

A hand holds a magnifying glass over a stack of wooden blocks. The top block has a green person icon, which is magnified. Below it are four blocks with red person icons. The background is a blurred image of a person in a white lab coat.

# PROSPECT RESEARCH:

A Guide for Higher  
Education Fundraising

# Prospect Research

**Laura Fredricks**



## **Prospect Research:**

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**Getting Started in Prospect Research: What You Need to Know to Find Who You Need to Find** Meredith L. Hancks, 2011-10-01 Hancks shares a nuts and bolts guide to setting up a research shop and discovering who an organization s donors really are She is the director of Prospect Research and Management at Western Illinois

University and she serves the wider nonprofit community as Chair of the Best Practices in Prospect Development subcommittee for the Association of Advancement Services Professionals

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strong base of knowledge the authors then discuss topics ranging from raising funds from individuals creating the campaign accounting long range planning leadership the mission kickoff corporate and foundation support traditions of giving managing and supporting development programs ethical concerns and trends for the future Michael Worth gives a great deal of attention to the environment in which those responsible for advancement in higher education have to work today The book addresses new areas in the field that didn't exist when Worth wrote his first edition of this book in 1993 For example the use of financial instruments in the planning of gift giving are more sophisticated and business techniques have been tapped to improve management of programs and measurement of success Part II of the book describes the underlying foundations of educational fund raising in three chapters each written by an expert contributor This section of the book describes the base of knowledge in the field theory and research and discusses the institutional plan and its relationship to the goals and objectives of the institution Part V covers corporate and foundation support which is based on reasoned strategies and business plans and goals rather than on altruism and emotion which can often be the foundation for individual giving The book also includes a glossary and a selective bibliography

*The Complete Guide to Fundraising Management* Stanley Weinstein, Pamela Barden, 2017-03-20 The real world guide to successfully funding your nonprofit program The Complete Guide to Fundraising Management is the comprehensive handbook for successful fundraising with a practical focus that applies across the nonprofit sector With a focus on planning self assessment continual improvement and high payoff strategies this book provides more than just ideas it shows you the concrete real world actions that make it all happen and gives you the tools you need to bring these concepts to life This new fourth edition features the latest information about social media campaigning internet fundraising crowdfunding and more Timelines checklists and forms help you streamline management tasks to focus on effective development and updated sample reports and budget information help you begin implementing these approaches quickly The nonprofit world is becoming increasingly competitive in terms of funding and fundraisers are being asked to perform miracles more than ever before This book offers a time tested framework for fundraising success with step by step guidance through the entire process from prospect to program Understand and apply the major principles and best practices of fundraising Manage information resources development and volunteers Adopt new approaches to relationship building and prospect identification Write grants and fundraising materials that make a rock solid case for support There is never enough funding to go around To survive and thrive nonprofits must revitalize interest and generate more support Gone are the days of door knocking and bake sales strategy is critical and execution must be top notch The Complete Guide to Fundraising Management shows you the real world strategies that get your programs funded

What's the Alternative? Rachel Singer Gordon, 2008 As the global information economy grows librarians who are able to retool and transfer their skills are finding themselves increasingly in demand Here Rachel Singer Gordon explains the dynamics of the shifting market for information based work reveals a range of nontraditional employment opportunities for

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The Ethics of Asking Deni Elliott, 1995 In The Ethics of Asking Deni Elliott and her co authors offer practical guidance for those who must be able to recognize these difficult situations and do the right thing when confronted



with them [Achieving Excellence in Fundraising](#) Timothy L. Seiler, Eva E. Aldrich, Eugene R. Tempel, 2010-12-01 Hank Rosso's *Achieving Excellence in Fund Raising* 3rd Edition explains the fund raising profession's major principles, concepts, and techniques. A host of respected authors demonstrate why fund raising is a strategic management discipline and elucidate each step in the fund raising cycle: assessing human and societal needs, setting goals, selecting gift markets, and fund raising techniques; soliciting new gifts and encouraging renewals. This book provides a conceptual foundation for the fund raising profession, thoroughly examining its principles, strategies, and methods. Using practical examples, the authors explain the reasoning behind the planning and selection of strategies for all fund raising activities. Edited by Gene Tempel, Executive Director of Indiana University's Center on Philanthropy, this third edition of the Rosso's fund raising classic both retains the original philosophical principles of the first edition and offers new insights on recent fund raising developments. Each chapter has been updated, and Tempel has added new sections on technology and fund raising, the internet, women as donors, stewardship, and fund raising as a profession. Authors include such fund raising luminaries as Tim Seiler, Dwight Burlingame, Lilya Wagner, Mal Warwick, Kay Sprinkel, Grace, and Kim Klein. **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. **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

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