

# The Major Gift Fundraising Cycle

01

Identify prospective major donors



Cultivate relationships with prospects



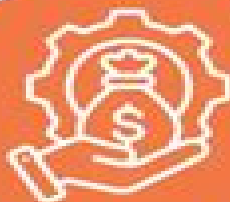
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Solicit major gifts



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Steward major donors



Donorly

# Soliciting The Major Gift

**Rachel M. Reis, MPA, CFRE**



## **Soliciting The Major Gift:**

Making the Ask Scott C. Stevenson, 2013-05-13 Originally published by Stevenson Inc this practical resource helps nonprofit professionals improve presentation skills prepare effective solicitation teams and train staff volunteers and board members on the ask It also gives expert advice on approaching donors for major gifts tailoring individual proposals and improving efforts to solicit major gifts Important topics covered include Closing techniques Donor communication Overcoming call reluctance The science of asking questions Negotiation skills Setting the ask amount Dealing with objections and refusals Prospect conversation starters Major gifts advisory committees Listening skills tips Decision delays Upselling Corporate solicitation Gift proposals Sales skills Evaluating prospects Please note that some content featured in the original version of this title has been removed in this published version due to permissions issues Developing an Effective Major Gift Program Roy Muir, Jerry May, 1993 This publication contains 15 papers concerned with the establishment at colleges and universities of new major gift programs or the improvement of existing programs The papers all by development professionals in higher education are as follows 1 An Introduction to the Major Gift Process Jon Cosovich 2 Strategic Management of a Major Gift Program David R Dunlop 3 Developing Major Gift Staff Carol L O'Brien 4 Setting Guidelines Assessing and Directing Major Gift Staff for Optimal Results Don Myers 5 Prospect Research Key Methods for Discovering and Targeting Donors John Gliha 6 Prospect Management Tracking and Coordinating Information Carole W Karsch 7 Prospect Identification and Assessment Using Prospect Meetings and Peer Review Linda J Marks 8 Using Volunteers in the Major Gift Program David G Pond 9 Narrowing the Major Gift Market Principal Gifts William F Dailey Lucretia L Martin and Dennis J Caplis 10 An Effective Model of Principal Gift Program William H Boardman Jr 11 Developing Prospect Strategies Marjorie E Millar 12 Factors of Engagement Using Volunteer Committees and Special Events to Cultivate Donors Charlotte B Heartt 13 Asking for Major Gifts A H Bud Edwards and William Outhouse 14 Major Gift Case Studies James W Osterholt and Roger A Meyer 15 Stewardship of Major Donors William R Haden Includes a bibliography of major donor research resources JB **Major Gifts** Richard E. Matheny, 1994-01-01 This book explores strategies for major gift fund raising for colleges universities and other nonprofit organizations Section 1 provides a framework for examining a nonprofit's organizational readiness to conduct major gift solicitation discusses methods and rationale for suggested staffing and attitudinal shifts explores the fundraiser's readiness for face to face cultivation and solicitation of major gifts establishes a theoretical basis and understanding of interpersonal communication reviews barriers to effective communication presents 10 steps to achieve success in major gift solicitation explores various motivational factors entering into a donor's decision offers suggestions for getting an appointment with the prospect offers techniques for opening and closing a major gift meeting reviews methods of dealing with the prospect's objections to a solicitation proposal and discusses major gift communication and stewardship through group cultivation events Section 2 presents 11 case studies to enable the reader to apply knowledge of solicitation

techniques to develop strategies for securing major gifts Each case varies as to gift purpose and size type of organization or institution background of prospective donor and background of the development officer Section 3 provides possible solutions to the questions posed by the case study situations meant to stimulate thinking and consideration of alternatives JDD

*Capital Campaigns* Andrea Kihlstedt, 2005 The Second Edition of *Capital Campaigns* remains the authoritative work on developing plans strategies and tactics that will raise funds for capital projects It details proven methods of preparing for launching and completing a successful project Step by step instructions along with graphs charts checklists and case studies will help make your campaign run smoothly by outlining the entire process from start to finish *The Artful Journey* William T. Sturtevant, 1997 Here is the first really practical book on major gift fundraising It is a step by step guide to ensuring a success *Asking for Major Gifts* Peggy Calhoun, Richard G. Miller, Association of Fundraising Professionals, 2004

*Creating Generous Congregations* David L. Heetland, 2020-07-21 A problem facing many churches today is the lack of strong leadership in the area of stewardship particularly the stewardship of financial resources Church leaders clergy and laity have had little or no training in this area and they feel uncomfortable and embarrassed in encouraging financial support for the church s ministries Failure to provide decisive leadership in this area has had negative consequences for the church including a decreasing percentage of charitable dollars directed toward churches and a growing lack of understanding among church members of the relationship between giving and spiritual growth *Creating Generous Congregations* is written to assist church leaders in gaining necessary expertise in the stewardship of financial resources so that persons will be invited to grow spiritually and the various ministries of the church will flourish **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 *Planned Giving Essentials* Richard D. Barrett, Molly E. Ware, 2002 This book is the premier resource that will provide all you need for successful development of your planned giving programs *Major Gift Essentials* Scott C. Stevenson, 2013-05-13 Originally published by Stevenson Inc this practical resource presents nonprofit organizations with information on how to secure major gifts including expert advice on how to identify and approach donors and tips techniques and best practices for soliciting major gifts Important topics covered include Pursuing estate gifts Assessing

donor preferences Leveraging existing endowments Naming opportunities Promoting bequests Soliciting major gifts Strategies for first time donors Donor communication Capital campaigns Endowment agreements Leveraging board members Accountability Cumulative giving Financial assessment Donor referrals Please note that some content featured in the original version of this title has been removed in this published version due to permissions issues **Capital Campaigns:**

**Strategies that Work , Fundraising Basics** 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 edition also provides much needed information on giving trends computer hardware and software available for fundraisers cost estimates and workflow timetables and the importance of the Internet This primer remains a must have for anyone new to the fundraising arena *Philanthropy Study Key* Rachel M. Reis, MPA, CFRE, Philanthropy Study Key was created by a CFRE for aspiring CFREs The mission of Philanthropy Study Key is to provide high quality low cost CFRE study guides for those who are preparing to take the test after they passed the application stage Simply put Philanthropy Study Key wants you to pay less and focus on doing more good Read more about the story behind it at [www.philanthropystudykey.com](http://www.philanthropystudykey.com) This 200 page study guide will go over all domains of the CFRE Domain 1 Current Prospective Research 14% 28 questions Domain 2 Securing the Gift 23% 46 questions Domain 3 Relationship Building 26% 52 questions Domain 4 Volunteer Involvement 8% 16 questions Domain 5 Leadership Management 19% 38 questions Domain 6 Ethics 10% 20 questions Disclosures This product is not endorsed by CFRE and I do not disclose any questions in this guide

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**Directory** Ronald A. Landskroner, 1996-09-21 What kind of information and assistance is available to nonprofits on the Internet How do I find recruit place train and retain the best volunteers for my organization Which new regulations and legislation affect my organization Where can I find help for writing grant proposals Which funding programs should I know about and how do I contact them If you re a nonprofit manager you probably spend a good deal of your time tracking down hard to find answers to questions such as these The Nonprofit Manager s Resource Directory provides instant answers to all your questions concerning nonprofit oriented products services funding sources publications support groups and more Revised periodically to keep vital information up to the minute The Nonprofit Manager s Resource Directory 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 The Nonprofit Manager s Resource Directory has the information you need to keep your nonprofit alive and well in these challenging times Assessment and Evaluation Financial Management Governance Human Resources Information Technology International Third Sector Leadership Legal Issues Management Marketing and communications Organizational Dynamics and Design Planning Professional Development Resource Development Volunteerism

**Fundamentals of Fund Raising** David L. Heetland, 1990

**Planned Giving, Management, Marketing, and Law** Ronald R. Jordan, Katelyn L. Quynn, 1999-10-20 Unlike other areas of fund raising planned giving brings fund raising professionals into contact with lawyers accountants financial planners consultants and wealthy donors They need to be able to speak the same language as the donors and their advisors while still keeping their own organization s goals in mind This book can help them address these and other vital issues related to starting marketing administering and expanding a planned giving program This book is supplemented annually

*The Volunteer Management Handbook* Tracy D. Connors, 1995-11-16 Basic management practices including recruiting training and integrating volunteers into the general organizational structure are described by experienced professionals in the nonprofit sector

*The Successful Capital Campaign* H. Gerald Quigg, 1986 A collection of 22 chapters on capital campaigns is presented to provide resource for both veterans and newcomers technical information for fund raising professionals and key volunteers and a record of all aspects of current thinking on the capital campaign Chapter titles and authors are as follows What Is a Capital Campaign in Today s World H Gerald Quigg What Are the Values and Purposes of a Capital Campaign Edward G Coll Jr The Long Range Planning Process William L Pickett Before the Campaign Begins An Internal Audit D Chris Withers Fund Raising Consultants H Sargent Whittier Jr Testing the Market The Feasibility Study Richard Page Allen Prospect Research Jan L Grieff Prospect Screening and Evaluation Ann W Caldwell The Role of the Board of Trustees Henry D Sharpe Jr The President s Role in a Capital Campaign Edward T Foote II Organizing Yourself for Major Gift Success William F Dailey The Campaign Case Statement Richard D Chamberlain The Campaign Plan W Moffett Kendrick

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