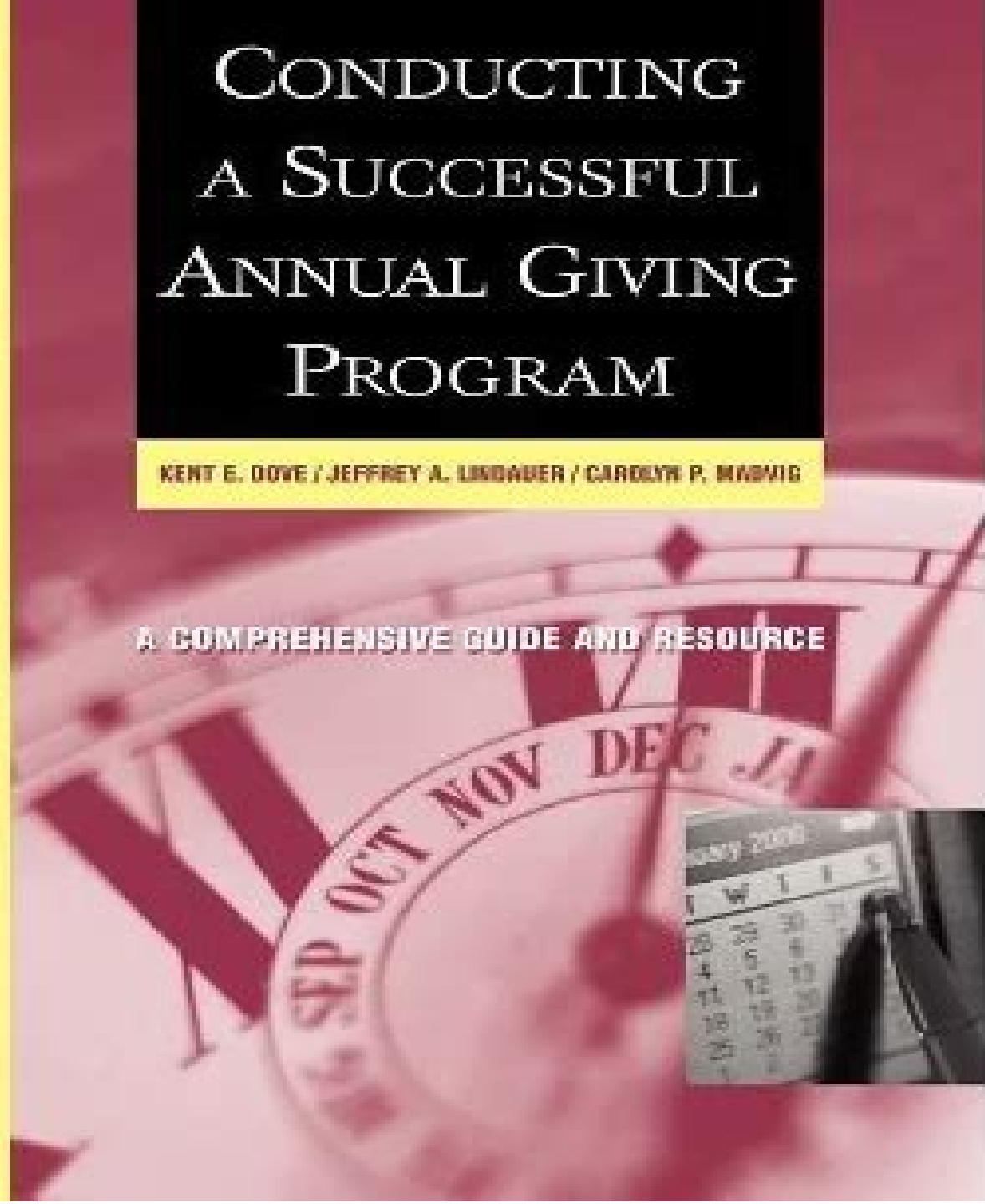


CONDUCTING A SUCCESSFUL ANNUAL GIVING PROGRAM

KENT E. DOVE / JEFFREY A. LINDAHER / CAROLYN P. MARWIG

A COMPREHENSIVE GUIDE AND RESOURCE



Conducting A Successful Annual Giving Program

Kimberly Thompson, Karlene Jennings



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Kent E. Dove, 1988-11-04 An authoritative systematic guide to planning and managing a successful capital campaign in any type of nonprofit organization Dove draws on his extensive experience as a fund raising manager and consultant to offer winning strategies and formulas for streamlining the fund raising process and maximizing results He offers practical how to advice for handling all phases of capital campaigns from conducting an initial market analysis and getting board members involved to soliciting donors and ensuring ongoing commitment of key people He identifies the key principles of a capital campaign small or large regional or national and shows how these principles can be applied in any type of nonprofit organization

Fundraising Fundamentals James M. Greenfield, 2004-03-15 Fundraising Fundamentals is a practical and valuable resource for fundraising professionals trustees philanthropists and nonprofit executives who aspire to raise substantial monies for worthy causes I have utilized Jim Greenfield's literature in various fundraising courses my students have benefited from the theory and substance that Jim so clearly conveys along with real life models that can be applied to their respective organizations Stephen M Levy CFRE President of Levy Philanthropic Counsel Former Chair of the Association of Professionals Foundation Board Adjunct Professor of Philanthropy Columbia University Proven methods and techniques for running a successful annual giving campaign Learn how to carry out winning annual giving campaigns that will help your nonprofit organization grow and increase its financial resources with Fundraising Fundamentals Complete with the essential basics of fundraising and comprehensive enough to help experienced fundraisers improve their campaigns this up to date Second Edition features key material on How to find likely first time donors Membership organizations and donor clubs Methods of donor renewal upgrading and reward Recruiting and training volunteer solicitors Multimedia and Internet soliciting techniques

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Fundraising Basics Barbara L. Ciconte, Jeanne G. Jacob, 2005 This primer helps new fund raisers learn the basics from the vocabulary of fund raising to the nuances of major

trends affecting nonprofit fundraising today With up to date case studies and real life examples this practical guide will provide an overview of the field and give development staff managers and directors a platform from which to operate their fund raising programs This guide is a must have for anyone new to the fund raising arena **Philanthropy in America** Dwight Burlingame, 2004-08-19 A landmark three volume reference work documenting philanthropy and the nonprofit sector throughout American history edited by the field's most widely recognized authority Developed under the guidance of Dr Dwight Burlingame of the Indiana University Center on Philanthropy one of the nation's premier institutes for the study of philanthropy the three volume **Philanthropy in America A Comprehensive Historical Encyclopedia** is the definitive work on philanthropic charitable and nonprofit endeavors in the United States The first section of the encyclopedia contains over 200 A Z entries covering the lives of important philanthropists the missions and practices of key institutions and organizations and the impact of seminal events throughout the history of the nonprofit sector in America from precolonial times to the present Discussions of philanthropic traditions in ancient civilizations in Europe during colonial times and in countries around the world today provide fascinating contexts for understanding how the American philanthropic experience has developed The encyclopedia also includes a collection of primary source documents legislation foundation reports mission statements etc for convenient review and further research Over 200 A Z entries on people events organizations and ideas in U S philanthropic history Nearly 200 contributors distinguished scholars from a variety of disciplines Over 75 primary source documents from the Poor Laws of 1601 to excerpts from the Filer Commission Report of 1975 Chronology of important events in philanthropic history **The Fundraising Feasibility Study** Martin L. Novom, 2007-06-15 The Fundraising Feasibility Study It's Not About the Money This in depth and accessible collection of essays by fundraising experts goes a long way in demystifying the capital campaign feasibility study It is a must read for administrators and trustees of any charitable organization considering embarking on a capital campaign John Bloom Director Advisory Services RSF Innovations in Social Finance At last a book that tells all about a pre campaign development planning study aka feasibility study From the role of the organization and its board to the role of the consultant and development staff this book documents how readiness is the path to success If you've always wondered how conclusions are drawn findings explained and recommendations developed read this book It's all here James M Greenfield ACFRE FHP author Fund Raising Evaluating and Managing the Fund Development Process and Fundraising Fundamentals and editor The Nonprofit Handbook Fund Raising Third Edition The Fundraising Feasibility Study provides fundamental information on one of the most important if little understood elements of successful fundraising Written by a cadre of the most experienced and knowledgeable professionals in the field it offers insights and useful information that will be valuable to practitioners and scholars alike James P Gelatt PhD Professor Graduate School of Management Technology University of Maryland University College **Donor Focused Strategies for Annual Giving** Karla A. Williams, 1997 Whether you're just beginning an annual giving program or trying to improve an

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