

Asking A 59 Minute Guide To Everything Board Members Volunteers And Staff Must Know To Secure The Gift Newly Revised Edition

Sarah Britton

Asking Jerold Panas,2009-02 It ranks right up there with public speaking. Nearly all of us fear it. And yet it's critical to our success. Asking for money. It makes even the stout-hearted quiver. But now comes a book, *Asking: A 59-Minute Guide to Everything Board Members, Staff and Volunteers Must Know to Secure the Gift*. And short of a medical elixir, it's the next best thing for emboldening you, your board members and volunteers to ask with skill, finesse -- and powerful results. Jerold Panas, who as a staff person, board member and volunteer has secured gifts ranging from \$50 to \$50 million, understands the art of asking perhaps better than anyone in America. He has harnessed all of his knowledge and experience and produced what many are already calling a landmark book. What *Asking* convincingly shows -- and one reason staff will applaud the book and board members will devour it -- is that it doesn't take stellar communication skills to be an effective asker. Nearly everyone, regardless of their persuasive ability, can become an effective fundraiser if they follow Jerold Panas' step-by-step guidelines.

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

Born to Raise Jerold Panas,1988 Interviews with 50 great fundraisers, along with a comprehensive survey of over 3,000 fund raisers, inform you about which qualities in fund raising are innate, which can be learned, and how to use this information right away. A self-appraisal helps you determine your fund-raising strengths and weaknesses.

Donor-centered Fundraising Penelope Burk,2003 Working from research conducted over six years with hundreds of charities and donors, 'Donor-Centered Fundraising' paints a candid picture of why donors stop giving to charities they once supported, and what it will take to preserve their loyalty in the future. In clear language and backed by statistical evidence, Penelope Burk explores the pitfalls of our traditional approaches to donor communication and recognition and articulates what donors want but seldom get from the charities they support. The book features straightforward and accessible

calculations that show how much money charities are failing to raise, and offers a step-by-step procedure for testing a donor-centered alternative and gaining its acceptance in any organization.--From publisher description.

Ask Without Fear! Marc A. Pitman,2008-04 Donated by Tremendous Life Books.

Ask a Manager Alison Green,2018-05-01 From the creator of the popular website Ask a Manager and New York's work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice! There's a reason Alison Green has been called “the Dear Abby of the work world.” Ten years as a workplace-advice columnist have taught her that people avoid awkward conversations in the office because they simply don't know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You'll learn what to say when • coworkers push their work on you—then take credit for it • you accidentally trash-talk someone in an email then hit “reply all” • you're being micromanaged—or not being managed at all • you catch a colleague in a lie • your boss seems unhappy with your work • your cubemate's loud speakerphone is making you homicidal • you got drunk at the holiday party Praise for Ask a Manager “A must-read for anyone who works . . . [Alison Green's] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no matter where you work.”—Booklist (starred review) “The author's friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers' lives. Ideal for anyone new to the job market or new to management, or anyone hoping to improve their work experience.”—Library Journal (starred review) “I am a huge fan of Alison Green's Ask a Manager column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace, confidence, and a sense of humor.”—Robert Sutton, Stanford professor and author of *The No Asshole Rule* and *The Asshole Survival Guide* “Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way.”—Erin Lowry, author of *Broke Millennial: Stop Scraping By and Get Your Financial Life Together*

The Ultimate Stress-Relief Plan for Women Stephanie McClellan,Beth Hamilton,2009-12-29 Being so stressed has to be the most common description for a woman today -- no matter your age or marital status, whether you have a career or work inside the home. Stress is the gift of modern life that keeps on giving, because, even after you've gotten through a stressful day or week, the effects on your body and mind linger, whether you're aware of them or not. And they can build up and make you sick -- unless you do something to stop them. That's where *So Stressed*, a landmark new guide to women's health, can help. The realization that stress was the most common cause of all the different symptoms and ailments that their patients were coming to them for was a eureka moment for internationally renowned OB-GYN physicians Stephanie McClellan and Beth Hamilton. To find out how stress could be the root cause of diseases as disparate as chronic pain, gynecological disorders and depression,asthma and metabolic disorders, Drs. McClellan and Hamilton embarked on a unique medical quest

-- they wanted to find the latest discoveries emerging around the world in the science of stress and put them all together in treatments to help their patients now. Their urgent mission took them to the leading researchers at the best medical centers around the world, where they learned the exciting findings that they reveal in this fascinating new approach to women's health, *So Stressed*. With information from the medical and psychological sciences of stress that no other practicing physician or clinician has implemented, *So Stressed* shows you what stress is doing to every cell in your body, how it disrupts the intricate balance of your body's systems, and most important what you can do, starting today, to restore your body's health and prevent yourself from getting sick. Drs. McClellan and Hamilton -- who are widely sought after for their compassionate manner and educational approach to their patients -- have treated more than 16,000 women in their shared three decades of medical practice. Through their timely research and unique, integrative approach to patient care, they have developed four groundbreaking stress types, each with unique patterns for potential illness and disease -- presented here for the first time -- that you can use to identify the ways that stress is affecting your body and mind. Once you know your unique stress profile, the doctors help you learn new ways to see and respond to stress, reduce it and its effects on your body, and even prevent the life-threatening illnesses it causes. You'll find the right program -- specifically designed for the way you fit into your stress type -- with prescriptive advice for the best mental relaxation techniques, nutrition, exercise, and restoration practices for you. Filled with instructive and inspiring case stories from their patients' and their own life experience, Drs. McClellan and Hamilton bridge the gap between the lab bench and the bedside in this comprehensive program for total health.

The 11 Questions Every Donor Asks and the Answers All Donors Crave Harvey McKinnon, 2008 Harvey McKinnon is a veteran fundraiser and a marvelous wordsmith. He's produced a beautifully polished gem, with real-life stories that unerringly hit their mark, like an arrow piercing the center of a bulls-eye. They say a donor's objections are your best friends. Well, they're not, not if you don't know the questions and, of course, the answers. So get ready for a lively adventure into the mind of a donor. You've got the best tour guide I could imagine. Book jacket.

Mega Gifts Jerold Panas, 2010

The Generosity Network Jennifer McCrea, Jeffrey C. Walker, Karl Weber, 2013-09-24 The Generosity Network is the essential guide to the art of activating resources of every kind behind any worthy cause. Philanthropist Jeff Walker and fundraising expert Jennifer McCrea offer a fresh new perspective that can make the toughest challenges of nonprofit management and development less stressful, more rewarding—and even fun. Walker and McCrea show how traditional pre-scripted, money-centered, goal-oriented fund-raising techniques lead to anxiety and failure, while open-spirited, curiosity-driven, person-to-person connections lead to discovery, growth—and often amazing results. Through engrossing personal stories, a wealth of innovative suggestions, and inspiring examples, they show nonprofit leaders how to build a community of

engaged partners who share a common passion and are eager to provide the resources needed to change the world—not just money, but also time, talents, personal networks, creative thinking, public support, and all the other forms of social capital that often seem scanty yet are really abundant, waiting to be uncovered and mobilized. Highly practical, motivating, and thought provoking, The Generosity Network is designed to energize and empower nonprofit leaders, managers, donors, board members, and other supporters. Whether you help run a multimillion-dollar global nonprofit or raise funds for a local scout troop, PTA, or other community organization, you'll learn new approaches that will make your work more successful and enjoyable than ever.

Designs for Fund-raising Harold James Seymour,1988

The Artful Journey William T. Sturtevant,1997 Here is the first really practical book on major gift fundraising. It is a step-by-step guide to ensuring a success.

Administrative Assistant's and Secretary's Handbook James Stroman, Kevin Wilson, Jennifer Wauson,2008 This handbook for administrative assistants and secretaries covers such topics as telephone usage, keeping accurate records, making travel arrangements, e-mail, using the Internet, business documents, and language usage.

Seeing Through a Donor's Eyes Tom Ahern,2009 Why should I give you my hard-earned money? Effective fundraisers answer this essential question every time they ask for a gift. What's their secret to success? They have a winning case for support. As Tom Ahern, America's premier fundraising writer, makes clear, a case isn't some fancy argument you only develop for capital campaigns, when you're chasing millions. Successful donor newsletters, websites, annual reports, donor acquisition programs, email, direct mail, advertising, planned giving programs, and, yes, capital campaigns, too all have one thing in common: behind each stands a well-reasoned, emotionally satisfying case for support. Donors are sure to have questions. Your case gives you great answers. Complements Ahern's acclaimed book, *How to Write Fundraising Materials that Raise More Money*.--Amazon.com.

She Wins, You Win Gail Evans,2004 From the author of *Play Like a Man, Win Like a Woman* comes an empowering book that takes corporate success to the next level: It isn't enough for women to understand and learn men's rules--they must create their own.

The Ask Laura Fredricks,2006-02-17 The Ask is a complete resource for teaching anyone—experienced in fundraising or not—how to ask individuals, in person, for a contribution to for a local nonprofit or a special event or community project, an enhanced annual gift, a major or planned gift, or a challenging capital campaign gift. Written by fundraising expert Laura Fredricks, The Ask shows what it takes to prepare yourself and others to make an effective ask and includes over one hundred sample dialogues you can use and adapt. Step by step, the book reveals how to listen, what to say, and how to follow up on each and every ask until you receive a solid and definitive answer. In addition, The Ask covers such topics as how to

Examine your views on money before making an ask
Learn the ins and outs of asking for money
Work with others to make an ask
Determine if you should or should not ask a friend, colleague, or peer for money
Figure out how many asks you can do given your time constraints
Deal effectively with all the responses you will get to an ask

Making the Case Jerold Panas, 2003

The Art of the Ask Connie S. Pheiff, 2013-06-30 I wrote this book to help nonprofit staff and experienced fundraising professionals excel in today's tough fundraising environment. The nonprofit sector continues to be ravaged by changes - everything from scandals to the realignment of borders of national organizations. No matter what level you are in the organization, the information in this book will help you understand that Attitude + Passion = Results (A+P=R), and determine if you have the right attitude to be working in the nonprofit sector. The Art of the Ask is actually quite simple: - You make your ask. - You make your case. - You show the benefits. - Then you stop talking. The teachings and stories in this book can be read from different perspectives: current executive directors, aspiring executive directors, development officers, board members, and community stakeholders. Whether the organization you work for is large or small, this book gives you the tools to determine if you are in the right place in your career. Large is the equivalent of state and national NPOs. Small is the equivalent of an organization that does not carry a charter from big brother. In the end, all NPOs need to have a local presence with grassroots efforts. Donors need to know, like, and respect you. Unfortunately, organizations are looking at the economies of scale and closing local offices. This, in my opinion, negatively affects the organization's fundraising efforts. Philanthropy giving is not disappearing. Giving simply looks different these days and we need to be open to the ways of work. With change come new opportunities. The big change we're realizing is that the world is much more flat and connected than we ever thought possible. This means you have greater opportunities to increase your fundraising efforts. Are you in the right position? You may have a passion for your organization's mission and cause, but do you have what it takes to ask for the dollars? My coach has taught me that 85 percent of success is having the confidence from looking within. It's time for you to take that look within for yourself.

Making the Ask Bernard Ross, Clare Segal, 2021-06-14 If you're a fundraiser or social entrepreneur keen to secure large gift for any kind of social cause you need to be able to ask the right people for the right money in the right way. But how do you do that? In this ground-breaking book, global experts Bernard Ross and Clare Segal share their approach - used by major fundraising organisations from UNHCR in the Middle East to MSF in the US and from UK's Oxford University to MEF Museum in Argentina - which has been used to secure gifts up to \$110m in a single ask. Whether you're an experienced fundraiser looking for new ideas, a newbie keen to get to the right approach fast, or a board member anxious to help out, you'll find the answers you're looking for inside. The book also has a special social bonus - every copy you buy will result in a donation to the WHO foundation to pay for a Covid 19 vaccine in a developing nation. "One reasonably useful book = one life-

saving vaccine.”

My New Roots Sarah Britton, 2015-03-31 At long last, Sarah Britton, called the “queen bee of the health blogs” by Bon Appétit, reveals 100 gorgeous, all-new plant-based recipes in her debut cookbook, inspired by her wildly popular blog. Every month, half a million readers—vegetarians, vegans, paleo followers, and gluten-free gourmets alike—flock to Sarah’s adaptable and accessible recipes that make powerfully healthy ingredients simply irresistible. My New Roots is the ultimate guide to revitalizing one’s health and palate, one delicious recipe at a time: no fad diets or gimmicks here. Whether readers are newcomers to natural foods or are already devotees, they will discover how easy it is to eat healthfully and happily when whole foods and plants are at the center of every plate.

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