

FIRED-UP FUNDRAISING

**Turn Board PASSION
into ACTION**

GAIL PERRY



Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series

Lilya Wagner



Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series:

Fired-Up Fundraising Gail A. Perry, 2007-06-15 Praise for Fired Up Fundraising Turn Board Passion into Action Fired Up Fundraising is honest realistic practical and inspiring It transforms the whole concept of fundraising from obligation and drudgery into passion and fun Every CEO development director development consultant and board chair needs to have and use this book Charles F Chic Dambach President and CEO Alliance for Peacebuilding Former Senior Consultant BoardSource A breakthrough Fired Up Fundraising takes the mystery out of engaging your board in the ongoing work of fundraising In this well organized little book Gail Perry lays out a commonsense four step process that will fire up your board and help you meet your fundraising goals year after year Mal Warwick author of How to Write Successful Fundraising Letters Fired Up Fundraising Turn Board Passion into Action is by far the best book I have ever read on how to involve board members in the entire process of fundraising from identifying prospects cultivating them and finally making the ask Just as important it is an invaluable guide on how to select enlist train and especially inspire board members so they take ownership of their institutions Every nonprofit CEO and development officer should read this book Robert L Gale President Emeritus Association of Governing Boards of Universities and Colleges and founder of BoardSource formerly known as the National Center for Nonprofit Boards This is the book for which EVERY nonprofit chief executive has been yearning since time immemorial Every nonprofit needs money to survive and thrive and every nonprofit has a board of trustees to help raise it but few nonprofits come anywhere near using their boards to maximum benefit Fired Up Fundraising a reader friendly realistic and practical playbook written by a richly experienced highly literate fundraiser turned consultant takes readers by the hand and leads them step by step through eminently doable ways of inspiring the greatest possible engagement of and return from their trustees It will instantly become the gold standard guide for building successful boards Joel Fleishman Professor of Law and Public Policy and Director The Foundation Research Program Duke University *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 *Fundraising and the Next Generation*, + Website Emily Davis, 2012-03-06 Step by step guidance to key fundraising methods to attract engage and retain donors of all ages Fundraising and the Next Generation brings readers up to date on cases research opportunities and challenges regarding philanthropy s next generation Readers will learn practical strategies for cultivation solicitation and stewardship of Gen X and Y philanthropists using new technologies and traditional tools Fundraising and the Next Generation covers the behaviors key characteristics and approaches for working with philanthropists under the age of forty In addition other age cohorts will be discussed to provide perspective comparison and related strategies Includes step by step tools for setting up next gen technology in your organization and engaging Gen X and Y as donors Features a glossary of social media terms a list of academic resources for development and professional advancement and an assessment toolkit Defines the key characteristics of the four current generations their habits for charitable giving and how every development office can successfully engage them in philanthropy Provides a website with additional information beyond the book Savvy fundraising leaders understand that successful and sustained philanthropy is not just an issue for today Long term planning and diversified strategies allow fundraisers to access every prospective contribution possible Timely and relevant Fundraising and the Next Generation brings readers up to date on cases research opportunities and challenges regarding philanthropy s next generation **Beyond Fund Raising** Kay Sprinkel Grace, 1997-03-21 Table of contents *Leading Up* Lilya Wagner, 2005-09-16 Fundraisers at all levels discover the art of leading up Fundraisers know that in order to be successful in their demanding profession they have to get things done And to get things done they need to exercise leadership from whatever rank or position they hold often from the middle This concept is called leading up Recognizing that all fundraisers must be leaders Leading Up teaches professionals the skills and traits they need to be successful in their philanthropic roles Leading Up centers around author Lilya Wagner s unique model which exemplifies the concept of leading up Here fundraisers will discover how to get things done when they re not in charge how to motivate others when they don t have formal authority how to convince or persuade their colleagues and superiors about their need for action and involvement and how to lead when they re not recognized leaders by virtue of power or position Focusing on problem solving concepts Leading Up is packed with thought provoking questions exercises and practical application steps that allow professionals to practice and implement the principles they ve just learned The book also includes inspirational quotes on leadership from recognized and successful professionals and leaders Leadership qualities have to be learned and practiced by all who wish to achieve success in fundraising whether boss or not Leading Up provides readers with the groundwork they need to not only build up their causes and organizations but also influence a professional field that is still developing

Ethical Fundraising Janice Gow Pettey, 2008-06-30 *Ethical Fundraising A Guide for Nonprofit Boards and Fundraisers* is a practical helpful and ultimately 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 **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 **Jump-Starting the Stalled Fundraising Campaign** Julia I. Walker, 2009-06-15 Take your

fundraising campaign from stuck to sensational Things have suddenly gotten a lot tougher in the fundraising business Nonprofits have begun searching for new ways to make budgets stretch further to do more with less and to maximize their return on investment Part of the AFP Wiley Fund Development Series Jump Starting the Stalled Fundraising Campaign will help your nonprofit develop a strategic approach to fundraising in the weak economy with advice on knowing if your campaign is in trouble what short term steps you can take to stem your losses and how to avoid the Top 10 campaign mistakes Concise and practical Jump Starting the Stalled Fundraising Campaign discusses Fundraising in a challenging economic environment Knowing how to identify opportunities How to re engage board staff and volunteers Prospect identification cultivation and solicitation Communicating more effectively to attract additional support Building on opportunities for change across the organization Stuck Jump start your campaign today with Julia Walker s step by step guidance practical tools and clear strategies for getting your nonprofit s campaign back on the road to success

Fundraising the SMART Way, + Website Ellen Bristol,2014-03-24 Strategic planning and tactical fundraising can maximize income and minimize costs Fundraising is the lifeblood of the nonprofit and successful or otherwise determines the organization s ability to provide for the group it serves Every organization attempts to lower overhead while increasing donations but this often proves to be impossible within existing frameworks Effective fundraising increasing donations while engaging more donors and lowering costs requires a sound strategy that turns major roadblocks into minor hurdles that are easily overcome It s not about trying harder it s about working smarter Fundraising the SMART Way provides the groundwork for a complete revamp of organizational fundraising systems Author Ellen Bristol applies twenty years of corporate sales experience and eighteen years in fund development consultation to the problem of inefficient fundraising Bristol turns her extensive sales expertise toward the perspective of selling an organization to potential donors increasing the donor pool and lowering the cost of fundraising The book details the questions every nonprofit should be asking to maximize the effectiveness of fundraising efforts and encourages systematic strategy development by zeroing in on key factors such as Organizational goals strengths and weaknesses Donor actions and motivations Workload management and results QA Opportunity evaluation and organizational action The book outlines clear concrete actionable steps that can be immediately implemented to escalate income growth Effective fundraising is sustainable consistent and on target It must exceed current need and expand to fill future need Fundraising the SMART Way represents a true breakthrough in that it lays a foundation for true systemic overhaul and can be the catalyst for the growth of any nonprofit **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 reallife 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 musthave for anyone new to the fund raising arena **The**

Fundraising Feasibility Study Martin L. Novom, 2007-03-12 The Fundraising Feasibility Study It's Not About the Money This in depth and accessible collection of essays by fundraising experts goes a long way in demystifying the capital campaign feasibility study It is a must read for administrators and trustees of any charitable organization considering embarking on a capital campaign John Bloom Director Advisory Services RSF Innovations in Social Finance At last a book that tells all about a pre campaign development planning study aka feasibility study From the role of the organization and its board to the role of the consultant and development staff this book documents how readiness is the path to success If you've always wondered how conclusions are drawn findings explained and recommendations developed read this book It's all here James M Greenfield ACFRE FHP author Fund Raising Evaluating and Managing the Fund Development Process and Fundraising Fundamentals and editor The Nonprofit Handbook Fund Raising Third Edition The Fundraising Feasibility Study provides fundamental information on one of the most important if little understood elements of successful fundraising Written by a cadre of the most experienced and knowledgeable professionals in the field it offers insights and useful information that will be valuable to practitioners and scholars alike James P Gelatt PHD Professor Graduate School of Management Technology University of Maryland University College [The Eight Principles of Sustainable Fundraising](#) Larry C. Johnson, 2011 Fundraising is about people not about money Whether you're a novice volunteer board member or professional fundraiser you face the daunting challenge of meeting fundraising goals and no amount of passion energy or hard work can replace the fact that money is needed to fuel your organization's growth So how do you raise money to expand your organization This book is for anyone whose initial reaction when confronted with the task of raising money for their charitable passion is a mixture of anxiety and bewilderment With a straightforward and accessible approach Eight Principles walks the reader through eight steps that help reshape their fundraising approach and processes Eight Principles empowers fundraisers both volunteer and professional alike to see donors as people like themselves who want to invest in a worthwhile cause or organization Using real life case studies from the author's extensive experience along with an original assessment tool Eight Principles shows charitable organizations where they are with respect to fundraising and how to get to where they want to be With candid and engaging narrative Eight Principles stresses the relational aspect of philanthropy and in doing so provides the keys to transforming fundraising anxiety into effective nonprofit leadership and fundraising success By applying these Eight Principles nonprofits can make real changes now that will permanently affect their fundraising futures to ensure success in the long term *Critical Issues in Fund Raising* Dwight Burlingame, 1997-02-14 Table of contents **A Higher Bid** Kathy Kingston, 2015-04-27 Transform fundraising events into long term revenue with expert auction advice A Higher Bid is the nonprofit school and organization guide to planning and executing more exciting more lucrative special event fundraisers In this book award winning consultant fundraiser speaker and professional auctioneer Kathy Kingston shares her proprietary and proven approaches to audience development board empowerment leadership succession guest cultivation

and engagement and donor development You ll learn how live auctions special appeals innovative icebreakers silent auctions and new technologies can help increase revenue and how to execute these events in a way that translates to a stronger donor base for long term giving Kingston describes how to match the guest list and catalog for better results and reveals the strategies professional auctioneers use to curate the right auction items and discover the right people to generate optimum revenue and engage donors This book offers a fresh approach to fundraising showing you how charity benefit auctions can be made a centerpiece of fundraising special events to drive both short and long term fundraising goals while providing a fun and inspiring opportunity to generate awareness and keep supporters excited about the mission Using Kingston s proven framework you ll learn effective ways to Strategically increase high profit revenue streams Increase your organization s donor base Empower the board toward efficiency and productivity Engage supporters more deeply and keep them invested Donors are the lifeblood of any nonprofit organization and sustainable revenue depends upon their high engagement and willingness to give Well executed benefit and charity auctions have proven to be effective fundraisers for nonprofits associations and schools of all types and A Higher Bid is the expert guide to optimizing these special events for maximum impact

Strategic Fund Development, + WebSite Simone P. Joyaux, 2011-03-29 The completely revised and expanded edition of a fundraising classic Strategic Fund Development became an instant classic the day the first edition was released Now in this expanded third edition it has been revised cover to cover with relevant new information and useful new tools and resources The book addresses the needs for fundraisers of every level of expertise Experienced development officers find this an invaluable reference tool for educating their colleagues and boards New fundraisers get firm grounding in best practice and what it really takes to do this work Executive directors learn how fundraising fits into the organization and what it takes to make fundraising productive Contains in depth analysis about what makes organizations effective including things like leadership organizational culture decision making processes systems thinking and well managed change Offers comprehensive strategic planning insights with detailed steps sample research tools retreat agendas and complete plans Includes the same tools and resources for fundraising planning This updated classic provides essential insights with an extra bonus purchasers get exclusive access to a website of tools and resources

Fundraising for Social Change Kim Klein, 2011-05-24 This bestselling book is one of the most widely used in the field by nonprofit organizations across the country A soup to nuts description of how to build maintain and expand an individual donor program this book is often called the Bible of grassroots fundraising Praise for the Sixth Edition of Fundraising for Social Change People love Kim s fundraising wisdom and her keen ability to connect fund development with what matters in our communities I always recommend Fundraising for Social Change to organizations in need of a book with ideas they can use right away as well as information about how to build a successful long term fundraising program Steve Lew senior projects director CompassPoint Nonprofit Services I used Fundraising for Social Change as a textbook for my class for many years and often recommend it to

grassroots organizations as a primer for developing a fundraising strategy Kim's years of experience and her own broad knowledge of the field give the book heft and credibility Her pragmatism and sense of humor make it readable and engaging Maria Mottola executive director New York Foundation The information and inspiration we have received from Kim Klein's books have been key to our grassroots fundraising efforts Some people go back to Proust I go back to her specifics about how to write a fundraising plan that actually works Bob Fulkerson state director Progressive Leadership Alliance of Nevada PLAN Kim makes me a believer again whenever I am in her presence be it through her spoken or written word While she provides the basics of raising money in an accessible form what I truly value is the deep sense of purpose she reawakens in me as a fundraiser activist Miguel Gavalda fundraising coach and trainer Grassroots Institute for Fundraising Training Whatever role I am in I turn to Fundraising for Social Change Working with Kim to present Fundraising for Social Change workshops in communities changes lives both professional and personal including mine She offers hands on experience and extraordinary human values to the nonprofit sector as well as skilled expertise in teaching others how to make fundraising fun and meaningful to our whole life Jaune Evans development chair Yerba Buena Center for the Arts

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Table of Contents Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series

1. Understanding the eBook Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
 - The Rise of Digital Reading Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
 - Advantages of eBooks Over Traditional Books
2. Identifying Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
 - User-Friendly Interface
4. Exploring eBook Recommendations from Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
 - Personalized Recommendations
 - Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series User Reviews and Ratings
 - Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series and Bestseller Lists
5. Accessing Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series Free and Paid eBooks
 - Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series Public Domain eBooks
 - Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series eBook Subscription Services

- Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series Budget-Friendly Options
- 6. Navigating Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series eBook Formats
 - ePub, PDF, MOBI, and More
 - Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series Compatibility with Devices
 - Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
 - Highlighting and Note-Taking Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
 - Interactive Elements Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
- 8. Staying Engaged with Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
- 9. Balancing eBooks and Physical Books Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
 - Setting Reading Goals Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development Series
 - Fact-Checking eBook Content of Fired Up Fundraising Turn Board Passion Into Action Afp Fund Development

Series

- Distinguishing Credible Sources

13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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