



# TAKING FUNDRAISING SERIOUSLY

THE CASE FOR A NEW NATIONAL ENDOWMENT FOR THE ARTS

by John P. Callahan  
Editor



# Taking Fund Raising Seriously

**Kim Bobo, Marien Casillas Pabellon**



## **Taking Fund Raising Seriously:**

**Taking Fund Raising Seriously** Dwight Burlingame, 1991      **The Relentlessly Practical Guide to Raising Serious Money** David Lansdowne, 2004 Why of all the hundreds of fund raising books available did Americorps Vista with offices throughout the United States single out *The Relentlessly Practical Guide to Raising Serious Money* as the premier book on the subject and provide a copy to thousands of its staff      **Taking Philanthropy Seriously** William Damon, Susan Verducci, 2006-11-06 Strategies for effective and responsible giving      **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      **Fundraising Fundamentals** James M. Greenfield, 2004-03-15 Fundraising Fundamentals is a practical and valuable resource for fundraising professionals trustees philanthropists and nonprofit executives who aspire to raise substantial monies for worthy causes I have utilized Jim Greenfield s literature in various fundraising courses my students have benefited from the theory and substance that Jim so clearly conveys along with real life models that can be applied to their respective organizations Stephen M Levy CFRE President of Levy

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Burlingame, 1991 **The New Fundraisers** Beth Breeze, 2017-10-30 Charitable fundraising has become ever more urgent  
in a time of extensive public spending cuts However while the identity and motivation of those who donate comes under  
increasingly close scrutiny little is known about the motivation and characteristics of the askers despite almost every  
donation being solicited or prompted in some way This is the first empirically grounded and theorised account of the identity  
characteristics and motivation of fundraisers in the UK Based on original data collected during a 3 year study of over 1 200  
fundraisers the book argues that it is not possible to understand charitable giving without accounting for the role of  
fundraising *Fundraising Principles and Practice* Adrian Sargeant, Jen Shang, 2024-04-23 Adopt an organized approach to  
fundraising planning In its third edition Fundraising Principles and Practice is a unique resource for students and  
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well as postgraduate students studying fundraising with a comprehensive guide to all aspects of the field including in depth  
coverage of today's most effective approaches **Donors and Archives** Aaron D. Purcell, 2015-02-12 Donor work and  
fundraising is essential for any vibrant archival program Without new collections and new funding archives programs can  
stagnate and their operations can become vulnerable to economic downturns Archivists spend a lot of time managing

collections other archivists and researchers in their reading rooms but often not enough time considering the stuff that makes up their collections where that stuff comes from and how that stuff and the sources of that stuff can be valuable tools for advocacy promotion and fundraising for their archival programs

**Donors and Archives A Guidebook for Successful Programs** reviews the complex landscape of donor work archival donations and institutional fundraising for today's archivists. It provides practical approaches to enhance donor relations for all types of archival programs such as academic government private and corporate archives. The book covers the planning the process and the partners needed for successful donations and donor programs. Arranged into four sections the book offers practical advice and best practices in a number of areas including how donations work who donates to archives how to prepare for donors how to evaluate and manage the stuff from potential donors how to work with an institution's development office what are the obligations and expectations of archivists and donors how to develop donor strategies how to work with friends and supporters of the archives program what happens after the donation is complete and what is the overall value of donors to archival programs. **Donors and Archives A Guidebook for Successful Programs** highlights the importance of development and fundraising for archives while focusing on the donor and potential donor. Their interest their support their enthusiasm and their stuff are vital to the success of archival programs. Archivists involved in donor work and fundraising will find the practical advice and best practices in this book applicable replicable timely and valuable.

**American Higher Education** John R. Thelin, 2017-02-17 The latest book in the Core Concepts in Higher Education series brings to life issues of governance organization teaching and learning student life faculty finances college sports public policy fundraising and innovations in higher education today. Written by renowned author John R. Thelin each chapter bridges research theory and practice and discusses a range of institutions including the often overlooked for profits community colleges and minority serving institutions. A blend of stories and analysis this exciting new book challenges present and future higher education practitioners to be informed and active participants capable of improving their institutions.

**The Jossey-Bass Handbook of Nonprofit Leadership and Management** David O. Renz, 2010-10-01 This is the Third Edition of the bestselling nonprofit management reference and text called the big green book. Based on updated research theory and experience this comprehensive edition offers practical advice on managing nonprofit organizations and addresses key aspects such as board development strategic planning lobbying marketing fundraising volunteer management financial management risk management and compensation and benefits. New chapters cover developments in such areas as social entrepreneurship financial leadership and capital structure accountability and transparency and the changing political legal climate. It includes an instructor's manual.

**Critical Genre Analysis** Vijay K. Bhatia, 2016-11-18 Genre theory has focused primarily on the analysis of generic constructs with increasing attention to and emphasis on the contexts in which such genres are produced interpreted and used to achieve objectives often giving the impression as if producing genres is an end in itself rather than a means to an end. The result of this focus is that there has

been very little attention paid to the ultimate outcomes of these genre based discursive activities which are more appropriately viewed as academic institutional organizational and professional actions and practices which are invariably non discursive though often achieved through discursive means It was this objective in mind that the book develops an approach to a more critical and deeper understanding of interdiscursive professional voices and actions Critical Genre Analysis as a theory of discursive performance is thus an attempt to be as objective as possible rigorous in analytical endeavour using a multiperspective and multidimensional methodological framework taking into account interdiscursive aspects of genre construction to make it increasingly explanatory to demystify discursive performance in a range of professional contexts

*International Encyclopedia of Public Policy and Administration Volume 2* Jay M. Shafritz, 2019-03-22 This encyclopedia includes entries on the concepts issues and theories starting with alphabets D to K that define public policymaking evaluation management and implementation It also includes entries on the individuals commissions and organizations that have contributed to these fields

*Major Donors* Ted Hart, James M. Greenfield, Pamela M. Gignac, Christopher Carnie, 2006-06-22 Boost Your Nonprofit's Success Written by a sterling group of experts for their nonprofit peers Major Donors Finding Big Gifts in Your Database and Online supplies all types of nonprofit organizations with the best strategies for navigating the ever changing world of fundraising on the Internet Truly international in its examples research advice and knowledge this book is rich with avenues and ideas about approaching prospective givers and generous with cross cultural tips about conducting cultivation and solicitation in various countries At last a practical book that helps us move our thinking in the critical future area of major gift fundraising As one of the oldest techniques in the fundraiser's armory we have sat for too long using the same frameworks and techniques this book offers new thinking new insights and new approaches that will help fundraisers harness the potential of the growing band of high net worth individuals within their country and internationally This book is packed with up to the minute practical information that will enhance existing major gift programs as much as it will help beginners get their head around where to start Tony Elischer Managing Director THINK Consulting Solutions Institutional advancement is a deeply personal process that requires in depth understanding of our supporters to the degree to which specific aspects of our own priorities reflect our donors personal aspirations and interests Prospect research is indispensable to this process and to identifying possible supporters from thousands of possible donors it would have been impossible for the University of Toronto campaign to have succeeded in the absence of our investment in prospect research Dr Jon S Dellandrea Pro Vice Chancellor Development and External Affairs University of Oxford Major Donors offers some of the best advice from some of the world's leading prospect researchers and it will help you to become a much better fundraiser It is a great resource and an important part of any fundraising library When you follow the advice in this book you will raise much more money Harvey McKinnon President Harvey McKinnon Associates author of Hidden Gold and How Today's Rich Give and coauthor of the international bestseller The Power of Giving

**Serious Money** Clifford W. Brown, Lynda W.

Powell, Clyde Wilcox, 1995-09-29 This study explores the fundamental differences between direct mail solicitation and personal solicitation networks and the influence of candidate resources in nomination campaigns It is based on surveys and interviews with contributors and campaign fundraising professionals      *Genre Variation in Business Letters* Maurizio Gotti, Paul Gillaerts, 2008 The focus of this volume is on the business letter genre a seminal and widely used genre in business communication Since the introduction of the Internet interest in this genre has increased once again because of the digital format of the letter E mail has partially taken over the multiple functions of the traditional business letter and bypassed again partially the fax However the letter has also survived in its written form Since the 1990s genre theory has been receiving a lot of attention both in academic and pedagogical circles Discourse analysts have increasingly discovered the importance of the genre concept for the understanding of discourse Not only do we get a better understanding of the linguistic characteristics register lexico grammatical features of texts but we also become aware of their macrostructures which appear to be organised according to genre expectations and conventions rooted in the socio cultural context This evolution is also reflected in the different research approaches to the business letter as shown by the various chapters of this volume

The Routledge Companion to Philanthropy Tobias Jung, Susan D. Phillips, Jenny Harrow, 2016-05-17 Philanthropy the use of private resources for public purposes is undergoing a transformation both in practice and as an emerging field of study Expectations of what philanthropy can achieve have risen significantly in recent years reflecting a substantial but uneven increase in global wealth and the rolling back of state services in anticipation that philanthropy will fill the void In addition to this experiments with entrepreneurial and venture philanthropy are producing novel intersections of the public non profit and private spheres accompanied by new kinds of partnerships and hybrid organisational forms The Routledge Companion to Philanthropy examines these changes and other challenges that philanthropists and philanthropic organisations face With contributions from an international team of leading contemporary thinkers on philanthropy this Companion provides an introduction to and critical exploration of philanthropy discussing current theories research and the diverse professional practices within the field from a variety of disciplinary perspectives The Routledge Companion to Philanthropy is a rich and valuable resource for students researchers practitioners and policymakers working in or interested in philanthropy      **The Worker Center Handbook** Kim Bobo, Marien Casillas Pabellon, 2016-08-03 Worker centers are becoming an important element in labor and community organizing and the struggle for fair pay and decent working conditions for low wage workers especially immigrants There are currently more than two hundred worker centers in the country and more start every month Most of these centers struggle as they try to raise funds maintain stable staff and build a membership base For this book Kim Bobo and Marien Casillas Pabellon two women with extensive experience supporting and leading worker centers have interviewed staff at a broad range of worker centers with the goal of helping others understand how to start and build their organizations This book is not theoretical but rather is designed to be a practical workbook for staff boards and supporters of

worker centers Geared toward groups that want to build worker centers this book discusses how to survey the community take on an initial campaign recruit leaders and raise seed funds Bobo and Casillas Pabell n also provide a wealth of advice to help existing centers become stronger and more effective The Worker Center Handbook compiles best practices from around the country on partnering with labor enlisting the assistance of faith communities and lawyers raising funds developing a serious membership program integrating civic engagement work and running major campaigns The authors urge center leaders to both organize and build strong administrative systems Full of concrete examples from worker centers around the country the handbook is practical and honest about challenges and opportunities

### **Leadership in Nonprofit**

**Organizations** Kathryn A. Agard, 2011 Leadership in Non Profit Organizations tackles issues and leadership topics for those seeking to understand more about this dynamic sector of society A major focus of this two volume reference work is on the specific roles and skills required of the non profit leader in voluntary organizations Key features include contributions from a wide range of authors who reflect the variety vibrancy and creativity of the sector itself an overview of the history of non profit organizations in the United States description of a robust and diverse assortment of organizations and opportunities for leadership an exploration of the nature of leadership and its complexity as exemplified in the non profit sector availability both in print and online this title will form part of the 2010 Encyclopedia Collection on SAGE Reference Online The Handbook includes topics such as personalities of non profit leaders vision and starting a nonprofit organization nonprofit law statutes taxation and regulations strategic management financial management collaboration public relations for promoting a non profit organization human resource policies and procedures

### **Discourse in the Professions ...**

Connor-Upton, Thomas Albin Upton, 2004-01-01 This book explores the structure and use of academic and professional discourse through the lens of corpus linguistics The goal of this book is to show how insights from corpus linguistic analyses can help us better understand how we use academic and professional language and help us find ways to better train newcomers to the genres used in various professional contexts The contributions to this book show that specialized corpora of specific genres from a variety of fields allow us to make more relevant observations about the function and use of language for particular purposes The specialized corpora examined include written and spoken academic genres written and spoken business and legal genres and written philanthropic genres The book showcases a variety of approaches to analyzing the discourse of specialized corpora and each chapter concludes with a reflection on the practical and pedagogical implications of the analysis



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