

# RAISE more MONEY

THE BEST OF THE  
GRASSROOTS FUNDRAISING JOURNAL



Edited by Kim Klein and Stephanie Roth

# Raise More Money The Best Of The Grassroots Fundraising Journal

**Joan Minieri,Paul Getsos,Kim Klein**



## **Raise More Money The Best Of The Grassroots Fundraising Journal:**

**Raise More Money** Kim Klein, Stephanie Roth, 2001-08-15 A collection of the best articles from past 20 years of the Grassroots Fundraising Journal offering nonprofit organizations a wealth of tips strategies and guidance on how to raise money Part of the new Kim Klein s Chardon Press Series from Jossey Bass which focuses on providing fundraising and organizational development tools for community based and social change organizations *Grassroots Fundraising Journal*, 1998 **Reliable Fundraising in Unreliable Times** Kim Klein, 2009-08-11 Praise for Reliable Fundraising in Unreliable Times Kim Klein has been a guru to social justice fundraisers for many years She shows us by her efforts and not just by her words that it is possible to raise the money you need no matter how marginal you feel or are considered in the larger society Rinku Sen executive director Applied Research Center New York New York author *Stir It Up* and *The Accidental American* With wisdom gleaned from over 30 years of experience Kim Klein delivers her can do message with wit grace and unabashed optimism even in times like these She taught us at JVP that there is still plenty of money out there it s just unevenly distributed Her consistent message people give because we ask Poking fun at money taboos assuring us that fundraising is not that hard Kim reminds us that the system is held in place by money if we don t learn about it we can t change it Penny Rosenwasser National Board Jewish Voice for Peace Oakland California This book is an extraordinary combination of philosophy and how to all aimed at helping nonprofits build a movement for social justice Kim distills three decades of fundraising and organizing experience into a book that will be helpful for novice and veteran alike Lance Evoy director Institute for Community Development Concordia University Montreal Quebec **The Accidental Fundraiser** Stephanie Roth, Mimi Ho, Kim Klein, 2005-09-29 Are you a volunteer with an organization school or project that needs to raise money The Accidental Fundraiser is a how to resource that guides you through the process of raising money from your community The book presents eleven proven fundraising strategies that are easy to carry out and don t require significant funds large numbers of people or extensive knowledge of fundraising The authors Stephanie Roth and Mimi Ho show how to choose the right fundraising strategy from house parties to bowl a thons and include step by step instructions for carrying out all of the activities In addition The Accidental Fundraiser contains a wealth of worksheets and practical tips *Fundraising for Social Change* Kim Klein, Stan Yogi, 2022-03-02 A popular fundraising blueprint for small to mid sized nonprofit organizations In the newly revised Eighth Edition of *Fundraising for Social Change* two nonprofit leadership veterans deliver a hands on how to guide to establishing and expanding a diverse base of donors The authors maintain a focus on groups working toward racial economic and climate justice providing trustworthy and relevant information that can be easily understood The book includes a free Instructor s Manual as well as access to supplementary online content with additional resources Readers will also find Spotlight sections highlighting the reflections and wisdom of a varied group of fundraisers Insightful explorations about managing fundraising including establishing a fundraising infrastructure hiring a development director and using consultants

and coaches Discussions of budgeting and planning as well as how to handle significant financial trouble An indispensable resource for nonprofit board members managers founders and employees Fundraising for Social Change is a must read roadmap to raising money It belongs on the bookshelves of leaders activists and organizers seeking to advance racial economic environmental or social justice      **The Fundraising Reader** Beth Breeze, Donna Day Lafferty, Pamala

Wiepking, 2023-04-17 The Fundraising Reader draws together essential literature establishing a one stop body of knowledge that explains what fundraising is and covers key concepts principles and debates The book shines a light on the experience of being a fundraiser and answers an urgent need to engage with the complexities of a facet of the non profit sector that is often neglected or not properly understood This international compilation features extracts from key writing on fundraising with a comprehensive contextualising introduction by the editors Uniquely this Reader shares conflicting positions relating to age old and current debates on fundraising Is fundraising marketing Should donors or the community be front and centre in fundraising How can fundraisers deal with ethical dilemmas such as tainted donors and money Best practice and future trends are also covered including the impact of new technologies and responding to demands for greater diversity inclusion and equity in fundraising teams This Reader is for those who seek to further develop their own understanding of fundraising and it provides an invaluable resource for academic courses and professional training      **Fundraising for Social Change**

, 2011-01-07 Since it was first published in 1988 Fundraising for Social Change has become one of the most widely used books on fundraising in the United States Fundraising practitioners and activists rely on it for hands on specific and accessible fundraising techniques and it has become a required text in dozens of college courses around the country This fifth edition offers the information that has made the book a classic proven know how on asking for money planning and conducting major gifts campaigns using direct mail effectively and much more The book has been significantly changed to include new technology e mail online giving and blogs and contains expanded chapters on capital and endowment campaigns how to feel comfortable asking for money how to recruit a team of people to help with fundraising and how to build meaningful relationships with donors In addition this essential resource contains new information on such timely topics as ethics working across cultural lines and how to create opportunities for fundraising more systematically and strategically

Level Best Marcia Festen, Marianne Philbin, 2006-10-25 Level Best offers guidance that demystifies evaluation and takes into account the unique challenges and realities of grassroots nonprofit organizations It provides a new framework for thinking about evaluation and tools for measuring and sharing results in ways that are practical efficient and meaningful

*Fundraising for Small Museums* Salvatore G. Cilella Jr., 2011-05-16 This clear accessible manual is designed specifically for people running the thousands of small museums historic houses and historic sites across the U S and Canada Typically these smaller institutions lack endowments and are under funded They also tend to be understaffed so that their administrators wear many hats curator researcher building manager accountant and fundraiser to name a few This guide will

help small museum administrators perform their jobs more efficiently by teaching them how to secure funding for their programs and institutions

Tools for Radical Democracy Joan Minieri, Paul Getsos, Kim Klein, 2007-09-10 Tools for Radical Democracy is an essential resource for grassroots organizers and leaders students of activism and advocacy and anyone trying to increase the civic participation of ordinary people Authors Joan Minieri and Paul Getsos share stories and tools from their nationally recognized and award winning work of building a community led organization training community leaders and conducting campaigns that changed public policy and delivered concrete results to tens of thousands of people This how to manual includes In depth analysis of how to launch and win a campaign Tools and guidelines for training people to lead their own campaigns and organizations Insights for using technology effectively building more powerful alliances and engaging in the social justice movement

The Power of Legacy and Planned Gifts Kevin Johnson, 2010-03-25 The Power of Legacy and Planned Gifts provides practical knowledge and tools nonprofits need to connect with loyal donors resulting in a stream of future income that will sustain and advance their mission Filled with illustrative real world examples and cases as well as worksheets to guide the reader the book details a simple multi stage process for nonprofits to build a pipeline of future bequest income and offers donors perspective on making their gifts in a way that will best accomplish their goals Praise for The Power of Legacy and Planned Gifts Kevin Johnson has done a great job making clear the process and the implications of a bequest to a charity A nonprofit s workers and its donors will be well served in reading this book Bill Gates Sr author Showing Up for Life Regardless of the size vintage or mission of your organization you can use this book If this is the part of fundraising you have been avoiding Kevin s sensible advice can get your team started and get results sooner than you think Joan Flanagan fundraiser Center for New Community and author Successful Fundraising Bequests are the key for small and medium sized charities to survive and thrive Kevin clearly shows how board and staff can easily develop the comfort and confidence to build effective relations with donors and help them tell their stories and express their deepest values through bequests Oh that we all had this book years ago Roger Ellison vice president for planned giving West Texas Rehabilitation Center Foundation Kevin s insights into donor motivation and the richness of our story have resulted in a substantial increase in planned gifts to our organization Karlene McCabe executive director Greenbelt Land Trust Note CD ROM DVD and other supplementary materials are not included as part of eBook file

**A Field Guide to Conservation Finance** Story Clark, 2012-09-26 Finally a comprehensive book on land conservation financing for community and regional conservation leaders A Field Guide to Conservation Finance provides essential advice on how to tackle the universal obstacle to protecting private land in America lack of money Story Clark dispels the myths that conservationists can access only private funds controlled by individuals or that only large conservation organizations have clout with big capital markets She shows how small land conservation organizations can achieve conservation goals using both traditional and cutting edge financial strategies Clark outlines essential tools for raising money borrowing money and reducing the cost of transactions

She covers a range of subjects including transfer fees voluntary surcharges seller financing revolving funds and Project Related Investment programs PRIs A clear well written overview of the basics of conservation finance with useful insights and real stories combine to create a book that is an invaluable and accessible guide for land trusts seeking to protect more land

*Selling Social Change (Without Selling Out)* Andy Robinson, Kim Klein, 2007-06-15 In *Selling Social Change Without Selling Out* expert fundraising trainer and consultant Andy Robinson shows nonprofit professionals how to initiate and sustain successful earned income ventures that provide financial security and advance an organization's mission Step by step this invaluable resource shows how to organize a team select a venture draft a business plan find start up funding and successfully market goods and services Robinson includes critical information on the tax implications of earned income and the pros and cons of corporate partnerships The book also addresses when to consider outsourcing collaborating with competitors and raising additional funds to expand the business

*The Best of the Board Café* Jan Masaoka, 2009-06-30 A Bestseller Becomes Even More Pertinent First published in 2005 this collection of CompassPoint online newsletter articles became instantly popular with busy board members of nonprofits Now updated with new essays that are short enough to read over a cup of coffee readers will find essential insights on board responsibilities executive directors fundraising finance and more New topics include eleven ways to get a new executive director off to a good start a board member's guide to nonprofit insurance how to take a public stand working boards versus governing boards the right way to resign from the board the best way to raise money meaningful board staff acts of appreciation and what boards need to know about copyrights

*Working Across Generations* Frances Kunreuther, Helen Kim, Robby Rodriguez, 2008-12-03 The authors provide a range of ideas on how to approach generational shifts in leadership so that the contributions of long time leaders are valued new and younger leaders talent is recognized and groups are better prepared to work across generational divides Giving context to these differences they explore the current assumptions about the upcoming transition between generations in the social sector introduce new ideas or frames for thinking about generational leadership change and examine how this change poses individual organizational and systemic challenges for those in the social sector In addition they provide numerous examples and practical exercises to show how to address these issues The book concludes with critical advice on how to communicate across generations and key recommendations for future research and action

**Change Philanthropy** Alicia Epstein Korten, 2009-09-08 A how to guide for creating and funding social justice program grants This groundbreaking book shows how to increase funding for social justice philanthropy Social justice philanthropy provides direct services to alleviate suffering and works to transform the systems and institutions that cause that suffering Written in an engaging easy to read style Change Philanthropy offers an insider's view what works and what doesn't work when developing grantmaking strategies in support of social change It gives clear guidance showcases foundations of all types and sizes including Liberty Hill Foundation Charles Stewart Mott Foundation Needmor Fund Jacobs Family Foundation Discount Foundation Global

Fund for Women Schott Foundation Ford Foundation and the Open Society Institute The book also includes a wealth of illustrative examples and contains practical suggestions and tips that can be applied immediately to support any social justice agenda Offers a guide for increasing funds for social justice programs and suggestions for foundations on which programs to fund Gives step by step advice for developing a successful grantmaking strategy Includes a wealth of examples from leading foundations Sponsored by The Center for Community Change

*Nonprofit Resources* Victor Futter, Lisa Runquist, 2007 Now in its second edition *Nonprofit Resources* is a handy reference tool for all nonprofit professionals With more than a thousand entries pointing readers to a wide variety of references in the nonprofit field this accessible guide will provide users with a running start on researching any topic Unique user friendly and compiled by industry experts *Nonprofit Resources* will point readers to key information sources on dozens of topics ranging from accounting to lobbying to volunteers

*Fundraising in Times of Crisis*, 2004-05-21 In today's uncertain environment where nonprofits find themselves grappling with the continued downturn in the economy the ongoing war on terrorism government's cutbacks in social services and a wave of organizational scandals groups everywhere are straining to keep up with the increased demand for their services while struggling to generate funding *Fundraising in Times of Crisis* draws on renowned consultant Kim Klein's more than twenty five years of fundraising experience This much needed resource shows troubled groups how to identify what is really going on and how to assess the damage *Fundraising in Times of Crisis* helps executive directors and development professionals of nonprofit organizations plan for both the short and long term and explains how to evaluate the success of their efforts Checklists tips action steps and a wealth of examples walk you through the process of self assessment and map out a road to recovery No matter what your particular crisis the sudden loss of an executive director a public scandal a major donor attrition or a daunting increase in the demand for services this book will show you how to survive and thrive in tough times

*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>

*The Nonprofit Membership Toolkit* Ellis M.M. Robinson, 2003-07-10 Your Hands On Membership Toolkit To be successful social change organizations require support from both dedicated partners in the community and individuals who need organizations to speak and act for them Smart organizations create a win win situation by building membership programs that engage individuals in social change and assure long term financial success for their organization Successful membership programs provide individuals with valuable services a place in a community and advocates who work

on their behalf In return members provide organizations with volunteers expertise credibility future leadership political clout word of mouth support financial assistance and a team of readily available loyalists Step by step The Nonprofit Membership Toolkit shows how to create manage and sustain a dynamic membership program that will help a social change organization thrive Written for both new and well established organizations this book is grounded in proven marketing techniques It gives managers and executive directors the information and tools needed to understand their current members and attract new ones and it walks organizations through the process of linking program goals with membership goals The Nonprofit Membership Toolkit includes a wealth of illustrative examples and sample membership publications Schedules for typical membership tasks keep organizations on track and the easily reproducible worksheets and checklists and the companion Web site help readers design a program that can be adapted to meet the unique needs of their individual organization The Nonprofit Membership Toolkit will help executive directors development directors staff and board members and other volunteers involve the community build program effectiveness and diversify and strengthen their organization s funding base



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