

Targeted FUND RAISING

*Defining and
Refining your
Development Strategy*

Judith E. Nichols, CFRE

Targeted Fund Raising Defining And Refining Your Development Strategy

Ronald A. Landskroner



Targeted Fund Raising Defining And Refining Your Development Strategy:

Targeted Fund Raising Judith E. Nichols, 1991 Targeted Fund Raising helps you accomplish and exceed your fund raising goals and shows you how to solicit grow with and thank current donors Effective Fund-Raising Management Kathleen S. Kelly, 2012-12-06 In a ground breaking departure from existing works almost all of which are how to manuals based on anecdotal evidence this is the first academic textbook on fund raising By integrating practical knowledge with social science theory and research it presents a comprehensive approach to the function from its legal and ethical principles to the managerial process by which gifts are raised Territory previously uncharted in the literature is explored such as the historical and organizational contexts of contemporary practice Explanations of programs techniques and publics introduce a new system for understanding fund raising s major concepts Unlike efforts in established fields most of the material represents original scholarship undertaken to produce a first time text The book s main purpose is to teach students about fund raising a high demand high paying occupation that will continue to expand into the 21st century as the need for trained practitioners exceeds the supply During the last decade fund raising education moved into the formal classroom and away from an apprenticeship tradition of senior practitioners mentoring newcomers Yet until now there has not been a textbook to support this evolving professionalism Faculty have been reluctant to define fund raising as an academic subject in the absence of a theory based teaching resource and courses usually have been assigned to part time instructors hired from the practice This textbook addresses the void It is designed for graduate and upper level undergraduate courses dealing with fund raising as a primary or secondary subject Among its features each chapter points out research gaps and opportunities such as problems and theories for master s theses and doctoral dissertations and ends with a list of suggested readings The text is appropriate for the diverse academic areas in which fund raising nonprofit management and philanthropy are taught including public administration management arts and humanities education social work economics and sociology Because of its public relations orientation it is particularly suited for courses offered in that discipline Additional audiences are practitioners enrolled in professional development programs CEOs trustees and others interested in self study and scholars who need serious literature on the subject The Ultimate Guide to Getting Money for Your Classroom & School Frances A. Karnes, Kristen R. Stephens, 2003 An essential resource for all educators and others seeking necessary funds to enhance quality education in the 21st century Page 4 of cover **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.

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.

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changing Paradigms of audience and technologies are revolutionizing fund raising strategies Dr Nichols offers specific guides to dramatically increase traditional benchmarks of growth If dollar increases of five to 25 percent are no longer enough for your organization she ll show you how to reorganize your development program to accommodate exponential increases of 50 percent 100 percent or more annually

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