

SECURING YOUR ORGANIZATION'S FUTURE

A Complete Guide to Fundraising Strategies

Michael Seitzer

The Foundation Center

Revised and Expanded Edition

Securing Your Organizations Future A Complete Guide To Fundraising Strategies

James M. Greenfield



Securing Your Organizations Future A Complete Guide To Fundraising Strategies:

Securing Your Organization's Future Michael Seltzer, 1987 Author Michael Seltzer acts as your personal fundraising consultant. Beginners get bottom line facts and easy to follow worksheets that guarantee success. Fundraisers benefit from a complete review of the basics, new money making strategies and ideas for meeting the challenge of increased competition for limited philanthropic dollars.

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.

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 staff or volunteer 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.

Effective Fund-Raising Management Kathleen S. Kelly, 2012-12-06 In a ground breaking departure from existing works, almost all of which are how to manuals based on anecdotal evidence, this is the first academic textbook on fund raising.

By integrating practical knowledge with social science theory and research it presents a comprehensive approach to the function from its legal and ethical principles to the managerial process by which gifts are raised Territory previously uncharted in the literature is explored such as the historical and organizational contexts of contemporary practice Explanations of programs techniques and publics introduce a new system for understanding fund raising s major concepts Unlike efforts in established fields most of the material represents original scholarship undertaken to produce a first time text The book s main purpose is to teach students about fund raising a high demand high paying occupation that will continue to expand into the 21st century as the need for trained practitioners exceeds the supply During the last decade fund raising education moved into the formal classroom and away from an apprenticeship tradition of senior practitioners mentoring newcomers Yet until now there has not been a textbook to support this evolving professionalism Faculty have been reluctant to define fund raising as an academic subject in the absence of a theory based teaching resource and courses usually have been assigned to part time instructors hired from the practice This textbook addresses the void It is designed for graduate and upper level undergraduate courses dealing with fund raising as a primary or secondary subject Among its features each chapter points out research gaps and opportunities such as problems and theories for master s theses and doctoral dissertations and ends with a list of suggested readings The text is appropriate for the diverse academic areas in which fund raising nonprofit management and philanthropy are taught including public administration management arts and humanities education social work economics and sociology Because of its public relations orientation it is particularly suited for courses offered in that discipline Additional audiences are practitioners enrolled in professional development programs CEOs trustees and others interested in self study and scholars who need serious literature on the subject

The Nonprofit Manager's Resource Directory Ronald A. Landskroner, 2002-04-30 A newly revised and updated edition of the ultimate resource for nonprofit managers If you re a nonprofit manager you probably spend a good deal of your time tracking down hard to find answers to complicated questions The Nonprofit Manager s Resource Directory Second Edition provides instant answers to all your questions concerning nonprofit oriented product and service providers Internet sites funding sources publications support and advocacy groups and much more If you need help finding volunteers understanding new legislation or writing grant proposals help has arrived This new updated edition features expanded coverage of important issues and even more answers to all your nonprofit questions Revised to keep vital information up to the minute The Nonprofit Manager s Resource Directory Second Edition Contains more than 2 000 detailed listings of both nonprofit and for profit resources products and services Supplies complete details on everything from assistance and support groups to software vendors and Internet servers management consultants to list marketers Provides information on all kinds of free and low cost products available to nonprofits Features an entirely new section on international issues Plus 10 bonus sections available only on CD ROM The Nonprofit Manager s Resource Directory Second Edition has the information you need to keep your nonprofit alive

and well in these challenging times Topics include Accountability and Ethics Assessment and Evaluation Financial Management General Management Governance Human Resource Management Information Technology International Third Sector Leadership Legal Issues Marketing and Communications Nonprofit Sector Overview Organizational Dynamics and Design Philanthropy Professional Development Resource Development Social Entrepreneurship Strategic Planning Volunteerism

Fundamentals of Arts Management Pam Korza, Maren Brown, 2007 Anchoring the book are eleven tried and true chapters providing principles and best practices for managing and governing community arts organizations raising funds and presenting promoting and evaluating arts programs Four new chapters cover fundamentals of personnel management writing successful funding proposals advocating effectively for the arts and maximizing the arts role in the economic development of communities Nationally recognized leaders and authors in the community arts field offer historical and contemporary context regarding the role of the arts in community as well as insights about arts education and cultural access two important dimensions of local arts agencies work Also new are Online Companions to several chapters Easily accessed Online Companions offer expanded exploration of subject matter worksheets and other practical tools that can be downloaded and used or adapted and valuable resource listings that point to organizations publications and websites From publisher description

Nonprofit Kit For Dummies® Stan Hutton, Frances N. Phillips, 2009-12-04 Tips and techniques to help your nonprofit thrive in any economy Due to the recent downturn in the economy a significant number of nonprofit organizations have experienced a major decrease in funding and contributions Nonprofit Kit for Dummies 3rd Edition caters to these organizations and shows you how your nonprofit can thrive and survive even in the current economic climate With 25% new and revised material Nonprofit Kit For Dummies 3rd Edition offers new tips and information on everything you need to navigate the process of setting up and effectively running a nonprofit organization Covers raising money applying for grants and developing the perfect mission statement Details on how state laws vary conducting program evaluations and conforming to accounting standards CD includes forms worksheets templates and more Whether you're thinking about starting your own nonprofit or are already working in the sector Nonprofit Kit For Dummies 3rd Edition is a valuable source for getting the latest information and practical advice on running a prosperous nonprofit organization

Fund Raising James M. Greenfield, 1999-04-27 Proper application of the fund development process can define an organization's potential for public support and the direct means to achieve it and can realize even predict with reliability the income an organization can and should expect at any moment in time James M Greenfield As the driving force behind every not for profit fund raising is a key to an organization's success in fulfilling its mission However while it's important to develop the skills needed to raise money it's equally important to know how to allocate it properly in order to meet your goals Now revised and expanded this practical resource provides an accessible game plan for not only raising funds but also developing them effectively for increased productivity and profitability Written by James M Greenfield a leading authority in the field Fund Raising takes you

step by step through the entire fund development process from planning and marketing to community relations and donor management. Beginning with an examination of philanthropic history and perspective, it goes on to describe the individual elements of the development process as well as the organizational requirements needed for the process to work. With detail and clarity, Greenfield covers such essential bases as the evaluation of program effectiveness, policies and procedures for public solicitation, the fund-raising environmental audit, matching gift programs, donor recognition, special projects, campaigns, and much more. Threaded throughout the book is the theme of friend-raising and relationship building, both vital components of increasing capability and capacity to address the needs of today with an eye toward those of tomorrow. Along with an added in-depth discussion of ethics, the Second Edition introduces new best practices that have developed over the past few years and features updated data, useful worksheets, such as economic statistics, demographics, and reports from the American Association of Fund Raising Council. Packed with numerous examples, case studies, and checklists, this exhaustive resource is essential reading for anyone looking to achieve and maintain fund-raising success. There is the current need for a better understanding of how the fund development process can best be utilized and improved so that community benefits can be realized with adequate funding. This book is intended to be a contribution to that end.

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The Handbook of Community Practice Marie Weil, Michael Reisch, 2005. Encompassing community development, organizing, planning, and social change, as well as globalisation, this book is grounded in participatory and empowerment practice. The 36 chapters assess practice theory and research methods.
T-kit on Funding and Financial Management Jonathan Bowyer, Council of Europe. Directorate of Youth and Sport, Kinga Kerekés, 2004-01-01. T-Kits Training kits are a product of the Partnership Agreement on European Youth Worker Training run by the CoE and the European Communities Commission.

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