discussion delves into donor behavior decision making social influences and models then uses that context to describe today s fundraising methods tools and practices A robust planning framework helps you set objectives formulate strategies create a budget schedule and monitor activities with in depth guidance toward assessing and fine tuning your approach Coverage includes online fundraising major gifts planned giving direct response grants corporate fundraising and donor retention with an integrated pedagogical approach that facilitates active learning Case studies and examples illustrate the theory and principles presented and the companion website offers additional opportunity to deepen your learning and assess your knowledge Fundraising has become a career specialty and those who are successful at it are among the most in demand in the nonprofit world Great fundraisers make an organization s mission possible and this book covers the essential information you need to help your organization succeed Adopt an organized approach to fundraising planning Learn the common behaviors and motivations of donors Master the tools and practices of nonprofit fundraising Manage volunteers monitor progress evaluate events and more Fundraising is the the nonprofit s powerhouse It s the critical component that supports and maintains all activities and forms the foundation of the organization itself Steady management clear organization effective methods and the most up to date tools are vital to the role and familiarity with donor psychology is essential for using these tools to their utmost capability Fundraising Principles and Practice provides a comprehensive guide to all aspects of the field with in depth coverage of today s most effective approaches Principles of Fundraising: Theory and Practice Wesley Lindahl,2010 Providing readers with an overview of the theory and practice of fundraising for nonprofit organizations this guide approaches fundraising from a marketing position yet incorporates concepts from the law economics accounting history sociology psychology theology and ethics Ethical Fundraising Janice Gow Pettey,2008-06-30 Ethical Fundraising A Guide for Nonprofit Boards and Fundraisers is a practical helpful and ultimately inspiring resource for nonprofits large and small young and mature local and international The insightful guidance and case studies found within these pages will help you understand how to address specific ethical issues within your nonprofit and leave plenty of food for thought and discussion **Nonprofit Fundraising Strategy, + Website** Janice Gow Pettey,2013-04-01 Practical tools and techniques to incorporate ethical standards and practices in nonprofit fundraising Nonprofit Fundraising Strategy is a helpful and inspiring resource for nonprofits large and small young and mature local and international The insightful guidance and case studies found within these pages will help you understand how to address specific ethical issues within your nonprofit and leave plenty of food for thought and discussion Adds new materials on new business practice codes the Ethics Assessment Inventory coverage of new ethics standards Now includes an ethics assessment tool on the Ethical Fundraising Second Edition companion website Considers essential topics including appearance of impropriety rights of donors tainted money using donations as intended choosing a leadership role ethical decision making restoring public confidence in the nonprofit sector and the ethics of grant making and grant seeking Written

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Lindauer, Carolyn P. Madvig, 2001-07-16 Throughout the book the authors address the key components of an annual giving program including telemarketing direct mail special events personal solicitation and matching gifts and reveal how to integrate each component of the annual giving program into a coherent fluid fundraising plan Publisher website April 2007

Shaping the Future Peter Hernon, 2010-09-14 This book provides an overview of leadership in library and information science LIS examines the findings of doctoral students in the Simmons program in Managerial Leadership in the Information Professions and advocates research in LIS Library and information science researchers can provide valuable insights about leadership and management thereby adding a significant amount of practical information to the foundation of knowledge for LIS professionals and educators Accordingly it behooves both internal and external LIS practitioners to investigate and apply these research findings Utilizing the available evidence wisely will better connect libraries to an organizational culture of assessment and evaluation enabling improved service despite reduced funding after the recent economic downturn This book conveys the rich study findings about leadership in the profession based on case studies and scenario plans written by doctoral students in the Simmons program in Managerial Leadership in the Information Professions and takes the lessons from this research to advocate further research in library and information science LIS **Shaping the Future Advancing the Understanding of Leadership** provides an overview of leadership in LIS highlighting the research done the areas for discussion and the potential for further study Examples of case studies and scenario planning applicable to both academic and public libraries are provided **Museum Administration** Hugh H. Genoways, Lynne M. Ireland, 2003-09-08 Wondering

what a museum director actually does About to start your first director's job Looking for guidance in starting up a museum or working with a museum director Hugh Genoways and Lynne Ireland have taken the mystery out and put common sense and good guidance in Learn about everything from budgets and strategic planning to human resources and facilities management to collections and programming Genoways and Ireland also help you tackle legal documents legal and ethical issues and challenges for the modern museum Case studies and exercises throughout help you review and practice what you are

learning and their extensive references will be a welcome resource

The State of the College Union: Contemporary Issues and Trends Tamara Yakaboski, Danielle M. De Sawal, 2014-03-18 The college union is the living room and community center for students faculty staff alumni and visitors and serves as a learning laboratory for students through employment engagement and leadership opportunities Senior level administrators and college union professionals need to be aware of the trends and issues facing college unions in the 21st century This volume addresses implications for college unions of changing Student characteristics Student engagement Facility design and the creation of community Fundraising Technology Globalization of higher education In addition this volume explores the need for additional assessment evaluation and research for this important component of college campuses This is the 145th volume of this Jossey Bass higher education quarterly series An indispensable resource for vice presidents of student affairs deans of students student counselors and other student services professionals New Directions for Student Services offers guidelines and programs for aiding students in their total development emotional social physical and intellectual

Catholic School Administration Robert H. Palestini, 2008-09-24 The leading comprehensive guide for Catholic school principals Fully revised and expanded 2nd edition New material on curriculum instruction testing development fundraising federal regulations Discusses school management fundamentals from budgeting to recruitment This new edition of the highly influential text Catholic School Administration has been greatly enlarged and improved with new chapters on curriculum improvement supervision of instruction ways to assess testing as well as new information on marketing human resources and student recruitment Based on principles drawn from Ignatius to Vatican II as well as concepts from current educational and social theorists the book combines the best ideas for leading and decision making with detailed practical presentations of the managerial tasks that must be mastered to run a parochial school Case studies and surveys provide extra guidance For readers seeking to make organizational and instructional improvements this text offers proven techniques for systematic change It is an outstanding resource for introducing administrators to the challenges of running a Catholic school

New Strategies for Educational Fund Raising Michael J. Worth, 2002-11-30 In this sequel to the highly respected and practical 1993 book on fund raising Worth and his group of authoritative contributors cover areas that did not even exist in this field in 1993 including the concepts of principal gifts and benchmarking They adapt strategies from Worth's earlier book and introduce many new ones to meet current challenges and take advantage of new opportunities Comprising 31 chapters divided into ten logical parts the authors provide a complete picture of this field which is so important to leaders in higher education Beginning with a strong base of knowledge the authors then discuss topics ranging from raising funds from individuals creating the campaign accounting long range planning leadership the mission kickoff corporate and foundation support traditions of giving managing and supporting development programs ethical concerns and trends for the future Michael Worth gives a great deal of attention to the environment in which those responsible for advancement in higher education have to work today The book

addresses new areas in the field that didn't exist when Worth wrote his first edition of this book in 1993. For example, the use of financial instruments in the planning of gift giving are more sophisticated and business techniques have been tapped to improve management of programs and measurement of success. Part II of the book describes the underlying foundations of educational fund raising in three chapters each written by an expert contributor. This section of the book describes the base of knowledge in the field, theory and research, and discusses the institutional plan and its relationship to the goals and objectives of the institution. Part V covers corporate and foundation support which is based on reasoned strategies and business plans and goals rather than on altruism and emotion which can often be the foundation for individual giving. The book also includes a glossary and a selective bibliography.

Maximizing Program Services Through Private Sector Partnerships and Relationships, 2008

Conducting a Successful Major Gifts and Planned Giving Program Kent E. Dove, Alan M. Spears, Thomas W. Herbert, 2002-03-18

Conducting a Successful Major Gifts and Planned Giving Program, the fifth volume in the groundbreaking Dove on Fundraising Series, is a complete guide to establishing and sustaining a major gifts and planned giving program in a nonprofit organization. Written by master fundraiser Kent E. Dove and coauthors Alan M. Spears and Thomas W. Herbert, this essential resource includes the information needed to build a viable major gifts and planned giving program and offers a clear understanding of the law as it pertains to a variety of planned giving. The authors address the full spectrum of major gifts and planned giving principles including research, cultivation, solicitation, and stewardship. Conducting a Successful Major Gifts and Planned Giving Program describes how to involve a governing board in the program and craft a gift acceptance policy. It also outlines how to manage the program, develop a budget, set goals, define what resources are needed, and determine when to use consultants. Conducting a Successful Major Gifts and Planned Giving Program also includes a resource section that contains a wealth of illustrative real world examples.

Philanthropy and Fundraising in American Higher Education, Volume 37, Number 2 Noah D. Drezner, 2011-05-17

From gifts of blankets, chickens, and candles to multimillion dollar gifts and billion dollar campaigns, voluntary support of American higher education has been part of the American ethos since the founding of the colonial colleges. Peter Dobkin Hall in 1992 noted that no single force is more responsible for the emergence of the modern university in America than giving by individuals and foundations. Institutions are turning to private giving to meet budgetary demands. This book provides a review of the philanthropy and fundraising literature and addresses the impact of philanthropy on American higher education, the theoretical underpinnings and motivations for voluntary support, and a comprehensive look at the mechanics of fundraising.

Expanding the Donor Base in Higher Education Noah D. Drezner, 2013-04-17

Winner of the Association of Fundraising Professionals 2014 Skystone Partners Research Prize in Philanthropy and Fundraising. Traditionally, institutions have relied on wealthy White men to reach their fundraising goals. But as state investment in public higher education lessens and institutions look to philanthropy to move from excellence to eminence, advancement officers continually need to engage all

populations including many that have historically been excluded from fundraising strategies Based on theory research and past practice Expanding the Donor Base in Higher Education explores how colleges and universities can build culturally sensitive fundraising and engagement strategies This edited book presents emerging research on different communities that have not traditionally been approached for fundraising including Lesbian Gay Bisexual Transgender and Queer LGBTQ alumni African Americans Latinos graduate students young alumni women and faculty donors Chapters discuss and analyze successful programs and provide practical suggestions and strategies to create and implement fundraising programs that engage these new donor populations Expanding the Donor Base in Higher Education is an essential resource for any institution looking to expand their pool of donors and cultivate a more philanthropic mindset among alumni and students

World-Class Fundraising Isn't a Solo Sport Jeffrey L. Buller, Dianne M. Reeves, 2016-12-19 An African proverb says If you want to travel fast travel alone If you want to travel far travel together World Class Fundraising Isn't a Solo Sport is about how to travel far in the world of academic development It provides practical field tested strategies for building strong academic development teams Using realistic case studies and innovative tools designed specifically for use in higher education the book serves as an operations manual for how faculty members academic administrators or development officers can best work together to achieve their fundraising goals

Conducting a Successful Development Services Program Kent E. Dove, 2002 Nonprofits behind the scenes fundraising functions information systems development technologies research managing prospects and stewardship not only support an organizations overall development efforts but also are key to long term success A first of its kind resource Conducting a Successful Development Services Program draws together in one book a tremendous body of knowledge on planning and managing an innovative and effective development services program Written by master fundraiser Kent Dove the book guides you through the process of identifying researching and managing prospects creating storing and using data and information and properly administering gifts and showing appreciation to donors An extensive resource section offers you a wealth of examples from real life organizations

Understanding Your Social Agency Armand Lauffer, 2010-11-16 Provides readers with an array of lenses for looking at a social agency from the outside in and from the inside out This highly accessible text takes into account the organizational dynamics that readers are likely to have experienced and provides them with the conceptual tools for reassessing their understanding and considering how to act on their new insights Renowned scholar Armand Lauffer shows readers how to apply organizational theories to challenges they confront at work and to uncover other challenges they may not yet be aware of

Conducting A Successful Fundraising Program A Comprehensive Guide And Resource Book Review: Unveiling the Magic of Language

In a digital era where connections and knowledge reign supreme, the enchanting power of language has become much more apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**Conducting A Successful Fundraising Program A Comprehensive Guide And Resource**," compiled by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound affect on our existence. Throughout this critique, we will delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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