



Aspen's Fundraising Series for the 21st Century

Planned Giving Essentials

A Step-by-Step Guide to Success
Second Edition

Richard D. Barrett
Molly E. Ware



AN ASPEN PUBLICATION

Planned Giving Essentials A Step By Step Guide To Success 2nd Edition Aspens Fund Raising Series For The 21st Century

**Stanley Weinstein, Brydon M.
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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

Strategic Fund Development Simone P. Joyaux, 2001 This groundbreaking book now in its second edition offers important insights critical strategies and useful tools to enhance your organization's performance and raise more charitable contributions Joyaux challenges the fundraising profession to focus on organizational development rather than merely promoting fundraising technicians Joyaux integrates staff work with that of volunteers and demands a basic change in the way we do business

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

Direct Marketing for Nonprofits Kay Partney Lautman, 2001 In this easy to read guide a renowned direct response fundraising consultant maps out everything you need to know to prospect renew memberships conduct house appeals develop monthly donor programs use telemarketing create donor clubs launch capital campaigns and more Direct Marketing for Nonprofits shows you exactly how to create that touch by helping you master The best approaches for your nonprofit Techniques proven to boost response Tips for making the most from your budget Tactics for smooth production printing and mailing How to analyze results and use testing to strengthen results the right role For The Internet in your fundraising media

mix What direct mail and marketing can and can't accomplish **Capital Campaigns** Andrea Kihlstedt, 2002 Fundraising
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consultant offers advice for non profit managers on building a network of support which includes a wide variety of funding
sources He provides a guide to fundraising strategies covering every step from strategy designing and source selection to the
preliminary organizational tasks and particular fundraising approaches Case studies and worksheets are included

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examples this practical guide will provide an overview of the field and give development staff managers and directors a
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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

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