



NONPROFIT  
ESSENTIALS

# A Fundraising Guide for Nonprofit Board Members



JULIA INGRAHAM WALKER

# **A Fundraising Guide For Nonprofit Board Members**

**Vanessa Chase Lockshin**



## A Fundraising Guide For Nonprofit Board Members

*A Fundraising Guide for Nonprofit Board Members* Julia I. Walker, 2012-01-31 Everything you need to know as a nonprofit board member to raise more money and help your organization succeed in meeting its goals Engaging and informative this practical guide to fundraising contains valuable insights that nonprofit boards need to succeed in raising money in today's dynamic economic environment While written expressly for board members this useful handbook also provides advice to executive directors and advancement staff on how to partner with your board to build an unstoppable fundraising team A Fundraising Guide for Nonprofit Board Members shows you how to raise more money by building board leadership and skills in fundraising This book covers it all the board's leadership role in fundraising how to organize and train your board to raise funds building a team with board and staff raising funds for operations major gifts and capital campaigns how to ask for gifts plus a guide for conducting a board retreat that will lead to fundraising success Demystifies the ask by providing a straightforward guide on how to ask for and close gifts Features case studies real life examples and checklists in an easy to reference format Offers sample materials for a board retreat on building the successful fundraising team Also by Julia Ingraham Walker Nonprofit Essentials Jump Starting the Stalled Fundraising Campaign Entertaining practical and easy to use this book will become a must read for all board members executive directors and staff who want to build an effective fundraising team

**The Nonprofit Board Answer Book** BoardSource, 2011-11-08 An essential guide to good governance for board leaders at all levels of experience and expertise This third edition of the bestselling book for nonprofit board members and professionals offers a thoroughly revised and updated resource that answers the most commonly asked question on board governance The book covers such topics as board structure and process board member recruitment and orientation board staff relations and financial management This new edition includes updated information on topics that have recently increased in importance including new Form 990 dealing with the financial crisis risk management and mergers Shows executives and board members how to be more effective meet difficult situations head on and deal with commonplace challenges with confidence Topics include information on the viability of for profit ventures board retreats board diversity fundraising financial oversight strategic thinking and the use of technology From BoardSource the premier resource for practical information tools best practices training and leadership development for board members of nonprofit organizations worldwide Offers insight gained from the BoardSource Governance Index Survey hundreds of board self assessments and questions and challenges heard by BoardSource from thousands of nonprofit leaders

**Boards That Love Fundraising** Robert M. Zimmerman, Ann W. Lehman, 2004-03-29 Written by Robert Zimmerman and Ann Lehman leading experts in the field of fundraising and board development Boards That Love Fundraising not only shows that all board members no matter the level of experience can learn to raise funds but also provides effective tips to the more experienced fundraisers This workbook explains your fundraising responsibility as a board member while it Provides information on board structure and its impact on raising money Outlines the concepts that will empower you to ask for money effectively and fearlessly Describes the wide variety of methods nonprofits use to raise money and the board's role in each area Shows how to recruit board members who can help with fundraising Explores the vital issues of fundraising planning staffing evaluation and working with consultants The book provides tips to help board members overcome the fear of rejection and feel more comfortable asking for support The Chronicle of Philanthropy May 27 2004 The authors exploration of topics such as how to ask for a substantial gift and motivations for giving are especially effective September 22 2004 The Foundation Center Philanthropy News Digest

**The Nonprofit Board Answer Book** BoardSource,2010-12-21 Think for a moment of the best conversations you ve had with friends and colleagues You were honest with one another not shy about speaking up but relaxed even if the topic being discussed was serious in nature That s the type of conversation The Nonprofit Board Answer Book aims to have with you in the pages that follow It follows a question and answer format enabling you to quickly find an answer to a burning question you have right now At the same time it s easy to pick up and read straight through either cover to cover or one section at a time At the end of each question and answer pairing you ll find suggested action steps These offer ways to put the information to a practical use on your own board and within your own nonprofit organization Implementing some of these steps may lead to more questions as you become even more committed to fulfilling your responsibilities as a board member Remember behind every good answer lies a good question So keep asking those questions from the Introduction

*The Board Member's Guide to Fund Raising* Fisher Howe,1991-02-21 A Publication of the National Center for Nonprofit Boards A concise yet comprehensive resource for the entire fund raising process Shows why board members must take the lead in fund raising efforts and show how this role can be personally satisfying

**The Fundraising Habits of Supremely Successful Boards** Jerold Panas,2006 Jerold Panas explores the 25 fundraising habits that distinguish successful nonprofit boards of directors

Fundraising Leadership ,2013-04-15 Fundraising Leadership The Essential Guide for Nonprofit Board Members Who Want to Make a Lasting Difference is the definitive source for empowering board members to become pro active fundraising leaders

**The Complete Guide to Fundraising Management** Stanley Weinstein,Pamela Barden,2017-03-20 The real world guide to successfully funding your nonprofit program The Complete Guide to Fundraising Management is the comprehensive handbook for successful fundraising with a practical focus that applies across the nonprofit sector With a focus on planning self assessment continual improvement and high payoff strategies this book provides more than just ideas it shows you the concrete real world actions that make it all happen and gives you the tools you need to bring these concepts to life This new fourth edition features the latest information about social media campaigning internet fundraising crowdfunding and more Timelines checklists and forms help you streamline management tasks to focus on effective development and updated sample reports and budget information help you begin implementing these approaches quickly The nonprofit world is becoming increasingly competitive in terms of funding and fundraisers are being asked to perform miracles more than ever before This book offers a time tested framework for fundraising success with step by step guidance through the entire process from prospect to program Understand and apply the major principles and best practices of fundraising Manage information resources development and volunteers Adopt new approaches to relationship building and prospect identification Write grants and fundraising materials that make a rock solid case for support There is never enough funding to go around To survive and thrive nonprofits must revitalize interest and generate more support Gone are the days of door knocking and bake sales strategy is critical and execution must be top notch The Complete Guide to Fundraising Management shows you the real world strategies that get your programs funded

**Fundraising Responsibilities of Nonprofit Boards** James M. Greenfield,2008

Ethical Fundraising Janice Gow Pettey, 2008-06-30 Ethical Fundraising A Guide for Nonprofit Boards and Fundraisers is a practical helpful and ultimately inspiring resource for nonprofits large and small young and mature local and international The insightful guidance and case studies found within these pages will help you understand how to address specific ethical issues within your nonprofit and leave plenty of food for thought and discussion

Joining a Nonprofit Board Marc J. Epstein, F. Warren McFarlan, 2011-03-23 Praise for Joining a Nonprofit Board As an individual who has served on various nonprofit boards and as the president and CEO of a large nonprofit organization I can attest to how valuable this book is Marc Epstein and Warren McFarlan offer insight into the expectations of nonprofit board members which is extraordinarily beneficial to individuals considering their first nonprofit board and to seasoned professionals already serving on boards Gail McGovern President and CEO American Red Cross Excerpted from Foreword This book is a roadmap for the business person who wants to serve on a nonprofit board and unwittingly assumes that the approaches that worked so well in the for profit world can be seamlessly extrapolated to the nonprofit board room Roseanna H Means M D founder and president Women of Means A must read for all new and existing nonprofit board members It is full of practical advice that will help improve the effectiveness of nonprofit board members and the organizations they serve Roger Servison president emeritus Boston Museum of Fine Arts and vice chairman Boston Symphony Orchestra What a powerful tool now available for anyone involved with governance of America s nonprofit enterprises The analysis is cogent and concise amply supported by real life examples George B Beitzel chairman emeritus Amherst College and chairman emeritus Colonial Williamsburg Foundation Joining a Nonprofit Board offers practical advice in complementing your business experience with the nuances of nonprofit governance performance and management in order to fully achieve the societal mission Jeffrey C Thomson president and CEO Institute of Management Accountants This book will guide you through the differences between for profit and nonprofit organizations and boards It will help you navigate through all the nuances in which nonprofit organizations actually operate on a day to day basis Elaine Ullian former president Boston Medical Center Joining a Nonprofit Board is a must read This book should be required reading and distributed at the opening board meeting Agnes C Underwood former head Garrison Forest School and National Cathedral School vice president managing associate Carney Sandoe and Associates A Board needs a unifying and visionary objective It must be World Class This book successfully shows how to create a World Class Board W Richard Bingham former chairman California Academy of Sciences

*Great Boards for Small Groups* Andy Robinson, 2006 Yours is a good board but you want it to be better You want clearly defined objectives Meetings with more focus Broader participation in fundraising And more follow through between meetings You want these and a dozen other tangibles and intangibles that will propel your board from good to great Say hello to your guide Andy Robinson who has a real knack for offering forehead slapping solutions Of course Why haven t we been doing this Take what he says about written agreements among board members Any meaningful job description must be reciprocal it defines what is expected of you but also what you can expect in return Example I accept fiduciary responsibility for the organization and will oversee its financial health and integrity By the same token I expect timely accurate and complete financial statements to be distributed at least quarterly one week in advance of the relevant board meeting In other words the board knows what to expect the staff knows what to do Each is accountable Simple right So why does the 10 item sample agreement Robinson provides seem so revolutionary Perhaps because so few people have tried an agreement like this Then there s what the author calls the Fundraising Menu Here board members are asked to generate a list of all the ways direct and indirect they could assist in fundraising The list is prioritized and then used to help each trustee prepare a personalized fundraising agreement that meets his or her specific needs interests and limitations Again simple but it s the closest thing you ll find to guaranteeing a board s commitment to raising money Toward the end of his book in a number of How to Fix It chapters Robinson homes in on specific problems such as poorly attended meetings spotty follow through on commitments inactive board members narrow consensus conflicts of interest weak agendas and much more And Robinson doesn t offer up easy nostrums Quite the opposite Over the past 20 years as a board member a volunteer and a consultant he s put into practice what he preaches and stands unshakably behind his fog burning advice *Great Boards for Small Groups* contains 31 brief chapters In fact the whole book can be read in an hour Funny thing though its impact on those who heed its advice will last for years

**The Ultimate Board Member's Book** Kay Sprinkel Grace, 2009

**Fundraising Basics** 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 edition also provides much needed information on giving trends computer hardware and software available for fundraisers cost estimates and workflow timetables and the importance of the Internet This primer remains a must have for anyone new to the fundraising arena

Nonprofit Fundraising Strategy Janice Gow Pettey,2013-03-06 Practical tools and techniques to incorporate ethical standards and practices in nonprofit fundraising Nonprofit Fundraising Strategy is a helpful and inspiring resource for nonprofits large and small young and mature local and international The insightful guidance and case studies found within these pages will help you understand how to address specific ethical issues within your nonprofit and leave plenty of food for thought and discussion Adds new materials on new business practice codes the Ethics Assessment Inventory coverage of new ethics standards Now includes an ethics assessment tool on the Ethical Fundraising Second Edition companion website Considers essential topics including appearance of impropriety rights of donors tainted money using donations as intended choosing a leadership role ethical decision making restoring public confidence in the nonprofit sector and the ethics of grant making and grant seeking Written by luminaries in the field of ethics in fundraising Explores a topic that all professional fundraisers must engage with in order to build the trust and confidence of the giving public Offers an invaluable collection of essays based on the rich experience of philanthropic leaders Presents wise reflections on the central role of ethics in fundraising Featuring contributions from a host of well known and respected senior level fundraising professionals several of whom are members of the AFP Ethics Committee Nonprofit Fundraising Strategy features a wealth of practical tools to help fundraising practitioners board members and governing boards implement these essential concepts into their own organizations

*Minding the Money* Robert P. Fry,2004-01-01

*The Storytelling Non-Profit* Vanessa Chase Lockshin,2016-04-29 The Storytelling Non Profit is a portable consultant for fundraisers communicators and executive directors who want to tell great stories In this book professionals will learn a process for telling a story that inspires and resonates with a target audience Back cover

Securing Your Organization's Future Michael Seltzer,2001 Seltzer a 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

**Fundraising Without Fear** Karla Taylor,2013-01-30 Give your board members the basis and inspiration for raising funds for your organization with this succinct guide Written by Karla Taylor with contributions from several fundraising veterans this booklet touches on why board members should lead the charge in raising funds how association fundraising compares to other charitable requests why it is important for board members to lead by example steps for solicitation success fundraising in good and bad times

*Raising More with Less* Amy Eisenstein,2012-11-01 Eisenstein takes readers step by step through creating or improving a development program whether an organization has no paid fundraising staff members or is fortunate enough to have one full time staffer or more She has been a Certified Fundraising Executive CFRE since 2004 and became a certified Master Trainer in 2009

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


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