

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

**John Mutz, Katherine Murray**



## **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 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.

**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.

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**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 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/a293z25>      *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      **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      Managerial Leadership for Librarians G. Edward Evans, Holland Christie, 2017-10-11 Putting library management into the unique context of the not for profit world this work offers you invaluable guidance on how to manage your library effectively Managing a library presents a significantly different challenge than managing a small business a corporation or even a school or charity organization To be effective managers and excel in their careers librarians must understand their unique position in the social landscape and leverage that role to become influential leaders This guide shows librarians how to make the most of their inherent skills and develop new leadership strengths in order to become

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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 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 on money before making an ask Learn the ins and outs of asking for money Work with others to make an ask Determine if you should or should not ask a friend colleague or peer for money Figure out how many asks you can do given your time constraints Deal effectively with all the responses you will get to an ask      *Face Time: Relationship Philanthropy* Robert Ian Peacock, 2007      **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      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

**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

**Conducting a Successful Fundraising Program** Kent E. Dove, 2001-03-01 The complete resource for fundraisers in any nonprofit organization Conducting a Successful Fundraising Program outlines a unique approach to successful fundraising and features an exhaustive resource section that includes actual organization publications direct mail samples model case statements telemarketing scripts special events check lists and more This all in one resource covers all the traditional elements of fundraising including annual giving major gifts and planned giving corporate and foundation relations prospect research and management and fundraising literature and promotions as well as current issues such as gift administration technology and the use of consultants and paid solicitors in the solicitation process Dove identifies the ten prerequisites that predict success in fundraising and then leads the reader step by step through every phase of the fundraising process and provides specific advice on the elements crucial to any program s success

**Fundraising for Social Change** Kim Klein, 2016-05-16 The bible of grassroots fundraising updated with the latest tools and methods Fundraising for Social Change is the preeminent guide to securing funding with a specific focus on progressive nonprofit organizations with budgets under 5 million Used by nonprofits nationally and internationally this book provides a soup to nuts prescription for building maintaining and expanding an individual donor program Author Kim Klein is a recognized

authority on all aspects of fundraising and this book distills her decades of expertise into fundraising strategies that work. This updated seventh edition includes new information on the impact of generational change using social media effectively, multi channel fundraising and more, including expanded discussion on retaining donors and on legacy giving. Widely considered the bible of grassroots fundraising, this practically grounded guide is an invaluable resource for anyone who has to raise money for important causes. A strong sustainable fundraising strategy must possess certain characteristics. You need people who are willing to ask and realistic goals. You need to gather data and use it to improve results and you need to translate your ideas in to language donors will understand. A robust individual donor program creates stable and long term cash flow and this book shows you how to structure your fundraising appropriately no matter how tight your initial budget. Develop and maintain a large base of individual donors. Utilize strategies that pay off sooner rather than later. Expand your reach and get your message out to the donor pool. Translate traditional fundraising methods into strategies that work for social justice organizations with little or no front money. Basing your fundraising strategy on the contributions of individual donors may feel like herding cats but it s the best way for your organization to maintain maximum freedom to pursue the mission that matters. A robust organized planned approach can help you reach your goals sooner and Fundraising for Social Change is the field guide for putting it all together to make big things happen. Fearless Major Gifts Charles LaFond, 2017-11-17 Every major gift is planned and every planned gift is major so this book is written intentionally blurring those lines with the premise that if you know how to identify evaluate cultivate and finally ask for the gift it does not matter if it is a major gift or is a will inclusion leaving the details of bequests to the donors their lawyers and accountants. Clergy and others need help learning how to make the ask before the remaining generous generations of capacity anyone over 60 especially die having given their gifts to the non profits and schools so willing and prepared to ask for them. LaFond recounts I remember sitting with a beloved dying parishioner who turned to me in her last three hours and quietly said I wish I had remembered the church in my will I asked why she had not and she said sweetly They never asked and everyone else did and so thoroughly. Clergy and lay leaders are terrified of asking for major and planned gifts while parishes need them and donors need to give them. Clergy are not taught in seminary how to do this essential work of ministry. LaFond in his various roles is filling that educational gap.



## Embracing the Track of Term: An Psychological Symphony within **Planning And Implementing Your Major Gifts Campaign**

In a world eaten by displays and the ceaseless chatter of instantaneous transmission, the melodic beauty and emotional symphony created by the published word usually diminish into the back ground, eclipsed by the relentless sound and disruptions that permeate our lives. But, set within the pages of **Planning And Implementing Your Major Gifts Campaign** an enchanting literary prize overflowing with fresh emotions, lies an immersive symphony waiting to be embraced. Crafted by a masterful composer of language, this captivating masterpiece conducts readers on an emotional journey, skillfully unraveling the hidden melodies and profound impact resonating within each cautiously constructed phrase. Within the depths of the moving evaluation, we can investigate the book is key harmonies, analyze its enthralling publishing style, and submit ourselves to the profound resonance that echoes in the depths of readers souls.

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