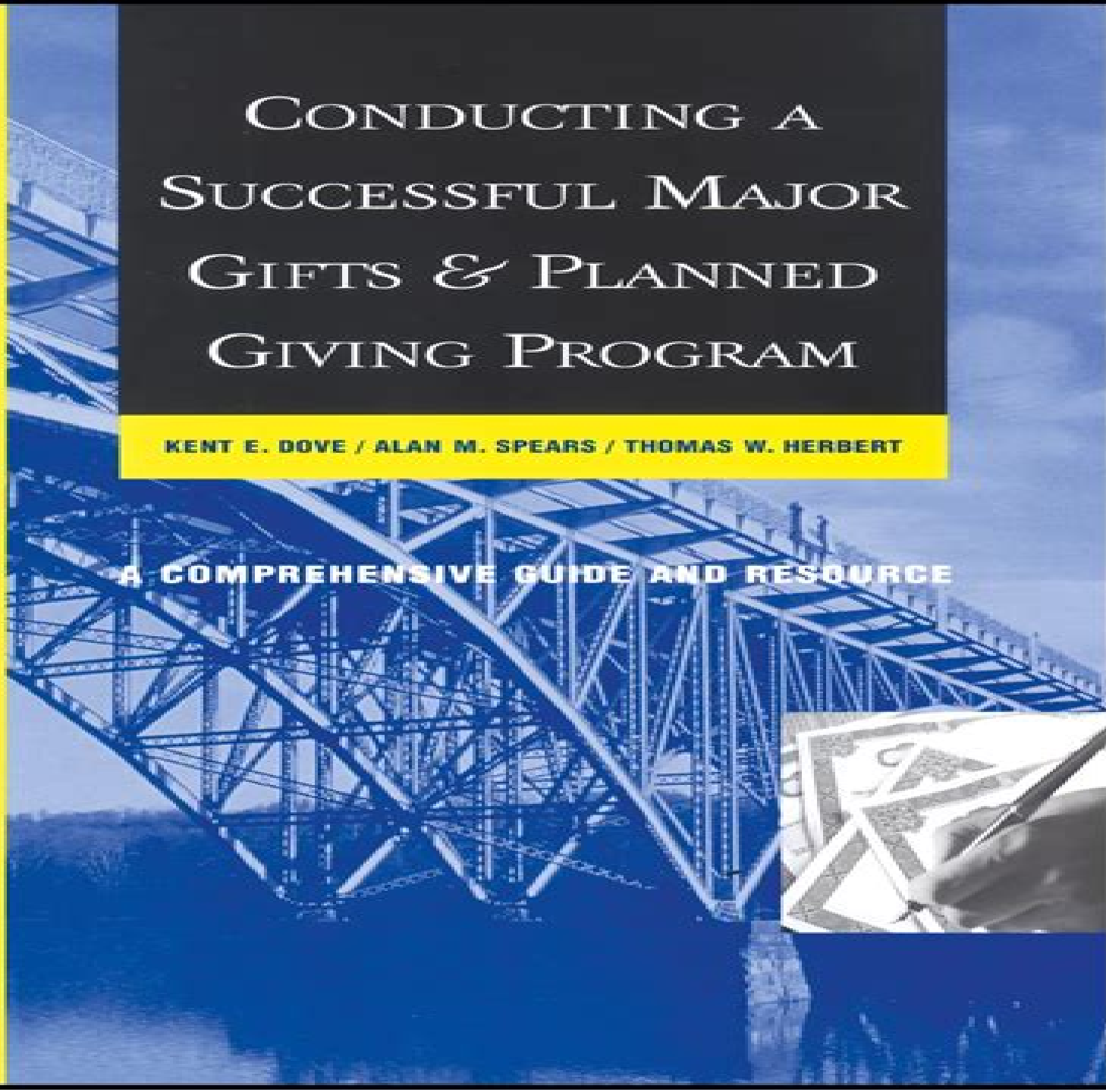


# CONDUCTING A SUCCESSFUL MAJOR GIFTS & PLANNED GIVING PROGRAM

KENT E. DOVE / ALAN M. SPEARS / THOMAS W. HERBERT

A COMPREHENSIVE GUIDE AND RESOURCE



# Conducting A Successful Major Gifts And Planned Giving Program A Comprehensive Guide And Resource

**Ronald A. Landskroner**



## **Conducting A Successful Major Gifts And Planned Giving Program A Comprehensive Guide And Resource:**

**Conducting a Successful Major Gifts and Planned Giving Program** Kent E. Dove, Alan M. Spears, Thomas W. Herbert, 2002-03-18 Conducting a Successful Major Gifts and Planned Giving Program the fifth volume in the groundbreaking Dove on Fundraising Series is a complete guide to establishing and sustaining a major gifts and planned giving program in a nonprofit organization Written by master fundraiser Kent E Dove and coauthors Alan M Spears and Thomas W Herbert this essential resource includes the information needed to build a viable major gifts and planning giving program and offers a clear understanding of the law as it pertains to a variety of planned giving The authors address the full spectrum of major gifts and planned giving principles including research cultivation solicitation and stewardship Conducting a Successful Major Gifts and Planned Giving Program describes how to involve a governing board in the program and craft a gift acceptance policy It also outlines how to manage the program develop a budget set goals define what resources are needed and determine when to use consultants Conducting a Successful Major Gifts and Planned Giving Program also includes a resource section that contains a wealth of illustrative real world examples

**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

*Fundraising Principles and Practice* Adrian Sargeant, Jen Shang, 2010-03-04 This books offers a definitive text on the vital topic fundraising It provides students of fundraising and nonprofit professionals access to the most relevant theories and includes concrete examples of modern fundraising practice The book contains clear learning objectives recommended readings case studies summary self test questions and exercises at the end of each chapter The Principles and Practice of Fundraising comprehensively addresses all the major forms of fundraising and critical topics such as donor behavior and fundraising planning Praise for fundraising principles and practice Not only will fundraisers benefit from this comprehensive yet accessible text but this should be required reading for all nonprofit practitioners and scholars Reading this book will provide valuable insight on a vital subject and enhance the success of any fundraising effort John B Ford president Academy of Marketing Science and professor of marketing Old Dominion University This is not just a how to do it book Rather it provides deep knowledge about the nonprofit sector its role in society and the values and psychology of giving

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**Understanding Your Social Agency** Armand Lauffer, 2010-11-16 Provides readers with an array of lenses for looking at a social agency from the outside in and from the inside out This highly accessible text takes into account the organizational dynamics that readers are likely to have experienced and provides them with the conceptual tools for reassessing their understanding and considering how to act on their new insights Renowned scholar Armand Lauffer shows readers how to apply organizational theories to challenges they confront at work and to uncover other challenges they may not yet be aware of

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

**International Encyclopedia of Civil Society** Helmut K. Anheier, Stefan Toepler, 2009-11-24 Recently the topic of civil society has generated a wave of interest and a wealth of new information Until now no publication has attempted to organize and consolidate this knowledge The International Encyclopedia of Civil Society fills this gap establishing a common set of understandings and terminology and an analytical starting point for future research Global in scope and authoritative in content the Encyclopedia offers succinct summaries of core concepts and theories definitions of terms biographical entries on important figures and organizational profiles In addition it serves as a reliable and up to date guide to additional sources of information In sum the Encyclopedia provides an overview of the contours of civil society social capital philanthropy and nonprofits across cultures and historical periods For researchers in nonprofit and civil society studies political science economics management and social enterprise this is the most systematic appraisal of a rapidly growing field

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

**The Nonprofit Manager's Resource Directory** Ronald A. Landskroner, 2002-04-30 A newly revised and updated edition of the ultimate resource for nonprofit managers If you re a nonprofit manager you probably spend a good deal of your time tracking down hard to find answers to complicated questions The Nonprofit Manager s Resource Directory Second Edition provides instant answers to all your questions concerning nonprofit oriented product and service providers Internet sites funding sources publications support and advocacy groups and much more If you need help finding volunteers understanding new legislation or writing grant proposals help has arrived This new updated edition features expanded coverage of important issues and even more answers to all your nonprofit questions Revised to keep vital information up to the minute The Nonprofit Manager s Resource Directory Second Edition 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 Features an entirely new section on international issues Plus 10 bonus sections available only on CD ROM The Nonprofit Manager s Resource Directory Second Edition has the information you need to keep your nonprofit alive and well in these challenging times Topics include Accountability and Ethics Assessment and Evaluation Financial Management General Management Governance Human Resource Management Information Technology International Third Sector Leadership Legal Issues Marketing and Communications Nonprofit Sector Overview Organizational Dynamics and Design Philanthropy Professional Development Resource Development Social Entrepreneurship Strategic Planning Volunteerism

*Principles of Fundraising: Theory and Practice* Wesley Lindahl, 2010 Providing readers with an overview of the theory and practice of fundraising for nonprofit organizations this guide approaches fundraising from a marketing position yet incorporates concepts from the law economics accounting history sociology psychology theology and ethics

*Conducting a Successful Major Gifts and Planned Giving Program* Dove, 2002-05-01

**The Complete Guide to Fundraising Management** Stanley Weinstein, Pamela Barden, 2017-03-20 The real world guide to successfully funding your nonprofit program The Complete Guide to Fundraising Management is the comprehensive handbook for successful fundraising with a practical focus that applies across the nonprofit sector With a focus on planning self assessment continual improvement and high payoff strategies this book provides more than just ideas it shows you the concrete real world actions that make it all happen and gives you the tools you need to bring these concepts to life This new fourth edition features the latest information about social media campaigning internet fundraising crowdfunding and more Timelines checklists and forms help you streamline management tasks to focus on effective development and updated sample reports and budget information help you begin implementing these approaches quickly The nonprofit world is becoming increasingly competitive

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**Foundation Fundamentals** Kief Schladweiler, 2004 Learn how to identify and cultivate the most receptive foundation funders This edition provides beginners with a thorough overview of the funding research process including online CD ROM and print tools A popular textbook for nonprofit management courses this volume also includes a concise overview of foundations and their role in the funding community

**Catholic School Administration** Robert H. Palestini, 2008-09-24 The leading comprehensive guide for Catholic school principals Fully revised and expanded 2nd edition New material on curriculum instruction testing development fundraising federal regulations Discusses school management fundamentals from budgeting to recruitment This new edition of the highly influential text Catholic School Administration has been greatly enlarged and improved with new chapters on curriculum improvement supervision of instruction ways to assess testing as well as new information on marketing human resources and student recruitment Based on principles drawn from Ignatius to Vatican II as well as concepts from current educational and social theorists the book combines the best ideas for leading and decision making with detailed practical presentations of the managerial tasks that must be mastered to run a parochial school Case studies and surveys provide extra guidance For readers seeking to make organizational and instructional improvements this text offers proven techniques for systematic change It is an outstanding resource for introducing administrators to the challenges of running a Catholic school

*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 real life 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 must have for anyone new to the fund raising arena

*Venture Philanthropy in Theorie und Praxis* Philipp Hoelscher, Thomas Ebermann, Andreas Schlüter, 2016-09-12 Keine ausführliche Beschreibung für Venture Philanthropy in Theorie und Praxis verfügbar

Proposal Planning & Writing Jeremy T. Miner, Lynn E. Miner, 2008 A guide to proposal planning and writing for grant seekers offering advice on how and where to find sponsors from public and private sources how to write private foundation and corporation proposals and how to write government proposals and discussing writing and editing techniques and grant review and funding decisions

## **Conducting A Successful Major Gifts And Planned Giving Program A Comprehensive Guide And Resource** Book Review: Unveiling the Power of Words

In a global driven by information and connectivity, the energy of words has be evident than ever. They have the capacity to inspire, provoke, and ignite change. Such may be the essence of the book **Conducting A Successful Major Gifts And Planned Giving Program A Comprehensive Guide And Resource**, a literary masterpiece that delves deep to the significance of words and their impact on our lives. Compiled by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we will explore the book is key themes, examine its writing style, and analyze its overall impact on readers.

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