

EXCELLENCE IN FUND RAISING
WORKBOOK SERIES



PLANNING AND IMPLEMENTING YOUR MAJOR GIFTS CAMPAIGN

SUZANNE IRWIN-WELLS

THE FUND RAISING SCHOOL AT THE
INDIANA UNIVERSITY CENTER ON PHILANTHROPY

Planning And Implementing Your Major Gifts Campaign

Erik J. Daubert



Planning And Implementing Your Major Gifts Campaign:

Planning and Implementing Your Major Gifts Campaign Suzanne Irwin-Wells, 2001-12-17 Planning and Implementing Your Major Gifts Campaign is part of the Excellence in Fund Raising workbook series. This much needed guide is designed to help fund raisers demystify the process of major gifts fund raising and conduct a major gifts campaign that will get results. Using an accessible workbook format, Suzanne Irwin Wells, a well respected fund raising expert, shows step by step how to identify prospects, select and train volunteers, increase the confidence of solicitors and plan and implement an effective major gifts campaign. The book is filled with helpful worksheets, checklists, and real life examples. Fundraising Basics: A Complete Guide Barbara L. Ciconte, Jeanne Jacob, 2008-12-18 As nonprofit organizations face heightened scrutiny by the general public, donors, regulators, and members of Congress, the Third Edition of the essential book on the basics of fundraising provides new up to date and valuable information that every fundraiser needs to know. With ethics and accountability being the primary theme of the third edition, this practical guide will continue to provide an overview of the field and give development staff, managers, and directors a platform from which to operate their fundraising programs. The new expanded edition also provides much needed information on developing a case for support, giving trends, donor motivations, planning, setting up a development operation, impact of new technologies on fundraising, return on investment estimates, workflow timetables, and the importance of the Internet. This primer remains a must have for anyone new to the fundraising field, those wishing to expand their fundraising knowledge, those working in supporting foundations, or those contemplating taking the CFRE exam. New to the Third Edition: Thoroughly updated chapters including new information on email and online fundraising, Development related policies and procedures, and position descriptions. A new chapter on Fundraising with Chapters or Affiliates. New case studies, samples, and tools. Updated references and citations. Updated glossary. Click on Additional Resources to View Sample Chapters. 2009, 602 pages. **Fundraising Management** Elaine Jay, Adrian Sargeant, 2004-07-31 This is the first truly comprehensive guide to fundraising management, uniquely blending current academic knowledge with the best of professional practice. Much more than a how to guide, it provides a detailed overview of modern fundraising planning and practice and analyzes critical issues as well as presenting practical tools for campaign planning. Campaigns discussed include high profile examples from companies as diverse as RSPCA, Greenpeace, Barnados, and the American Cancer Society, which illustrate the theories and bring the topic to life. A truly groundbreaking analysis, this text works through the planning stages of fundraising to give readers a rounded understanding of the topic and is essential reading for students of fundraising and non profit professionals alike. Fundraising Management Adrian Sargeant, Elaine Jay, 2010-01-21 This comprehensive introduction to fundraising management provides a thorough grounding in the principles underpinning professional practice. Much more than a how to guide, the book critically examines the key issues in fundraising policy, planning, and implementation and introduces the most important management tools available to the modern fundraiser.

Fully revised and updated this new edition of Fundraising Management is packed with examples and case studies from around the world It covers every important aspect of the fundraising process including Planning Donor recruitment and development Community fundraising Corporate fundraising Legacy fundraising Trust and foundation fundraising Legal and ethical frameworks for fundraising This groundbreaking text has been designed primarily to support students studying for the Certificate in Fundraising Management offered by the Institute of Fundraising but is a useful text for all fundraising students and professionals

Fundraising Principles and Practice Adrian Sargeant, Jen Shang, 2017-03-06 The complete guide to fundraising planning tools methods and more Fundraising Principles and Practice provides a unique resource for students and professionals seeking to deepen their understanding of fundraising in the current nonprofit environment Based on emerging research drawn from economics psychology social psychology and sociology this book provides comprehensive 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 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

Hank Rosso's Achieving Excellence in Fund Raising Eugene R. Tempel, 2010-08-31 This thoroughly revised and updated edition of the classic book in the field provides a conceptual foundation for the fund raising profession Hank Rosso's Achieving Excellence in Fund Raising examines the profession's principles strategies and methods and is filled with practical examples Guided by the enduring philosophy of fund raising master Henry A Rosso contributors explain the reasoning behind the planning and selection of strategies for all fund raising activities including building your case for support approaching donors managing campaigns and demonstrating stewardship Read a Charity Channel review <http://charitychannel.com/publish-templates-a-293-z-25>

Testing, Testing 1, 2, 3 Mal Warwick, 2003-08-16 Fundraising experts know that successful direct mail requires a continual search for improvements in copy package formats and lists through trial and error testing. There is no doubt that testing when done correctly can raise more money for your organization. In Testing, Testing 1, 2, 3 direct mail and fundraising expert Mal Warwick shows how the cumulative value of thoughtful systematic testing can help your organization reach its direct mail fundraising goals. This reader friendly guide will take you through each phase of the scientific process of discovering your organization's ideal combination of direct mail offer package and postage. Like Warwick's other widely quoted books on fundraising, Testing, Testing 1, 2, 3 is based on an abundance of real world examples drawn from his more than two decades of experience in direct mail. Read a Charity Channel review <http://www.charitychannel.com/publish/templates/a38>

Revolution in the Mailbox Mal Warwick, 2003-12-31 This updated edition of Mal Warwick's landmark book Revolution in the Mailbox has been thoroughly revised to provide your nonprofit organization with the most current and comprehensive survey of direct mail fundraising available anywhere. If you follow Warwick's practical down to earth advice, direct mail will help your organization grow, gain visibility, involve your donors, increase its efficiency and achieve financial stability. Written in an easy conversational style, this latest edition is filled with real world examples and illustrations showing how you can realize the full potential of direct mail by putting it to work as a strategic tool.

The Annual Campaign Erik J. Daubert, 2009-08-24 **LEARN THE SECRETS TO BUILDING AND MANAGING A SUCCESSFUL ANNUAL SUPPORT CAMPAIGN FOR YOUR NONPROFIT ORGANIZATION** Whether your organization is building its first annual support campaign or working on its hundredth, The Annual Campaign offers a fresh look at how your organization can raise the most money possible by effectively engaging staff, board, volunteers, donors and prospects in embracing your mission and rallying to its cause. This nuts and bolts book presents practical advice on the secrets to running an effective, well coordinated annual campaign. Why your annual campaign needs a strong support base. How to know when your organization is ready to launch its campaign. Best practices for growing human relationships and big pledges and gifts. How to get your volunteer force purposefully engaged. Brimming with step by step guidance and practical tools including checklists for annual support campaigns, assessments for campaign readiness, sample pledge cards, cultivation tips for obtaining larger gifts and much more. The Annual Campaign is the only guide you'll need to launch a successful and abundantly lucrative annual campaign.

The Ask Laura Fredricks, 2006-02-17 The Ask is a complete resource for teaching anyone experienced in fundraising or not how to ask individuals in person for a contribution to for a local nonprofit or a special event or community project, an enhanced annual gift, a major or planned gift or a challenging capital campaign gift. Written by fundraising expert Laura Fredricks, The Ask shows what it takes to prepare yourself and others to make an effective ask and includes over one hundred sample dialogues you can use and adapt. Step by step, the book reveals how to listen, what to say and how to follow up on each and every ask until you receive a solid and definitive answer. In addition, The Ask covers such topics as how to Examine your views

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The Routledge Companion to Nonprofit Marketing Adrian Sargeant, Walter Wymer Jr, 2007-11-22 Written by a leading team of international experts this is a timely collection of cutting edge articles It offers a complete overview of marketing issues in the nonprofit sector and a review of the latest research The Handbook of College Athletics and Recreation Administration George S. McClellan, Chris King, Donald L. Rockey, Jr., 2012-06-28 Praise for The Handbook of College Athletics and Recreation Administration The Handbook of College Athletics and Recreation Administration provides insiders in depth and firsthand perspectives on issues in the contemporary professional administration of intercollegiate athletics and recreation as well as practical solutions to these issues It is a must read for anyone who is interested in pursuing a career in college athletics and campus recreation administration Ming Li professor and chair Department of Sports Administration College of Business Ohio University The Handbook of College Athletics and Recreation Administration is a useful text for undergraduate students preparing for sport management careers within postsecondary institutions This book effectively blends historical perspectives theoretical foundations and practical illustrations in a relevant format that addresses key issues in intercollegiate sports and campus recreation Of particular value is the focus on people and importance of building relationships based on integrity trust and mutual respect Tom Collins associate professor of sport management chair of Sport Studies and Physical Education Chowan University *The Marketing Book* Michael John

Baker, Susan J. Hart, 2008 Taking into account the emergence of new subjects and authorities the editors have overhauled the contents and contributor lists of the previous edition to ensure this volume addresses all the necessary themes for the modern marketer

Capital Campaigns Andrea Kihlstedt, 2017 This essential guide for capital campaigns of all sizes and configurations from small start ups to colleges and universities is ideal for novices and experienced professionals alike Since the publication of the last edition the field of fundraising has undergone a major sea change thanks to widespread use of the internet as a tool for raising capital This thoroughly revised fourth edition has been updated in every chapter to reflect the current ways of communicating and raising money in this digital era It offers a new chapter on social media and crowd sourced fundraising in capital campaigns as well as a new chapter on getting your board of directors campaign ready Key Features Provides clear step by step instructions for launching and managing a capital campaign Loaded with examples of real life capital campaigns to help the reader understand the real world application of strategies Offers many charts check lists timetables budgets and worksheets provide formats and samples that the reader can use or adapt for her campaign

Management and the Arts William J. Byrnes, 2014-09-19 The fifth edition of Management and the Arts discusses the theory and practical applications from all arts management perspectives including planning marketing finance economics organization staffing and group dynamics Revised to reflect the latest thinking and trends in managing organizations and people this fifth edition features class tested questions in each chapter which help students to integrate the material and develop ideas about how the situations and problems could have been handled Statistics and real world examples illustrate all aspects of arts managements from budgeting and fundraising to e marketing and social networking to working effectively with boards and staff members Case studies focus on the challenges facing managers and organizations every day and In the News quotes provide real world examples of principles and theories Students in Arts Management university courses along with arts managers in a theatre museum dance company and opera will gain useful insights into strategic planning

organization and integrated management theories with this book

Strategic Planning for Nonprofit Organizations Michael Allison, Jude Kaye, 2011-01-11 Your total guide to putting a powerful management tool to work in your organization Why strategic planning Because a well wrought strategic plan helps you set priorities and acquire and allocate the resources needed to achieve your goals It provides a framework for analyzing and quickly adapting to future challenges And it helps all board and staff members focus more clearly on your organization s priorities while building commitment and promoting cooperation and innovation But to be effective your plan will need to address the special needs of the nonprofit sector And for more than a decade Strategic Planning for Nonprofit Organizations has been the number one source of guidance on all facets of strategic planning for managers at nonprofits of every size and budget This thoroughly revised updated and expanded edition arms you with the expert knowledge and tools you need to develop and implement surefire strategic plans including tested in the trenches worksheets checklists and tables in print and on the companion website along with a book length case

study that lets you observe strategic planning in action Packed with real world insights and practical pointers it shows you how to Develop a clear mission vision and set of values Conduct SWOT analyses and program evaluations Assess client needs and determine stakeholder concerns Set priorities and develop core strategies goals and objectives Balance the dual bottom lines of mission and money Write and implement a solid strategic plan Develop a user friendly annual work plan Establish planning cycles gauge progress and update strategies

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

Fundraising For Dummies John Mutz,Katherine Murray,2011-03-08 Find out how to cultivate donors and solicit donations online Covers new changes in tax and philanthropy law Whether you re a small outfit or a big organization you re competing for donors dollars and time This hands on vital guide shows you how to take full advantage of the strategies and resources available and advises you how to promote your cause research potential donors organize events write winning grant proposals and utilize the latest technology Discover how to Define your group s focus Create a viable plan Organize your board of directors Find and train volunteers Market via print and online Promote yourself with the media

The Top Books of the Year Planning And Implementing Your Major Gifts Campaign The year 2023 has witnessed a remarkable surge in literary brilliance, with numerous captivating novels captivating the hearts of readers worldwide. Lets delve into the realm of bestselling books, exploring the captivating narratives that have captivated audiences this year. The Must-Read : Colleen Hoover's "It Ends with Us" This touching tale of love, loss, and resilience has gripped readers with its raw and emotional exploration of domestic abuse. Hoover skillfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can succeed. Planning And Implementing Your Major Gifts Campaign : Taylor Jenkins Reid's "The Seven Husbands of Evelyn Hugo" This spellbinding historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reid's captivating storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Discover the Magic : Delia Owens' "Where the Crawdads Sing" This captivating coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens spins a tale of resilience, survival, and the transformative power of nature, entrancing readers with its evocative prose and mesmerizing setting. These bestselling novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of captivating stories waiting to be discovered. The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a brilliant and gripping novel that will keep you guessing until the very end. The novel is a warning tale about the dangers of obsession and the power of evil.

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Table of Contents Planning And Implementing Your Major Gifts Campaign

1. Understanding the eBook Planning And Implementing Your Major Gifts Campaign
 - The Rise of Digital Reading Planning And Implementing Your Major Gifts Campaign
 - Advantages of eBooks Over Traditional Books
2. Identifying Planning And Implementing Your Major Gifts Campaign
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Planning And Implementing Your Major Gifts Campaign
 - User-Friendly Interface
4. Exploring eBook Recommendations from Planning And Implementing Your Major Gifts Campaign
 - Personalized Recommendations
 - Planning And Implementing Your Major Gifts Campaign User Reviews and Ratings
 - Planning And Implementing Your Major Gifts Campaign and Bestseller Lists
5. Accessing Planning And Implementing Your Major Gifts Campaign Free and Paid eBooks
 - Planning And Implementing Your Major Gifts Campaign Public Domain eBooks
 - Planning And Implementing Your Major Gifts Campaign eBook Subscription Services
 - Planning And Implementing Your Major Gifts Campaign Budget-Friendly Options
6. Navigating Planning And Implementing Your Major Gifts Campaign eBook Formats
 - ePub, PDF, MOBI, and More
 - Planning And Implementing Your Major Gifts Campaign Compatibility with Devices
 - Planning And Implementing Your Major Gifts Campaign Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Planning And Implementing Your Major Gifts Campaign
 - Highlighting and Note-Taking Planning And Implementing Your Major Gifts Campaign
 - Interactive Elements Planning And Implementing Your Major Gifts Campaign
8. Staying Engaged with Planning And Implementing Your Major Gifts Campaign

- Joining Online Reading Communities
- Participating in Virtual Book Clubs
- Following Authors and Publishers Planning And Implementing Your Major Gifts Campaign
- 9. Balancing eBooks and Physical Books Planning And Implementing Your Major Gifts Campaign
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Planning And Implementing Your Major Gifts Campaign
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Planning And Implementing Your Major Gifts Campaign
 - Setting Reading Goals Planning And Implementing Your Major Gifts Campaign
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Planning And Implementing Your Major Gifts Campaign
 - Fact-Checking eBook Content of Planning And Implementing Your Major Gifts Campaign
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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