

THE NSFRE
**FUND-
RAISING
DICTIONARY**

- Clear, concise definitions for nearly 1,400 key fund-raising and related not-for-profit terms
- Written from the fund-raising perspective
- Reflects the latest trends and developments in the philanthropic sector
- Includes recommended bibliography



National Society of
Fund Raising Executives

Nsfre Fund Raising Dictionary

Simone P. Joyaux



Nsfre Fund Raising Dictionary:

The NSFRE Fund-Raising Dictionary National Society of Fund Raising Executives, 1996-04-02 Unlike many other areas of no for profit management fund raising has no direct corollary in the for profit sector While it draws upon the strategies and techniques of the business world it invariably applies them in significantly different ways because it draws its impetus from philanthropy public service and donors charitable intent Consequently over the years fund raising has developed a distinct vocabulary all its own Among the thousands of terms common to the fund raising vocabulary are those drawn from regulatory agencies such as the Internal Revenue Service Financial Accounting Standards Board Congress and other legal bodies Others come from various segments of the corporate community including finance banking estate planning organizational management marketing public relations and sales In many cases these terms have been altered to fit the unique requirements and goals of charitable fund raising Until now no reference source provided fund raising professionals with access to widely accepted consistent meanings of key terms and concepts common to the philanthropic setting The NSFRE Fund Raising Dictionary does just that The only complete reference of its kind The NSFRE Fund Raising Dictionary offers instant access to nearly 1 400 essential fund raising and not for profit terms It is fully cross referenced and includes terms used by fund raising professionals throughout the English speaking world The definitive culmination of a project that began twenty five years ago by members staff and consultants from the National Society of Fund Raising Executives and other professional associations this concise comprehensive guide reflects the latest trends in this rapidly expanding field It is the only dictionary that provides definitions exclusively from the fund raising perspective The NSFRE Fund Raising Dictionary is an indispensable tool for all fund raising and not for profit professionals It provides fund raisers not for profit executives board members and consultants from diverse backgrounds with a standardized shared vocabulary The only comprehensive professional reference guide that presents definitions exclusively from the fund raising perspective The NSFRE Fund Raising Dictionary has evolved and been refined over the past twenty five years by experts from the National Society of Fund Raising Executives An indispensable tool for fund raising professionals it provides quick access to complete in depth definitions of such key terms as centralized fund raising donative intent gift tax exclusion growth endowment multiple ask sleeper solicitor temporarily restricted gift and hundreds of others The NSFRE Fund Raising Dictionary Defines nearly 1 400 fund raising terms and concepts Provides complete cross referencing for all entries Covers terms used by fund raising professionals throughout the English speaking world Includes terms from accounting and finance marketing and public relations banking law tax and estate planning and more Thoroughly reviewed by colleagues in related organizations including the American Association of Fund Raising Counsel AAFRC Association for Healthcare Philanthropy AHP Council for Advancement and Support of Education CASE National Catholic Development Conference NCDC and the National Committee on Planned Giving NCPG A primary reason for developing The NSFRE Fund Raising Dictionary is to demystify fund raising so

that donors feel great trust and the public better understands the process An additional reason is to begin to identify a set of terms this very diversified field can use commonly From the Foreword by Patricia F Lewis President and CEO National Society of Fund Raising Executives 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 from the Preface Now revised and expanded this practical resource takes you through the entire fund development process giving you the master plan necessary for realizing the full fund raising potential of your nonprofit organization Covering everything from accountability and stewardship to public solicitation and donor relations the Second Edition has been updated to include the latest economic figures demographics and reports from the American Association of Fund Raising Council as well as an added in depth discussion of ethics worksheets for performance analysis and new best practices that have developed over the past few years Jacket Design Andrew Liefer **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

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Nonprofit Fundraising Strategy, + Website Janice Gow Pettey, 2013-04-01 Practical tools and techniques to incorporate ethical standards and practices in nonprofit fundraising Nonprofit Fundraising Strategy is a helpful and inspiring resource for nonprofits large and small young and mature local and international The insightful guidance and case studies found within these pages will help you understand how to address specific ethical issues within your nonprofit and leave plenty of food for thought and discussion Adds new materials on new business practice codes the Ethics Assessment Inventory coverage of new ethics standards Now includes an ethics assessment tool on the Ethical Fundraising Second Edition companion website Considers essential topics including appearance of impropriety rights of donors tainted money using donations as intended choosing a leadership role ethical decision making restoring public confidence in the nonprofit sector and the ethics of grant making and grant seeking Written by luminaries in the field of ethics in fundraising Explores a topic that all professional fundraisers must engage with in order to build the trust and confidence of the giving public Offers an invaluable collection of essays based on the rich experience of philanthropic leaders Presents wise reflections on the central role of ethics in fundraising Featuring contributions from a host of well known and respected senior level fundraising professionals several of whom are members of the AFP Ethics Committee Nonprofit Fundraising Strategy features a wealth of practical tools to help fundraising practitioners board members and governing boards implement these essential concepts into their own organizations

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>

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

Cultivating Diversity in Fundraising Janice Gow Pettey, 2002-02-26 An important roadmap for fundraising in today's multicultural communities Raising money in today's diverse communities is a growing challenge for fundraisers and philanthropists requiring thoughtful strategies successful collaborations and a respectful understanding of people's differences In this groundbreaking new book the author examines today's four major ethnic groups African American Asian American Hispanic Latino and Native American in terms of their diverse histories traditions and motivations and then applies this information to the proven components of successful fundraising The result is a timely and important look at how fundraisers can use an understanding of ethnic differences to create a vibrant and balanced nonprofit center through both individual and collective efforts In clear easy to understand language *Cultivating Diversity in Fundraising* answers the following critical questions Who are diverse donors What are their charitable traditions and interests What fundraising methods will be successful in diverse communities What can fundraisers do to include more diversity in fundraising efforts Designed as a guide to fundraising as well as a strategic update for existing fundraisers this book should be required reading for anyone working in today's nonprofit sector

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

The Complete Guide to Fund-Raising Management Stanley Weinstein, 1999 With explanations of basic fund raising principles and practices as well as the fundamentals of strategic management *The Complete Guide to Fund Raising Management* shows how to oversee a comprehensive resource development program that focuses on planning self assessment and continual improvement Stressing the importance of high payoff cost effective fund raising strategies this book provides straight forward guidelines and step by step instructions on how to strengthen your not for profit organization and garner the resources needed to carry out its mission Jacket

Corporate and Foundation Fund Raising Eugene A. Scanlan, 1997 If you truly want to be successful in raising money from foundations and corporations there are many steps you must take before a proposal goes out the door And there are many things you must do after it is in the hands of the potential funder And that's why you should have a copy of *Corporate and Foundation Fund Raising* A Compete Guide from the Inside It's the only step by step guide that provides a total and comprehensive strategic approach to fund raising You'll get a wealth of hands on techniques strategy tips real life examples

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