

SECOND EDITION

# SPECIAL EVENTS

PROVEN STRATEGIES FOR  
NONPROFIT FUNDRAISING

ALAN L. WENDROFF

WILEY

# Special Events Proven Strategies For Nonprofit Fund Raising

**Eugene R. Tempel**



## **Special Events Proven Strategies For Nonprofit Fund Raising:**

**Special Events** Alan L. Wendroff, 2004-03-30 As the philosopher Martin Buber wrote All real living is meeting People like to get together That s why special events can often work so much better for nonprofit organizations than other less social types of fundraising programs From red carpet galas to Saturday afternoon street fairs special events offer nonprofits an unparalleled opportunity to both raise money and make friends Yet for all the benefits and they are great inexperience and bad planning can make these events more trouble and a greater financial drain than they are worth **Special Events Proven Strategies for Nonprofit Fundraising Second Edition** is the complete guide to making your next nonprofit event the rousing success it can be Packed with author and development professional Alan Wendroff s realistic insights and pointers this text provides a logical and comprehensive outline of event planning with a special emphasis on fitting these events into the larger framework of the nonprofit s organizational goals Inside you ll find such helpful tools as Seven goals for a successful event The Master Event Timetable METT a proven organizational tool that provides step by step guidance through the entire event process A case study explaining in understandable detail how to implement the advice and methods outlined An accompanying CD that includes sample timelines worksheets checklists budgets writing examples decision tables and contracts From choosing the right event to the best way of expressing thanks afterwards **Special Events** covers all aspects of producing a winning fundraiser for your organization In addition to the brass tacks of managing logistics the coverage includes thoughtful discussions on how to take full advantage of the networking volunteer recruitment public relations and motivational opportunities your special event can provide This updated Second Edition features new information in these areas plus an entirely new chapter on using the Internet for event planning With the needs of nonprofit organizations only growing as donations shrink special events become more and more vital in sustaining the life of these organizations Nonprofit lay leaders professionals and staff as well as marketing professionals and event planners who work with nonprofits will all find in **Special Events Second Edition** a clearly drawn road map leading to fundraising success **Special Events**

Alan L. Wendroff, 1999-01-28 Providing a concrete outline on event planning within the larger framework for achieving the organizational goals this book introduces the building blocks for a successful special event or any fund raising programme including raising money marketing and public relations building and expanding the non profit donor base building and motivating the volunteer pool training and motivating your board to solicit funds and educating the public about your organization and its mission **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

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giving and blogs and contains expanded chapters on capital and endowment campaigns how to feel comfortable asking for money how to recruit a team of people to help with fundraising and how to build meaningful relationships with donors In addition this essential resource contains new information on such timely topics as ethics working across cultural lines and how to create opportunities for fundraising more systematically and strategically      **Hank Rosso's Achieving Excellence in Fund Raising** Eugene R. Tempel, 2010-08-31 This thoroughly revised and updated edition of the classic book in the field provides a conceptual foundation for the fund raising profession Hank Rosso's *Achieving Excellence in Fund Raising* examines the profession's principles strategies and methods and is filled with practical examples Guided by the enduring philosophy of fund raising master Henry A Rosso contributors explain the reasoning behind the planning and selection of strategies for all fund raising activities including building your case for support approaching donors managing campaigns and demonstrating stewardship Read a Charity Channel review <http://charitychannel.com/publish-templates-a-293-z-25>

*Fundraising in Times of Crisis*, 2004-05-21 In today's uncertain environment where nonprofits find themselves grappling with the continued downturn in the economy the ongoing war on terrorism government's cutbacks in social services and a wave of organizational scandals groups everywhere are straining to keep up with the increased demand for their services while struggling to generate funding *Fundraising in Times of Crisis* draws on renowned consultant Kim Klein's more than twenty five years of fundraising experience This much needed resource shows troubled groups how to identify what is really going on and how to assess the damage *Fundraising in Times of Crisis* helps executive directors and development professionals of nonprofit organizations plan for both the short and long term and explains how to evaluate the success of their efforts Checklists tips action steps and a wealth of examples walk you through the process of self assessment and map out a road to recovery No matter what your particular crisis the sudden loss of an executive director a public scandal a major donor attrition or a daunting increase in the demand for services this book will show you how to survive and thrive in tough times      *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

**The Law of Fundraising** Bruce R. Hopkins, 2002-10-29 Completely updated and expanded this Third Edition of *The Law of Fundraising* is the ONLY book to tackle the increasingly complex maze of federal and state fundraising regulations Written by one of the country's few legal experts on fundraising laws pertaining to tax exempt organizations this comprehensive reference details federal and state laws with an emphasis on administrative tax and constitutional law Exploring compliance issues prospective laws and regulatory trends this authoritative resource also provides you with summaries of each state's Charitable Contribution Solicitation Act the most important regulation impacting fundraising

practice and professionals within each state This essential guide is filled with a wealth of tables of cases IRS rulings and pronouncements an IRS checklist for monitoring charitable fundraising and sample IRS forms In addition The Law of Fundraising is supplemented annually to keep you on top of all of the latest nonprofit and fundraising legal developments

**Special Events** Joe Goldblatt, 2010-10-04 This book chronicles and champions the development changes and challenges faced by the global celebrations industry for event planners New interviews are included with experienced event leaders to give a better understanding of the field New chapters are included on green events corporate social responsibility and theoretical case studies Event measurement evaluation and assessment topics are integrated throughout a number of the chapters Over 200 new Web resources and appendices show how to save money time and improve the overall quality of an event Event planners will also learn how technology may be harnessed to help them improve their events financial quality environmental and other strategic outcomes

**Fund Raising** James M. Greenfield, 1999-04-27 Proper application of the fund development process can define an organization's potential for public support and the direct means to achieve it and can realize even predict with reliability the income an organization can and should expect at any moment in time James M Greenfield As the driving force behind every not for profit fund raising is a key to an organization's success in fulfilling its mission However while it's important to develop the skills needed to raise money it's equally important to know how to allocate it properly in order to meet your goals Now revised and expanded this practical resource provides an accessible game plan for not only raising funds but also developing them effectively for increased productivity and profitability Written by James M Greenfield a leading authority in the field Fund Raising takes you step by step through the entire fund development process from planning and marketing to community relations and donor management Beginning with an examination of philanthropic history and perspective it goes on to describe the individual elements of the development process as well as the organizational requirements needed for the process to work With detail and clarity Greenfield covers such essential bases as the evaluation of program effectiveness policies and procedures for public solicitation the fund raising environmental audit matching gift programs donor recognition special projects campaigns and much more Threaded throughout the book is the theme of friend raising and relationship building both vital components of increasing capability and capacity to address the needs of today with an eye toward those of tomorrow Along with an added in depth discussion of ethics the Second Edition introduces new best practices that have developed over the past few years and features updated data useful worksheets such as economic statistics demographics and reports from the American Association of Fund Raising Council Packed with numerous examples case studies and checklists this exhaustive resource is essential reading for anyone looking to achieve and maintain fund raising success There is the current need for a better understanding of how the fund development process can best be utilized and improved so that community benefits can be realized with adequate funding This book is intended to be a contribution to that end from the Preface Now revised and expanded this practical resource takes you through the entire

fund development process giving you the master plan necessary for realizing the full fund raising potential of your nonprofit organization. Covering everything from accountability and stewardship to public solicitation and donor relations, the Second Edition has been updated to include the latest economic figures, demographics and reports from the American Association of Fund Raising Council as well as an added in depth discussion of ethics worksheets for performance analysis and new best practices that have developed over the past few years.

**Jacket Design** Andrew Liefer

**Strategic Tools for Social Entrepreneurs** J. Gregory Dees, Jed Emerson, Peter Economy, 2004-01-30 A complete set of tools for applying entrepreneurial strategies and techniques to your nonprofit. As a follow up to their book *Enterprising Nonprofits*, the authors of *Strategic Tools for Social Entrepreneurs* provide a full set of practical tools for putting the lessons of business entrepreneurship to work in your nonprofit. The book offers hands on guidance that helps social sector leaders hone their entrepreneurial skills and carry out their social missions more effectively than ever before. This practical and easy to use book is filled with examples, exercises, checklists and action steps that bring the concepts, frameworks and tools to life. Detailed explanations of all the tools and techniques will help you personalize and apply them to your nonprofit organization, making it stronger, healthier and better able to serve the needs of our communities.

**Praise for *Strategic Tools for Social Entrepreneurs*** I search constantly for resources that can help provide insight and guidance to take Teach For America to a higher level. *Strategic Tools for Social Entrepreneurs* does this and more. The book takes the best practices of for profits and social enterprises and adapts them to the needs of entrepreneurial mission driven nonprofits. *Strategic Tools for Social Entrepreneurs* is a tremendous contribution to social entrepreneurs and to the nonprofit sector. Many thanks to the authors for identifying this need and filling it.

Wendy Kopp, Founder and President, Teach For America. All of the royalties from this book will be used by the Ewing Marion Kauffman Foundation to support continuing work on social entrepreneurship.

***The Care & Feeding of Volunteers*** Bill Wittich, 2000 The *Care Feeding of Volunteers* has evolved from a series of successful seminars attended by thousands of people across the United States and into Europe. In these sessions, Bill has presented unorthodox ways of working with volunteers. They have attempted to change the paradigm of how America thinks about managing volunteers. In this book, Bill will challenge you to consider applying many of the leadership strategies that are working in corporate America to your nonprofit arena. The *Care Feeding of Volunteers* will show you how to find and attract today's volunteers into your organization. It is a new millennium and tomorrow's volunteers will not respond to yesterday's management thinking but will be looking for an agency that respects their energy, passion and talents.

**Events Management** Glenn Bowdin, Johnny Allen, Rob Harris, Ian McDonnell, William O'Toole, 2012-05-23 *Events Management* is the must have introductory text providing a complete A-Z of the principles and practices of planning, managing and staging events. The book introduces the concepts of event planning and management, presents the study of events management within an academic environment, discusses the key components for staging an event, covering the whole process from creation to evaluation, examines the events industry.

within its broader business context covering impacts and event tourism provides an effective guide for producers of events contains learning objectives and review questions to consolidate learning Each chapter features a real life case study to illustrate key concepts and place theory in a practical context as well as preparing students to tackle any challenges they may face in managing events Examples include the Beijing Olympic Games Google Zeitgeist Conference International Confex Edinburgh International Festival Ideal Home Show and Glastonbury Festival Carefully constructed to maximise learning the text provides the reader with a systematic guide to organizing successful events examining areas such as staging logistics marketing human resource management control and budgeting risk management impacts evaluation and reporting fully revised and updated content including new chapters on sustainable development and events perspectives on events and expanded content on marketing legal issues risk and health and safety management a companion website [www.elsevierdirect.com/9781856178181](http://www.elsevierdirect.com/9781856178181) with additional materials and links to websites and other resources for both students and lecturers

**Board Fund Raising Manual** Darla Struck, Sheri Campbell, 1992 This 75 page guide will walk your board members through every aspect of the fund raising process from convincing them that it is part of their job to teaching them how to set up an endowment Each chapter in the Board Fund Raising Manual covers one specific area of fund raising how board members can use their personal contacts to raise money and support for their nonprofit how they can make corporate solicitations really pay off how to conduct an annual drive or capital campaign how they can maximize the take at all their special events and how to make the best use possible of planned giving techniques Designed for both the veteran and the rookie board member the Board Fund Raising Manual is full of forms worksheets and checklists that will help your board members take ownership of the fund raising process All the material has been compiled through interviews with successful administrators development directors and board members Each tip or strategy has been tried by another nonprofit and has proven successful If you want your board to play a greater role in fund raising for your nonprofit the Board Fund Raising Manual is a must You will want to buy a copy for each of your board members

Improving the Economy, Efficiency, and Effectiveness of Not-for-Profits Rob Reider, 2004-03-15 MISSION ACCOMPLISHED As not for profits must increasingly achieve greater results with less resources they are continually seeking ways to use such scarce resources with more economy with greater efficiency of processes and people within their organizations and with increased effectiveness of results in order to further their missions Whether used alone or together with other tools such as benchmarking activity based management and flexible budgeting the operational review is the tool best used to perform an evaluation of these crucial three: economy efficiency and effectiveness This book shows not for profit managers why conducting an operational review can be beneficial explains the tools and personnel needed to conduct the review and shows in detail how to conduct a review of operations in each area It includes case study materials for a social service agency a museum operation an arts organization a community service agency and a college business office Here is accessible comprehensive



coverage of How to approach an operational review judge its results and make recommendations to management How to position your not for profit organization more effectively in the competitive world of funding personnel resources and service results How to identify and implement best practices within funding and operational constraints in all areas of the not for profit s operations in an organized program of continuing improvements and much more including extensive exhibits forms working tools checklists and examples for conducting an operational review throughout all functions of a not for profit organization Executive directors outside auditors CPAs management consultants boards fund raising executives and all others involved in the not for profit s operations will learn to get the most for their mission from this indispensable book

Event Management Lynn Van der Wagen,2010-11-11 Events Management for tourism cultural business and sporting events 4e is a holistic text designed for the Diploma in Events Management and Advanced Diploma in Events Management and is the essential text for anyone wishing to work in the field of event management The new edition covers all the skills and knowledge students need to become successful event managers Learn how to design plan market and stage an event how to manage staff and staffing problems and how to ensure the safety of everyone involved **Management of Event**

**Operations** Julia Tum,Philippa Norton,2006-08-11 The Management of Event Operations project management planning and customer satisfaction provides an introduction to the management of operations for the event planner and venue provider Taking an holistic view of an event enterprise it links the traditional topics within operations management to present a coherent and hands on approach specifically for the events manager The approach is pragmatic and is dictated by practical consequences and considerations which are so important to an event manager who balances many views and needs from diverse stakeholders **Invest in Charity** Ron Jordan,Katelyn L. Quynn,2002-03-25 A Complete Guide to Personal

Philanthropy Are you one of the newly wealthy with an interest in giving back an heir to money you d like to share with a favorite cause or simply someone who would like to do good in your community There are more opportunities than ever for people of every financial station to make a difference through charitable giving But how do you choose among the many options available and how do you know which type of gift is best for you Invest in Charity A Donor s Guide to Charitable Giving will teach you everything you need to know to devise and follow an effective charitable giving plan It explains how to find the right charity understand the tax estate and financial considerations and select a gift whether it s a one time cash gift or a lifelong annuity Covering everything from researching the legitimacy of a nonprofit organization to navigating the tax and estate laws that apply to you this guide will help you make your bequest with complete confidence that it s right for your charity and for you **The Handbook of Community Practice** Marie Weil,Michael Reisch,2005 Encompassing community development organizing planning and social change as well as globalisation this book is grounded in participatory and empowerment practice The 36 chapters assess practice theory and research methods

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