

Opening The Door To Major Gifts Mastering The Discovery Call

If you are not feeding new prospective major gift donors into your pipeline on a regular and systematic basis, sooner or later your efforts are going to stall. So, whether you are new to fundraising or have been active in the profession for years, this is a resource that can help you build new relationships and add good prospects to your portfolio. The book provides specific strategies that will increase your odds for success when you are ready to meet your donors. You will learn to "warm" your prospects so they are receptive to your outreach, to make allies of the gatekeepers who control access to the decision makers, and to conduct a qualification call that is both casual and purposeful. All of these methods are designed to initiate a comfortable and meaningful relationship that will one day result in a significant philanthropic investment.

Emmet and Ruth Edwards -- After sharing their lives for sixty three years, with a deep and abiding love, through two significant professional careers, five beautiful children, and surviving indescribable sorrows together, their lives are inseparable. His life story is her life story and she contributed as much to it as he did. Their life together was a wonderful adventure and a great love story filled with accomplishments and heart breaks. Through it all, their love for each other made all things possible. A well told, entertaining story that is also an inspirational tribute to the indomitable American spirit that has been given the Authorhouse Masterpiece treatment. This eBook features the unabridged text of 'The Trumpet-Major' from the bestselling edition of 'The Complete Works of Thomas Hardy'. Having established their name as the leading publisher of classic literature and art, Delphi Classics produce publications that are individually crafted with superior formatting, while introducing many rare texts for the first time in digital print. The Delphi Classics edition of Hardy includes original annotations and illustrations relating to the life and works of the author, as well as individual tables of contents, allowing you to navigate eBooks quickly and easily. eBook features: * The complete unabridged text of 'The Trumpet-Major' * Beautifully illustrated with images related to Hardy's works * Individual contents table, allowing easy navigation around the eBook * Excellent formatting of the text Please visit www.delphiclassics.com to learn more about our wide range of titles

This basic, no-nonsense book is a necessity for all firefighters assigned to the truck, as well as members of fire departments who perform the numerous responsibilities of the truck on the fireground. Throughout the book, training tips are included to help you perform the various operations efficiently and effectively. Includes a study guide. In the fall of 1965 West Point cadet Tom Carhart and five of his classmates from the U.S. Military Academy pulled off a feat of extraordinary ingenuity, precision, and raw guts: the theft of the billy goat mascot from their rival, the U.S. Naval Academy at Annapolis, just before the biggest football game of the year. The U.S. forces in Vietnam were then at two hundred thousand and growing, with casualties spiking, and the men in West Point's class of 1966 were well aware that they would serve, and quite possibly die, in that far-off war. But West Point's motto, "Duty, Honor, Country," affirms that its graduates will always obey the decisions of our elected government, and the men of '66 were dutiful: of the 579 who graduated, 30 died in Vietnam and roughly five times that number were wounded. Since this would be the men's last Army-Navy football game as cadets, they wanted to go out with a bang, not a whimper. Carhart tells the incredible true story of how, in stealing that Navy goat, the cadets unknowingly reenacted the story of Jason and the Golden Fleece from Greek mythology. The caper is interwoven with an insider's narrative about the private lives of six West Point cadets in the

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early 1960s, who, against all odds, hurled their last hurrah of triumph to America before flying off to fight its wretched war in Vietnam. For more information about The Golden Fleece visit carhartthegoldenfleece.com.

Now, go open your Door of Success! Below the door should be these testimonials. "This book is a valuable resource for business and academia. Examples from the retail and the university setting illustrate the strategies for personal and professional success. David emphasizes teamwork, leadership, and effectively differentiates debate from deliberation." Dr. Christina Birchak Dean of University College University of Houston-Downtown "David's brilliance shines in these pages with a fresh and vulnerable perspective. He offers us glimpses of success and failure that weave throughout business. Between laughter and tears, the core business principles for which David stands illuminate with the opening of every door." Doreen Milano CPC CEO/Founder Visions to Excellence "David offers a roadmap to opening doors and opening minds. The real fun comes when he uses himself as a case study and then, a tour guide to success." Dr. Hank Roubicek Professor of Communication University of Houston-Downtown

This three volume set presents for the first time the genre-defining Slammers series in a uniform hardcover set. This volume features the final two Slammers novels, The Sharp End and Paying the Piper, as well as an original novelette, The Darkness. This volume will feature an introduction by Barry Malzberg. At the publisher's request, this title is sold without DRM (Digital Rights Management).

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LINCOLN – The Lost Cause Book 1 in the Lincoln Assassination Series President Abraham Lincoln once said, "It is better to remain silent and be thought a fool than to speak out and remove all doubt!" President Jefferson Davis once said, "I worked night and day for twelve years to prevent the war, but I could not. The North was mad and blind, would not let us govern ourselves, and so the war came." More than 150 years later, the assassination of Abraham Lincoln remains one of the most significant events in United States history. It continues until this very day, attracting the interest of scholars, writers like myself, and armchair historians. This series is very special to my heart. It begins with the inauguration of Abraham Lincoln on March 4, 1861, and passes by the four war years and continues with his assassination by David Edgar Herold, a 23-year old pharmacist who was living in Washington City. Wait! Did you just say who? If you did, then follow this book from start to finish and you will find out that not only did John Wilkes Booth die for his involvement in the assassination, but so did four others. Many novels define John Wilkes Booth as a lone deranged actor and a madman who struck from a twisted lust for vengeance. This is not true. He was neither alone nor was he mad. According to the U. S. federal government, over 250 people were taken into custody and interrogated. Later books in the series will take you through the actual military trial of the other's conspirators, including the first woman ever executed by the United States Government. This novel will also cover that fateful night of Lincoln's assassination. It will follow the 12-day chase for John Wilkes Booth and David Herold. Then, it will follow the burial route and final resting place for Lincoln. The trial will not be covered in this novel, but the day of execution of the conspirators is included along with the burial of the other assassins. Then, the chase and capture of Jefferson Davis is told, along with his two year imprisonment by the federal government. Are you aware that it wasn't until 1977 during Jimmy Carter's term in office that Davis was posthumously forgiven for his role in the civil war and made a U. S. Citizen? The novel includes the inauguration, the assassination, the funeral, capture of John Wilkes Booth, the execution, the arrest and imprisonment of Jefferson Davis and later his funeral held in Metairie, Louisiana. Below are a few words his wife said while traveling down Poydras in downtown New Orleans. The funeral procession was over three miles long as mourners paid

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their respect to the South's President, Jefferson Davis. "Dear, I was thinking out loud how sad a day this has been. The United States War Department did not recognize your father. The United States flag did not fly at half-mast. It flew at half-mast throughout the south." Varina began to cry again. She raised her handkerchief up to blot the tears running down her cheek. "He is the only former Secretary of War not given the respect and honor due him by the United States Government." She sighed, clasping her slender hands together in her lap, and stared at them, lost with her emotions. "Mother, don't fret about it. Father's funeral service was, I am sure, attended by far more people than those who attended Abraham Lincoln's. The South loves him. We love the South."

"I fight dirty, I kill for a living and I'm not capable of being faithful." The words might come straight from Major Adam Flint's mouth, but they certainly don't describe the man who saved vulnerable Rose's life. Yes, Flint is illegitimate, a roughened soldier and an incorrigible rake—but Rose has never met a man so defined by honor. Who else, when faced with a lady rendered memoryless by the traumas of war, would resist the intense attraction that burns between them? Rose might not know her own name, but she knows her heart—and her heart wants Flint!

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