



Aspen's Fundraising Series for the 21st Century

Planned Giving Essentials

A Step-by-Step Guide to Success
Second Edition

Richard D. Barrett
Molly E. Ware



AN ASPEN PUBLICATION

Planned Giving Essentials A Step By Step Guide To Success

Barbara R. Levy, Barbara H. Marion



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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

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Donor Focused Strategies for Annual Giving Karla A. Williams, 2003 Fundraising 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

Strategic Fund Development Simone P. Joyaux, 2001 This groundbreaking book now in its second edition offers important insights critical strategies and useful tools to enhance your organization's performance and raise more charitable contributions Joyaux challenges the fundraising profession to focus on organizational development rather than merely promoting fundraising technicians Joyaux integrates staff work with that of volunteers and demands a basic change in the way we do business

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