



# Smart & CARING

A Donor's Guide  
to Major Gifting

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Richard & Linda Livingston

*with contributions by*  
Kathleen Hammond & William Rogers

# Smart And Caring A Donors Guide To Major Gifting

**Michael Brown**



## **Smart And Caring A Donors Guide To Major Gifting:**

**Smart & Caring** Richard Livingston, Linda Livingston, 1999 This is a book written by donors for donors The authors bring a commonsense directness to a subject that often gets bogged down in detail and complexity They address the issues actions and rewards of major gifting from a fresh prospective that of the donors themselves It is a comprehensive book that addresses the three sides of major gifting personal technical and financial The Livingstons have done us all a favor by partnering with their estate attorney and their CPA to ensure that their discussions remain technically accurate while staying in the comfort zone of the layman reader Amazon com 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 **Inspired Philanthropy**

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*Advancing Philanthropy*, 2006 Laura Fredricks, 2006-01-09 This book has the insightful and cost effective techniques you can use today that will deliver tremendous returns for years to come Developing Major Gifts Laura Fredricks, 2001 This book has the insightful and cost effective techniques you can use today that will deliver tremendous returns for years to

come     **Fundraising Basics: A Complete Guide** Barbara L. Ciconte, Jeanne Jacob, 2008-12-18 As nonprofit organizations face heightened scrutiny by the general public donors regulators and members of Congress the Third Edition of the essential book on the basics of fundraising provides new up to date and valuable information that every fundraiser needs to know With ethics and accountability being the primary theme of the third edition this practical guide will continue to provide an overview of the field and give development staff managers and directors a platform from which to operate their fundraising programs The new expanded edition also provides much needed information on developing a case for support giving trends donor motivations planning setting up a development operation impact of new technologies on fundraising return on investment estimates workflow timetables and the importance of the Internet This primer remains a must have for anyone new staff or volunteer to the fundraising field those wishing to expand their fundraising knowledge those working in supporting foundations or those contemplating taking the CFRE exam New to the Third Edition Thoroughly updated chapters including new information on email and online fundraising Development related policies and procedures and position descriptions A new chapter on Fundraising with Chapters or Affiliates New case studies samples and tools Updated references and citations Updated glossary Click on Additional Resources to View Sample Chapters 2009 602 pages

**College of William & Mary Annual Tax Conference ,     The Guide to Intelligent Giving** Joanna L. Krotz, 2009 We all want to make a difference and Town Country shows that philanthropy is not just for the wealthy This inspirational book explains how to donate money and time for optimum impact no matter what your level of income It features the personal stories of a range of contributors from celebrities like Gary Sinise who cofounded an organization to donate school supplies to Iraqi children and Osceola McCarty a laundress who at 85 donated 150 000 the bulk of her life savings to a scholarship fund for black students at the University of Mississippi If you have an impulse to donate your time or money these inspiring stories along with concrete advice about how to select the right cause for you will help make your generosity really count

History and Philosophy of Taxation Marshall-Wythe School of Law. Tax Conference,     **Intelligent Giving** Jonathan Paul Caulkins, 2002 Provides an intellectual framework for guiding prospective major donors in giving more effectively to higher education Although most major gifts are profoundly motivated by charitable intentions the noble impulse to give to higher education can quickly generate complicated choices Which school Which program Under what terms or conditions Even very talented people who have enjoyed exceptionally successful careers in business and other fields can become disoriented by academe s idiosyncrasies This book provides an intellectual framework for guiding prospective major donors in giving more effectively to higher education It supplies some insight into the higher education sector donor opportunities the development process and how to think about and get the most from a negotiation with the institution of the donor s choice The insights and strategies are culled by a RAND research team mainly from interviews with development officers institutional leaders and donors themselves Ultimately the giving process that works best for any donor will depend on his or

her individual interests and needs The best advice is to be clear on what effect the donor wants his or her gift to have

**The Charles Schwab Guide to Finances After Fifty** Carrie Schwab-Pomerantz, Joanne Cuthbertson, 2014-04-01 Here at last are the hard to find answers to the dizzying array of financial questions plaguing those who are age fifty and older The financial world is more complex than ever and people are struggling to make sense of it all If you're like most people moving into the phase of life where protecting as well as growing assets is paramount you're faced with a number of financial puzzles Maybe you're struggling to get your kids through college without drawing down your life's savings Perhaps you sense your nest egg is at risk and want to move into safer investments Maybe you're contemplating downsizing to a smaller home but aren't sure of the financial implications Possibly medical expenses have become a bigger drain than you expected and you need help assessing options Perhaps you'll shortly be eligible for social security but want to optimize when and how to take it Whatever your specific financial issue one thing is certain your range of choices is vast As the financial world becomes increasingly complex what you need is deeply researched advice from professionals whose credentials are impeccable and who prize clarity and straightforwardness over financial mumbo jumbo Carrie Schwab Pomerantz and the Schwab team have been helping clients tackle their toughest money issues for decades Through Carrie's popular Ask Carrie columns her leadership of the Charles Schwab Foundation and her work across party lines through two White House administrations and with the President's Advisory Council on Financial Capability she has become one of America's most trusted sources for financial advice Here Carrie will not only answer all the questions that keep you up at night she'll provide answers to many questions you haven't considered but should

*Building Donor Loyalty* Adrian Sargeant, Elaine Jay, 2004-10-06 Building Donor Loyalty is a hands on guide written for professional fundraisers that outlines the factors that drive donor retention explains how to keep donors committed to an organization and offers suggestions for developing donor value over time It is based on data drawn from a research program which included more than 20 000 nonprofit organizations and was funded by the Aspen Foundation and the Indiana Fund through the Center on Philanthropy at Indiana University Building Donor Loyalty contains a variety of illustrative case studies that demonstrate the power of effective donor retention strategies and clearly explains each of the factors that can build donor retention It includes tools and techniques that have proven successful when growing long term relationships with donors and offers practical advice for fundraisers who want to integrate this knowledge into their own thinking planning and practice

*Joan Garry's Guide to Nonprofit Leadership* Joan Garry, 2017-02-28 Nonprofit leadership is messy Nonprofits leaders are optimistic by nature They believe with time energy smarts strategy and sheer will they can change the world But as staff or board leader you know nonprofits present unique challenges Too many cooks not enough money an abundance of passion It's enough to make you feel overwhelmed and alone The people you help need you to be successful But there are so many obstacles a micromanaging board that doesn't understand its true role insufficient fundraising and donors who make unreasonable demands unclear and inconsistent messaging and marketing a leader who's

a star in her sector but a difficult boss And yet many nonprofits do thrive Joan Garry's *Guide to Nonprofit Leadership* will show you how to do just that Funny honest intensely actionable and based on her decades of experience this is the book Joan Garry wishes she had when she led GLAAD out of a financial crisis in 1997 Joan will teach you how to Build a powerhouse board Create an impressive and sustainable fundraising program Become seen as a workplace of choice Be a compelling public face of your nonprofit This book will renew your passion for your mission and organization and help you make a bigger difference in the world *Guide to Successful Fundraising in Schools* Dr Philip SA Cummins, 2015-01-15 This book provides easy to follow and helpful advice on how to run a fundraising program within your school It is structured around CIRCLE's fifty top fundraising tips which have been accumulated during CIRCLE's extensive consultancy work across Australia in the last thirty years This book is broken into parts and conceptualises fundraising as a giving tree continuum nurturing the donor using the key techniques of friendraising coupled with donor research and careful stewardship to enable a smooth transition from small donor to large *Study Guide to Major Barbara* by George Bernard Shaw Intelligent Education, 2020-02-15 A comprehensive study guide offering in depth explanation essay and test prep for George Bernard Shaw's *Major Barbara* considered a literary classic due to the novel's religious themes contradicting the religious ideas of the time period As an early nineteenth century play *Major Barbara* provides political commentary on the matter of whether it is morally right or wrong to obtain something that is used for a good cause from death and destruction Moreover it encourages conversation among students about whether a charitable act maintains its value even when its roots were immoral This Bright Notes Study Guide explores the context and history of Shaw's classic work helping students to thoroughly explore the reasons it has stood the literary test of time Each Bright Notes Study Guide contains Introductions to the Author and the Work Character Summaries Plot Guides Section and Chapter Overviews Test Essay and Study Q As The Bright Notes Study Guide series offers an in depth tour of more than 275 classic works of literature exploring characters critical commentary historical background plots and themes This set of study guides encourages readers to dig deeper in their understanding by including essay questions and answers as well as topics for further research **Fundraising Analytics** Joshua M. Birkholz, 2020-09-01 Fundraising Analytics Using Data to Guide Strategy Fundraising Analytics shows you how to turn your nonprofit's organizational data with an appropriate focus on donors into actionable knowledge The result A vibrant donor centered nonprofit organization that makes maximum use of data to reveal the unique diversity of its donors It provides step by step instructions for understanding your constituents developing metrics to gauge and guide your success and much more **The Philanthropic Planning Companion** Brian M. Sagrestano, Robert E. Wahlers, 2016-03-17 A donor centered guide to charitable gift planning for fundraisers and professional advisors The Philanthropic Planning Companion compiles and analyzes the latest research on donor client behavior discussing the need for segmented approaches to charitable gift planning based upon the values and personal planning objectives of the donor client With its many tools checklists and

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