

CONDUCTING A SUCCESSFUL ANNUAL GIVING PROGRAM

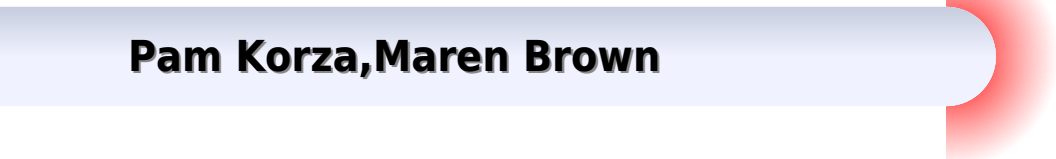
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A COMPREHENSIVE GUIDE AND RESOURCE



Conducting A Successful Annual Giving Program

Pam Korza, Maren Brown



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Conducting a Successful Annual Giving Program Kent E. Dove, Jeffrey A. Lindauer, Carolyn P. Madvig, 2001-07-16

Throughout the book the authors address the key components of an annual giving program including telemarketing direct mail special events personal solicitation and matching gifts and reveal how to integrate each component of the annual giving program into a coherent fluid fundraising plan Publisher website April 2007

Conducting a Successful Fundraising Program Kent E. Dove, 2001-03-01 The complete resource for fundraisers in any nonprofit organization Conducting a Successful Fundraising Program outlines a unique approach to successful fundraising and features an exhaustive resource section that includes actual organization publications direct mail samples model case statements telemarketing scripts special events check lists and more This all in one resource covers all the traditional elements of fundraising including annual giving major gifts and planned giving corporate and foundation relations prospect research and management and fundraising literature and promotions as well as current issues such as gift administration technology and the use of consultants and paid solicitors in the solicitation process Dove identifies the ten prerequisites that predict success in fundraising and then leads the reader step by step through every phase of the fundraising process and provides specific advice on the elements crucial to any program s success

Conducting a Successful Development Services Program Kent E. Dove, 2002 Nonprofits behind the scenes fundraising functions information systems development technologies research managing prospects and stewardship not only support an organizations overall development efforts but also are key to long term success A first of its kind resource Conducting a Successful Development Services Program draws together in one book a tremendous body of knowledge on planning and managing an innovative and effective development services program Written by master fundraiser Kent Dove the book guides you through the process of identifying researching and managing prospects creating storing and using data and information and properly administering gifts and showing appreciation to donors An extensive resource section offers you a wealth of examples from real life organizations

Conducting a Successful Annual Giving Program Dove, 2001-11-01

Conducting a Successful Capital Campaign Kent E. Dove, 2000 Conducting a Successful Capital Campaign has been the definitive resource on capital campaigns for a decade Now comes the new edition of this highly acclaimed guide in expanded handbook format Like the first edition this one of a kind resource presents an authoritative systematic guide to every aspect of a capital campaign

Fundamentals of Arts Management Pam Korza, Maren Brown, 2007 Anchoring the book are eleven tried and true chapters providing principles and best practices for managing and governing community arts organizations raising funds and presenting promoting and evaluating arts programs Four new chapters cover fundamentals of personnel management writing successful funding proposals advocating effectively for the arts and maximizing the arts role in the economic development of communities Nationally recognized leaders and authors in the community arts field offer historical and contemporary context regarding the role of the arts in community as

well as insights about arts education and cultural access two important dimensions of local arts agencies work Also new are Online Companions to several chapters Easily accessed Online Companions offer expanded exploration of subject matter worksheets and other practical tools that can be downloaded and used or adapted and valuable resource listings that point to organizations publications and websites From publisher description

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

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

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prowess master storytelling and spiritual discipline Apart from informal mentoring relationships however there has been no resource specifically designed to impart collected presidential wisdom Douglass Lewis Lovett Weems and the four dozen other presidential contributors to this volume a project of the Association of Theological Schools in the United States and Canada together possess hundreds of years of combined experience in institutional leadership They pass along sage advice on everything from boards and enrollment to facilities and institutional advancement with special discussions of women in leadership Canadian schools and the challenges of university based programs Any person in administration at a seminary recognizes that leadership in theological education presents a unique set of challenges A Handbook for Seminary Presidents aims to make this task easier and more fulfilling not only for the presidents themselves but also for deans faculty support staff and all who seek to effectively prepare the next generation of Christian leaders Contributors Daniel Aleshire Harold W Attridge Albert Aymer Rebekah Burch Basinger Michael Battle Maxine Beach Charles E Bouchard C Samuel Calian Cynthia Campbell John Canary Robert Cooley Vincent Cushing Marvin Dewey David Draper Ward Ewing Frederick J Finks Dorcas Gordon Thomas Graves Heidi Hadsell Adolf Hansen Martha Horne James Hudnut Beumler ByronKlaus Christa Klein Steven Land Robert Landrebe Robert F Leavitt G Douglass Lewis David Maldonado Kevin Mannoia David McAllister Wilson William McKinney Laura Mendenhall Ron Mercier Donn Morgan Richard J Mouw David Neelands Anthony Ruger Donald Senior Jean Stairs Brian Stiller Susan Thistlethwaite David L Tiede Timothy Weber Kent M Weeks Louis Weeks Lovett H Weems Jr Edward Wheeler Craig Williford Wilson Yates

Philanthropy in America Dwight F. Burlingame, 2004-08-19 A landmark three volume reference work documenting philanthropy and the nonprofit sector throughout American history edited by the field's most widely recognized authority Developed under the guidance of Dr Dwight Burlingame of the Indiana University Center on Philanthropy one of the nation's premier institutes for the study of philanthropy the three volume *Philanthropy in America A Comprehensive Historical Encyclopedia* is the definitive work on philanthropic charitable and nonprofit endeavors in the United States The first section of the encyclopedia contains over 200 A Z entries covering the lives of important philanthropists the missions and practices of key institutions and organizations and the impact of seminal events throughout the history of the nonprofit sector in America from precolonial times to the present Discussions of philanthropic traditions in ancient civilizations in Europe during colonial times and in countries around the world today provide fascinating contexts for understanding how the American philanthropic experience has developed The encyclopedia also includes a collection of primary source documents legislation foundation reports mission statements etc for convenient review and further research

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