

NEW DIRECTIONS
FOR
PHILANTHROPIC
FUNDRAISING

FUNDRAISING IN DIVERSE CULTURAL AND GIVING ENVIRONMENTS

Robert E. Fogal
Editor



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JOSSEY-BASS

Role Of The Planned Giving Professional Vol 30 New Directions For Philanthropic Fundraising

Ronald A. Landskroner



Role Of The Planned Giving Professional Vol 30 New Directions For Philanthropic Fundraising:

Philanthropy and Fundraising in American Higher Education, Volume 37, Number 2 Noah D.

Drezner,2011-05-17 From gifts of blankets chickens and candles to multimillion dollar gifts and billion dollar campaigns voluntary support of American higher education has been part of the American ethos since the founding of the colonial colleges Peter Dobkin Hall in 1992 noted that no single force is more responsible for the emergence of the modern university in America than giving by individuals and foundations Institutions are turning to private giving to meet budgetary demands This book provides a review of the philanthropy and fundraising literature and addresses the impact of philanthropy on American higher education the theoretical under pinnings and motivations for voluntary support and a comprehensive look at the mechanics of fundraising *Understanding Donor Dynamics: The Organizational Side of Charitable Giving* Eugene R. Tempel,2002-05-08 This issue explores the approaches of organizations and outlines the approaches that donors take today and how organizations can respond to them The authors document the ways in which philanthropy has been changing how donors want to be treated and the dynamics that have fueled the growth of philanthropy in this century They reflect the shift to supply side focus and indicate that focusing on the donor and relying more on discernment of donor interests values and satisfaction and less on scolding demanding and challenging will create a larger and more thoughtful philanthropic response This issue serves as a complement to Understanding the Needs of Donors The Supply side of Charitable Giving New Directions for Philanthropic Fundraising 29 This is the 32nd issue of the Jossey Bass series New Directions for Philanthropic Fundraising *Fundraising in Diverse Cultural and Giving Environments* Robert E. Fogal,2003-04-02 Bringing diverse cultural traditions into philanthropic fundraising can be rewarding for all parties involved Accomplishing that daunting task successfully is the theme of this issue Opening a constructive dialogue between theory and practice in philanthropic fundraising in diverse cultural and giving environments editor Robert E Fogal executive director of St Mary s Duluth Clinic Foundation is joined by contributing authors from the 2002 Think Tank on Fundraising at St Mary s College Notre Dame Indiana Exploring the topic from a variety of perspectives editor and authors seek a set of normative recommendations and findings that will promote a stronger philanthropic community and extend professional academic and public conversations about philanthropic issues Chapters examine trends in giving in African American Asian American Latino and Native American communities Pier C Rogers presents the results of structured interviews with Africa American philanthropic professional managers volunteer leaders and fundraisers for nonprofits and provides insight into values attitudes and practices in this community Janice Gow Petty addresses the theme of remittances in nonmajority immigrant families and explores ways that the majority culture can understand and engage this tradition to create new models of giving that successfully blend various and distinct methods of giving and sharing Mike Cortes examines common assumptions about the Hispanic community and illustrates the more specific geographical identities in that diverse Latino community that

supersedes the term Similarly Kay C Peck reminds fundraising professionals that there is no single American Indian culture and stresses the importance of recognizing the history of cultural destruction as a prerequisite to understanding philanthropic traditions within the American Indian community Effects of race and gender on giving and volunteering are explored Presenting the results of a survey of 885 Indiana households a research team at the School of Public and Environmental Affairs Indiana University Purdue University Indianapolis examines these effects and tracks them across different survey methodologies used in eight past studies Findings from this study bring to light significant and surprising trends in giving and volunteering behaviors by race and gender Philanthropic fundraisers must also recognize emerging cultures Working at the Community Foundation Silicon Valley Barbara Larson explores the new philanthropy in the dot com world and reveals the breakdown of donor market categories in the face of the variety of options and vehicles for giving in this volatile constantly changing donor community Unexpected trends emerging in the wake of the Bush administrations initiatives to foster faith based engagement in social welfare through government funding must be recognized as well Director of Development for Catholic Near East Welfare Association Margaret Guellich examines some of the potential risks to mission integrity stewardship and donor erosion Thomas H Jeavons visiting fellow at the Yale University Program on Nonprofit Organizations at Yale Divinity School cautions against perceive faith based organizations as monolith social entities and demonstrates that the impact of the proposed government program is likely to be small What does the fundraising professional need to face these and other emerging challenges Roger C Hedgepeth principal consultant for CWC Hedgepeth Group asserts that fundraising and fundraising professionals are not prepared to deal with the cultural and social changes they face Instead they need to become boundary spanners characterized by uncommon professional skills that are supported by keen self awareness and multicultural literacy This volume is a crucial tool for philanthropic fundraisers committed to achieving that goal *Diversity in the Fundraising Profession* Janice Gow Pettey, 2002-10-11 Examining the distinctions of diversity from within the fundraising profession or exploring strategies to enhance diversity in the nonprofit sector this volume participates in the ongoing discussion on the opportunities and obligations for fundraising practitioners to incorporate culture and tradition in their practice Chapters examine prospect research cultivation and solicitation practice communication strategies in the workplace the importance of diversity in philanthropic boards inclusiveness in the mission and work of nonprofit organizations and the evolution of current gay and lesbian issues as well as the cultural sensitizing that needs to occur in order to develop successful donor relationships Acknowledging the challenge for increased quantifiable data on diversity and promoting continued dialogue this book is a valuable addition to the literature in the fundraising field This is the 34th issue of the Jossey Bass series *New Directions for Philanthropic Fundraising* *American Jewish Year Book 1997* David Singer, Ruth R. Seldin, 1997 The Library owns the volumes of the *American Jewish Yearbook* from 1899 current *Engaging Youth in Philanthropy* Bill Stanczykiewicz, 2003-05-21 Explores ways nonprofits can foster lifelong

philanthropic habit in today's youth Editor Bill Stanczykiewicz president and CEO of the Indiana Youth Institute and contributors examine successful youth engagement programs that illustrate that philanthropy is a habit that can be demonstrated taught and inculcated at a very young age Programs discussed include a YMCA program encouraging civic activity among children with backgrounds in lower income communities and lower academic achievement which demonstrates that the instruction of philanthropic values and behaviors can transcend traditional qualifiers of income and education Contributors also present results of a four year study on college undergraduates who earn college scholarships that require recipients to participate in community service and show how they reveal increased philanthropic values these students in addition to other personal skills that benefit civic engagement and service to others Other aspects of youth philanthropy examined include the significant legal issues surrounding adolescents raising money for organizations youth serving on nonprofit boards and youth casting deciding votes on board matters The issue also includes an informative primer on youth and philanthropy that demonstrates how young people learn philanthropic behavior from several sectors within civil society including community foundations nonprofit organizations schools and government With insight from professionals in the field as well as the passionate voices of philanthropic youth themselves this issue illustrates how we must be actively engaged in the lives of children and youth in our families and in our communities not just to develop healthy habits of philanthropy but for their overall healthy development

Accountability: A Challenge for Charities and Fundraisers Putnam Barber, 2002-03-26 This issue provides background on the development and the current state of various approaches to accountability Authors outline the legal powers of donors to charities and consider choices in structuring gifts to increase leverage as well as examine the scope of federal laws affecting nonprofits They also review tools to improve performance analysis and discuss the National Center for Charitable Statistics role in accountability and examine how to create more effective government oversight of charitable activities This is the 31st issue of the Jossey Bass series *New Directions for Philanthropic Fundraising*

Capacity Building for Nonprofits David J. Kinsey, 2003-10-21 Guide your organization into a more productive paradigm *Capacity Building for Nonprofits* *New Directions for Philanthropic Fundraising* Number 40 provides insightful guidance on modernizing the nonprofit model Taking apart the buzzword building capacity to determine its actual meaning this discussion provides thought provoking perspective on mission validation vision values resources strategies productivity and more An excellent resource for both new and experienced nonprofit managers this book brings clarity to an idea that is often overlooked as buzz despite its importance at all levels of the organization

Taking Fundraising Seriously: The Spirit of Faith and Philanthropy Dwight F. Burlingame, 2002-11-14 Exploring the relationship between spiritual motivation and identification in the philanthropic practice this issue brings scholars and practitioners together to debate discuss and examine a variety of findings from different viewpoints Offering a selected sample of revised papers and presentations from the 14th annual symposium sponsored by the Center on Philanthropy at

Indiana University this issue fosters a deeper understanding of philanthropic action based upon spiritual and religious beliefs Contributors discuss faith guided giving parachurch organizations the Native American experience of giving the ethics of wealth the role of faith related organizations in community building and the role faith can play in our professional calling and in our giving Exploring the Relationship Between Volunteers and Fundraisers Rebecca E. Hunter, 2003-07-31 Are volunteers still relevant to the fundraiser's work If so for what reasons If not why not This issue looks atypically at volunteers and fundraising Contributors examine fewer of the how tos of working with volunteers and more of the psychological and psychosocial aspects of volunteers and development professionals personalities The assessment extends to organizational characteristics evolutionary stage and size and the reasons that certain types of volunteers and fundraisers may be drawn to work with a particular nonprofit group Moving from broad concept to microcosm articles in this issue examine all aspects of volunteerism and the rise in professionalism in fundraising in recent years Bruce Bonnicksen addresses the new roles of volunteers in development highlighting both the changing reasons for working with volunteers and volunteer's shifting expectations of fundraising professionals Donald Zeilstra discusses a new paradigm for considering how professionals can work with and relate to volunteer fundraisers by implementing reciprocal learning in teams Contributors draw from research in the field for their analysis of volunteering and its relationship to fundraising Linda Lysakowski presents the volunteer's perspective with primary research drawn from 104 nonprofit fundraisers Another survey of 140 development officers provides issue editor Rebecca E Hunter the opportunity to analyze relationship building between volunteers and fundraising professionals Kenneth Knox examines volunteer recruitment training and management process in smaller organizations and presents a case study on the Medical Society Fundraising Network With a targeted survey of the top 25 small liberal arts colleges Jody Abzug and Rikki Abzug explore the specific roles of volunteers in fundraising efforts at that type of institution A final case study of Everybody Wins Foundation summarizes the issue's primary themes and presents views from both sides of the table with some volunteers actively engaged and others content to let the staff lead the charge

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 Expanding the Donor Base in Higher Education Noah D. Drezner, 2013-04-17 Winner of the Association of Fundraising Professionals 2014 Skystone Partners Research Prize in Philanthropy and Fundraising Traditionally institutions have relied on wealthy White men to reach their fundraising goals But as state investment in public higher education lessens and institutions look to philanthropy to move from excellence to eminence advancement officers continually need to engage all populations including many that have historically been excluded from fundraising strategies Based on theory research and past practice Expanding the Donor Base in Higher Education explores how colleges and universities can build culturally sensitive fundraising and engagement strategies This edited book presents emerging research on different communities that have not traditionally been approached for fundraising including Lesbian Gay Bisexual Transgender and Queer LGBTQ alumni African Americans Latinos graduate students young alumni women and faculty donors Chapters discuss and analyze successful programs and provide practical suggestions and strategies to create and implement fundraising programs that engage these new donor populations Expanding the Donor Base in Higher Education is an essential resource for any institution looking to expand their pool of donors and cultivate a more philanthropic mindset among alumni and students Resources in Education ,1994 **Advancing Philanthropy** ,1997

Books In Print 2004-2005 Ed Bowker Staff, Staff Bowker, Ed, 2004 **Books in Print Supplement** ,2002

Foundation News & Commentary ,2006 Building and Managing an Asset Base: Information and Advice for Nonprofit Organizations Jimmie R. Alford, 1996-12-26 Sponsored by the Indiana Center on Philanthropy For any nonprofit organization building and managing an asset base is a continual process that demands hard work and creative leadership rather than mere luck The authors of this volume nonprofit directors and fundraisers as well as accountants lawyers and consultants who assist nonprofits offer insightful practical recommendations and real world examples of how to build and manage an asset base Learn how any organization can develop a planned and deferred giving program and successfully present that program to potential donors Get expert advice on the technical side of building and managing assets with updates on tax issues and investment strategies for maximizing income from endowment growth Discover how to work effectively with intermediary agents such as trust and private banking officers legal counselors and community trusts to secure planned and major gift

support This sourcebook will serve as an invaluable tool for any nonprofit organization whether it is an established institution with a multi million dollar budget or a grassroots agency looking to grow **The Literature of the Nonprofit Sector** ,1996 The first volume was a cumulative volume which contained the Foundation Center collection Subsequent editions include all the Foundation Center acquisitions acquired annually as well as other current literature The Role of the Planned Giving Professional: Serving Nonprofit Organizations and Their Donors Gordon D. Chavers,2001-11-16 This issue provides great insight on the growing and important role of the planned giving professional Authors discuss the importance of these professionals accepting and asserting leadership roles in the complex gift planning process thereby educating advisors in the process They emphasize that the planned giving professional must expand from estate planning to life and legacy planning and become well versed in both technical information and skills needed to maximize the donor s interest as well as be able to build healthy relationships with donors and potential donors The proposed IRS regulations on required minimum distributions are thoroughly discussed as well as the special challenges involved in retirement benefits For individuals planning major charitable gifts this issue helps define which assets can produce substantial tax savings Authors also examine the beneficial role of consultants as well as present an overview of where future planned giving professionals will come from and what skills they will need in order to succeed This is the 30th issue of the Jossey Bass series New Directions for Philanthropic Fundraising

The Enigmatic Realm of **Role Of The Planned Giving Professional Vol 30 New Directions For Philanthropic Fundraising**: Unleashing the Language is Inner Magic

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