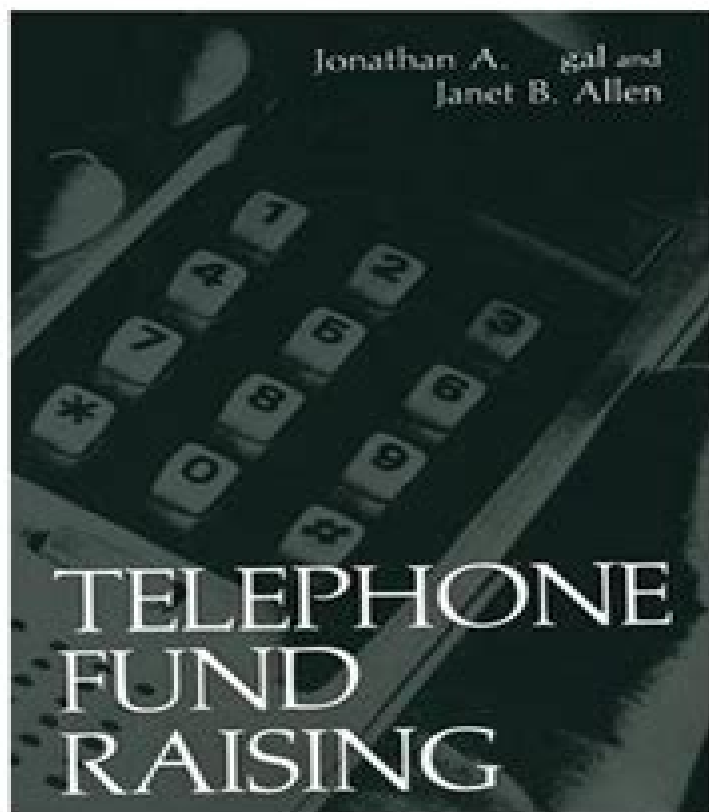




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There was a time when bake sales, raffles, and the like provided non profit-making organizations with the funds they needed to flourish. Those days have long passed. Non-profit-making organizations now find themselves competing with one another for public and private support just to survive.

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Committee on Commerce, Science,
and Transportation. Subcommittee on
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Telephone Fund Raising:

Telephone Fund Raising Jonathan A. Segal, Janet B. Allen, 2012-12-06 There was a time when bake sales raffles and the like provided non profit making organizations with the funds they needed to flourish Those days have long passed Non profit making organizations now find themselves competing with one another for public and private support just to survive The organizations that will survive are the ones that are not afraid of sophisticated fund raising methods Telephone fund raising is such a method There is virtually no limit to the amount of money telephone fund raising can bring your organization Telephone fund raising is so successful because it is personal It allows for dialogue More specifically it allows the caller to answer questions deal with complaints negotiate hard and stress those aspects of the program that interest the potential contributor most No method of fund raising other than a personal visit can do this And of course visiting all your potential contributors personally would be impossible This book provides you with all the information you need to develop and maintain a lucrative telephone fund raising program on your own The general principles of telephone fund raising apply universally Therefore the principles will work for you whatever your cause They also will apply whatever your need Whether you need a long term telephone fund raising program bringing in money at a steadily increasing rate over the years or a short term program lasting one month one week or even one day this book is for you **Effective Telephone Fundraising**

Stephen F. Schatz, 2010-03-09 An authoritative guide to boosting your nonprofit's bottom line through effective telephone fundraising Presenting a detailed structure for writing effective telephone call scripts Effective Telephone Fundraising explains the necessary and effective components of an effective call from beginning to end and provides helpful hints detailed examples phrases to employ phraseology to avoid and a road map chart for structuring effective call scripts This how to manual examines in detail the various stages of an effective telephone call from identifying the prospect and introducing yourself getting through screens and talking to the decision maker developing rapport and creating a two way conversation explaining the purpose of your call making a proposal to the prospect the process of negotiation and effective closing strategies results of the negotiation and ending the call Examines in detail a systematic way of dealing with objections Deflection decision deferral strategies along with psychological motivators for giving over the telephone Reveals how to assess the giving potential of prospects Includes sample scripts or call outlines Effective lines that could immediately be incorporated into existing telephone fundraising strategies to improve results A complete start to finish guide for successful telephone fundraising Effective Telephone Fundraising helps you structure effective call scripts for your nonprofit's best advantage **Telepledge** Louis Arthur Schultz, 1986 *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

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