

A hand holds a magnifying glass over a stack of wooden blocks. The top block has a green silhouette of a person in a suit, which is magnified by the lens. Below it are four blocks with red silhouettes of people in suits. The background is a blurred image of a person in a white lab coat.

PROSPECT RESEARCH:

A Guide for Higher
Education Fundraising

Prospect Research

Barbara L. Ciconte, Jeanne G. Jacob



Prospect Research:

Prospect Research for Fundraisers Jennifer J. Filla, Helen E. Brown, 2013-04-01 Essential tools for implementing right sized prospect research techniques that help nonprofit organizations reach their fundraising goals Written especially for front line fundraisers Prospect Research for Fundraisers presents a practical understanding of prospect research prospect management and fundraising analytics demonstrating how research can be used to raise more money Filled with examples case studies interviews and stories this unique book is structured around the fundraising cycle and illustrates the myriad of current and ever changing prospect research tools and techniques available to boost an organization s fundraising effectiveness From essential overviews to how to search skills this practical book gives development officers the tools to understand how to use prospect research in ways that best fit their goals for each stage of the fundraising cycle Provides practical insight to understand the best use of each prospect research tool and technique Features a companion website with a variety of online tools to help readers implement key concepts Part of the AFP Fund Development Series Prospect Research for Fundraisers provides fundraisers with an understanding of what prospect research is and which resources are available to small organizations that have limited internal capacity medium sized organizations building capacity and large organizations wanting to maximize their strengths It offers a practical understanding of the relevant tools at the disposal of development officers and managers responsible for hiring outsourcing purchasing managing and implementing prospect research within their organizations

Prospect Research Cecilia Hogan, 2004 Prospect Research A Primer for Growing Nonprofits is a detailed guide to expanding your donor base by implementing an advancement research plan Written by a prospect researcher this unique book provides you with the tips you need to find your next major gift donors Novice researchers and fundraisers will appreciate step by step instructions to identifying new donors planning effective donor cultivation tracking progress organizing resources and implementing a successful research strategy Experienced researchers at established nonprofits will want to refresh their skills by reviewing the approach the sample forms analytical techniques screening ideas and tracking procedures covered in this guide

Prospect Research Cecilia Hogan, 2008 Prospect Research A Primer for Growing Nonprofits Second Edition is a detailed guide to expanding your donor base by implementing an advancement research plan Written by a prospect researcher this unique book provides you with the tips you need to find your next major gift donors Novice and experienced researchers as well as fundraisers will appreciate this updated edition that focuses on prospect researching and the art of identifying and qualifying potential donors to nonprofit organizations In addition to a detailed introduction to each step of prospect researching the text includes sample forms and information on policies and procedures

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 **Prospect Research Fundamentals** Elizabeth

Dollhopf-Brown,2013-05-13 Originally published by Stevenson Inc this practical resource provides nonprofit organizations with information to help improve prospect research efforts and maximize results It features proven and new methods and research strategies to uncover major gifts to make fundraising more successful Important topics include Prospect management systems Key research strategies Predictive models Prospect screening Essential research resources Prospect research Prospect databases Ask amounts Effective peer screening Mining and prioritizing prospects Building mailing lists Prospect identification Tracking prospects Managing data Trends in research and technology Please note that some content featured in the original version of this title has been removed in this published version due to permissions issues *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 **Prospecting Wealth and Power: An International Guide** Pasquale De

Marco,2025-07-24 Prospecting Wealth and Power An International Guide provides a comprehensive overview of the field of international prospect research exploring the strategies and techniques used by organizations to identify cultivate and secure major gifts from high value prospects This practical guide is written by a team of experienced professionals with decades of combined experience in international prospect research They share their insights and best practices offering readers a step

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Prospect Research Is a Verb: Fundraising Is the Subject

Meredith Hancks, Cara Rosson, 2013-04 Prospect Research Is a Verb Fundraising Is the Subject is a prospect research manual that s down to earth easy to follow and even fun to read Meredith Hancks and Cara Rosson divide the manual into four Parts each dealing with a specific aspect of project research They make innovative use of the old fashioned gift pyramid to provide a surprisingly helpful visual aid for examining the levels of research required for different types of prospects In chapters 1 through 10 you will learn about the foundations for the profession This information lays the groundwork for each of the next sections of chapters Chapters 11 through 16 discuss basic research skills for foundational prospects generally considered annual fund prospects When presented with a very preliminary request for research you will probably need the information in this section Chapters 17 through 22 Middle of the Road build upon the first two sections of chapters but can also stand alone In these chapters you will learn about research for real estate gift capacity and networks This chapter is the starting point for identifying potential major gift prospects Finally chapters 23 through 27 address the types of research you will conduct when completing a full profile or preparing for a solicitation for a major gift ask Throughout the authors offer helpful and interesting sidebars and take the time to give you specifics About the Authors Meredith Hancks author of the well received Getting Started in Prospect Research What You Need to Know to Find Who You Need to Find uses data daily to uncover hidden gems in the database at Western Illinois University where she is the Director of Prospect Research and Management She is serving the wider nonprofit community as Chair of the Best Practices in Prospect Development subcommittee for the Association of Advancement Services Professionals and as Vice President for the Illinois Chapter of the Association of Professional Researchers for Advancement She is currently a Doctoral Candidate at the University of

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Developing Major Gifts Laura Fredricks,2001 This book has the insightful and cost effective techniques you can use today that will deliver tremendous returns for years to come 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 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 Major Donors Ted Hart,James M. Greenfield,Pamela M. Gignac,Christopher Carnie,2006-06-22 Boost Your Nonprofit s Success Written by a sterling group of experts for their nonprofit peers Major Donors Finding Big Gifts in Your Database and Online supplies all types of nonprofit organizations with the best strategies for navigating the ever changing world of fundraising on the Internet Truly international in its examples research advice and knowledge this book is rich with avenues and ideas about approaching prospective givers and generous with cross cultural tips about conducting cultivation and solicitation in various countries At last a practical book that helps us move our thinking in the critical future area of major gift fundraising As one of the oldest techniques in the fundraiser s armory we have sat for too

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New Strategies for Educational Fund Raising Michael J. Worth, 2002-11-30 In this sequel to the highly respected and practical 1993 book on fund raising Worth and his group of authoritative contributors cover areas that did not even exist in this field in 1993 including the concepts of principal gifts and benchmarking They adapt strategies from Worth s earlier book and introduce many new ones to meet current challenges and take advantage of new opportunities Comprising 31 chapters divided into ten logical parts the authors provide a complete picture of this field which is so important to leaders in higher education Beginning with a 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 librarians and encourages info pros to utilize their skills in new and exciting ways Mixing practical advice with real life stories of librarians working in various fields Gordon provides a wealth of useful ideas and resources for info pros rethinking their career paths Whether youre a recent library school grad facing a tight job market a working librarian seeking improved work life balance or an info pro with an entrepreneurial streak Whats the Alternative will help you explore your options and maximize your career potential

Fundraising Analytics Joshua M. Birkholz,2020-09-01 Fundraising Analytics Using Data to Guide Strategy Fundraising Analytics shows you how to turn your nonprofit s organizational data with an appropriate focus on donors into actionable knowledge The result A vibrant donor centered nonprofit organization that makes maximum use of data to reveal the unique diversity of its donors It provides step by step instructions for understanding your constituents developing metrics to gauge and guide your success and much more

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.

Successful Synagogue Fundraising Today Rabbi David A. Mersky, Abigail Harmon, 2016-03-27. A practical step-by-step approach to fundraising programs and systems that can help your synagogue achieve growth and sustainability. Outlines ways to create excitement about new models of fundraising, set up a comprehensive development program, train volunteers and staff, and find and engage current and prospective donors.

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