

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

When Fallon and aspiring novelist Ben meet and fall in love the day before Fallon’s cross-country move, they vow to meet on the same date every year, until Fallon suspects Ben is fabricating their relationship to create the perfect plot twist.

Here is the first really practical book on major gift fundraising. It is a step-by-step guide to ensuring a success.

Kihlstedt identifies four Asking Styles that she calls Rainmakers, Go-Getters, Mission Controllers, and Kindred Spirits, then matches the person’s Asking Style to the optimal approach for asking for a philanthropic gift.

#1 NEW YORK TIMES BESTSELLER • Everybody tells you to live for a cause larger than yourself, but how exactly do you do it? The author of The Road to Character explores what it takes to lead a meaningful life in a self-centered world. “Deeply moving, frequently eloquent and extraordinarily incisive.”—The Washington Post Every so often, you meet people who radiate joy—who seem to know why they were put on this earth, who glow with a kind of inner light. Life, for these people, has often followed what we might think of as a two-mountain shape. They get out of school, they start a career, and they begin climbing the mountain they thought they were meant to climb. Their goals on this first mountain are the ones our culture endorses: to be a success, to make your mark, to experience personal happiness. But when they get to the top of that mountain, something happens. They look around and find the view . . . unsatisfying. They realize: This wasn’t my mountain after all. There’s another, bigger mountain out there that is actually my mountain. And so they embark on a new journey. On the second mountain, life moves from self-centered to other-centered. They want the things that are truly worth wanting, not the things other people tell them to want. They embrace a life of interdependence, not independence. They surrender to a life of commitment. In The Second Mountain, David Brooks explores the four commitments that define a life of meaning and purpose: to a spouse and family, to a vocation, to a philosophy or faith, and to a community. Our personal fulfillment depends on how well we choose and execute these commitments. Brooks looks at a range of people who have lived joyous, committed lives, and who have embraced the necessity and beauty of dependence. He gathers their wisdom on how to choose a partner, how to pick a vocation, how to live out a philosophy, and how we can begin to integrate our commitments into one overriding purpose. In short, this book is meant to help us all lead more meaningful lives. But it’s also a provocative social commentary. We live in a society, Brooks argues, that celebrates freedom, that tells us to be true to ourselves, at the expense of surrendering to a cause, rooting ourselves in a neighborhood, binding ourselves to others by social solidarity and love. We have taken individualism to the extreme—and in the process we have torn the social fabric in a thousand different ways. The path to repair is through making deeper commitments. In The Second Mountain, Brooks shows what can happen when we put commitment-making at the center of our lives.

Cultivating and Soliciting the Major Gift

How You Can Inspire Someone to Give Generously

Born to Raise

Unlocking the Secrets of Keeping Your Donors for Life

Asking Styles

The Relentlessly Practical Guide to Raising Serious Money

How to Leverage Your Annual Fund in Only Five Hours Per Week

Asking

Are you searching for the next big idea in fundraising to help your organization soar? It’s actually right under your nose in your database. Major Donors. Right here, right now, you have the donors who have the capacity to give five, six, and yes, seven figure gifts. This book tells you how to find them, and what to do once you have them. Richard Perry and Jeff Schreifels tell you everything you need to do to take your organization to a new level of performance in major gifts. This book is packed with easy to implement ideas and strategies to create, build, and manage a robust major gift program. You won’t put this book down. You’ll be entertained and helped. You will learn how to create a culture that puts relationships with donors above everything else. You will be left inspired to succeed; because, ultimately, it’s NOT just about the money.

"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.

No other book on the market plumbs the psychology of giving as Mega Gifts does. Jerold Panas, the “800 pound gorilla in the field,” explores with a host of notable figures, the motives and pressures that drive men and women to make philanthropic gifts of consequential size.

Every organization deserves a good board and effective board members. And every board member deserves a chance to be an effective board member. But too often, things aren't working. Board members aren't effective - and staff aren't helping them to be effective. Or, staff are doing all that is possible - but the board member is causing too many problems. This book tells you how to fix the situation. This book explains why board members are (or aren't) effective. And, this book gives you specific strategies and tools to fire the lousy board members and help the others succeed. Topics include: Distinction between board and board member. Finding the right board members. Role of the governance committee. Monitoring board members Tools include: Board job description. Performance expectations of the board member.

Evaluation tools. Skills inventory. As you read Firing Lousy Board Members, you'll realize that this book is mostly about how to NOT fire people. Instead, the book focuses on finding the right board members and enabling them to be successful. Firing is only a last resort.

But it's an important strategy to launch in some situations. Unfortunately, some organizations and their leadership are too afraid to do this important work. What a shame. The process is not as hard as you might think. More importantly, bad board members produce bad governance. And bad governance is a huge risk for the nonprofit sector. Bad governance can put your organization - and its board members - on the media's front page. It's just not acceptable to keep poor performers around. It's not fair to other board members. It's not fair to staff. And it isn't fair to the organization's mission. Serving on a board is serious business. Sadly, too many boards and board members (and staff, too) don't realize how serious this business is. Read Firing Lousy Board Members before you continue down the wrong paths. Read Firing Lousy Board Members - and talk about the serious business of good governance and effective and ineffective board members. This book is a quick and easy read. User friendly, fast, and sometimes pretty funny. The author, Simone Joyaux, has direct experience doing every thing described in this book. Joyaux has been an executive director, chief development officer, board chair, and chair of governance and fundraising committees. Here is some reader applause about Firing Lousy Board Members: At last! The long-overdue guide to making dreams of nonprofit organizations come true by exorcising the nightmare of lousy board members. Simone Joyaux's lifetime of thoughtful, proven experience in building strong organizations is distilled in this highly readable, how-to road map to success. Read it, then get started today on building great boards and culling bad board members. --Roger M. Craver, Editor, The Agitator Ask yourself which is the priority, the mission or the problem board member? Mission must be the answer! Simone Joyaux's concise, direct, clear guide gives you the road map to build a power board and confront problem members who jeopardize your mission. --Robbe Healey, MBA, ACFRE, Vice President for Philanthropy, Simpson Senior Services Firing a nonprofit board member? Awkward! But it may be a little easier after you read this book by the plain-talking but insightful Simone Joyaux who says that poor-performing trustees present a problem of board contamination. --Ruth McCambridge, Editor in Chief, Nonprofit Quarterly

How Leaders Find the Right Solutions by Knowing What to Ask

An honest guide to depression and anxiety, from rock bottom to recovery

The Classic Guide to the Mental Side of Peak Performance

A Novel

A Guide for Occupants

Document Drafting Handbook

Revolutionize Your Fundraising

The Second Mountain

It ranks right up there with public speaking. Nearly all of us fear it. And yet it is 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 knows what makes donors tick, he's intimately familiar with the anxieties of board members, and he fully understands the frustrations and demands of staff.He has harnessed all of this knowledge and experience and produced 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 sales skills to be an effective asker. Nearly everyone, regardless of their persuasive ability, can become an effective fundraiser if they follow a few step-by-step guidelines.You have to know your cause, of course, and be committed to it. But, as important, you have to know how to get the appointment, how to present your case, how to read your donor's words, how to handle objections, how to phrase your request, and even what behaviors to avoid.

One of the nation's best writers on the art of motivating gifts now offers a One of the nation's best writers on the art of motivating gifts now offers a behind-the-scenes look at the strategies and skills that lead to successful fund raising. Each chapter is full of instructive anecdotes, case histories, and interviews with a message. His lively and irreverent style makes it all fun to read so that you learn while you enjoy yourself. An award-winning writer, Jerold Panas directs this book to professional and aspiring fund raisers, but board members and volunteers will find his message just as useful. Whether readers are seasoned professionals, or just starting out, Panas will help fund raisers advance their skills in the most pleasant way imaginable - by reading about actual case histories that are described with what has been called the Panas panache.

Presents recipes ranging in difficulty with the science and technology-minded cook in mind, providing the science behind cooking, the physiology of taste, and the techniques of molecular gastronomy.

Many leaders are unaware of the amazing power of questions. Our conversations may be full of requests and demands, but all too often we are not asking for honest and informative answers, and we don't know how to listen effectively to responses. When leaders start encouraging questions from their teams, however, they begin to see amazing results. Knowing the right questions to ask-and the right way to listen-will give any leader the skills to perform well in any situation, effectively communicate a vision to the team, and achieve lasting success across the organization.

Thoroughly revised and updated, Leading with Questions will help you encourage participation and teamwork, foster outside-the-box thinking, empower others, build relationships with customers, solve problems, and more. Michael Marquardt reveals how to determine which questions will lead to solutions to even the most challenging issues. He outlines specific techniques of active listening and follow-up, and helps you understand how questions can improve the way you work with individuals, teams, and organizations. This new edition of Leading with Questions draws on interviews with thirty leaders, including eight whose stories are new to this edition. These interviews tell stories from a range of countries, including Singapore, Guyana, Korea, and Switzerland, and feature case studies from prominent firms such as DuPont, Alcoa, Novartis, and Cargill. A new chapter on problem-solving will help you apply questions to your toughest situations as a leader, and a new "Questions for Reflection" section at the end of each chapter will help you bring Marquardt's message into all of your work as a leader. Now more than ever, Leading with Questions is the definitive guide for becoming a stronger leader by identifying-and asking-the right questions.

A Board Member's Guide to Asking the Right Questions

Firing Lousy Board Members

Donor-centered Fundraising

Harness Your Personal Fundraising Power

It's NOT JUST about the Money

What You're Missing and Why It Matters

Finders Keepers

Real Science, Great Hacks, and Good Food

A modern-day classic. This highly acclaimed adventure series about two friends desperate to save their doomed city has captivated kids and teachers alike for almost fifteen years and has sold over 3.5 MILLION copies! The city of Ember was built as a last refuge for the human race. Two hundred years later, the great lamps that light the city are beginning to flicker. When Lina finds part of an ancient message, she’s sure it holds a secret that will save the city. She and her friend Doon must race to figure out the clues before the lights go out on Ember forever! Nominated to 28 State Award Lists! An American Library Association Notable Children’s Book A New York Public Library 100 Titles for Reading and Sharing Selection A Kirkus Reviews Editors’ Choice A Child Magazine Best Children’s Book A Mark Twain Award Winner A William Allen White Children’s Book Award Winner “A realistic post-apocalyptic world. DuPrau’s book leaves Doon and Lina on the verge of undiscovered country and readers wanting more.” —USA Today “An electric debut.” —Publishers Weekly, Starred “While Ember is colorless and dark, the book itself is rich with description.” —VOYA, Starred “A harrowing journey into the unknown, and cryptic messages for readers to decipher.” —Kirkus Reviews, Starred

A New York Times Best Thriller of 2021 A Washington Post Best Thriller of 2021 A New York Public Library Best Book of the Year An Amazon Editors’ Pick “Bloody good.” —The New York Times “Timely, surprising, emotionally alive, this is about as good as suspense fiction gets.” —Washington Post No one even knew they were together. Now one of them is dead. 56 DAYS AGO Ciara and Oliver meet in a supermarket queue in Dublin and start dating the same week COVID-19 reaches Irish shores. 35 DAYS AGO When lockdown threatens to keep them apart, Oliver suggests they move in together. Ciara sees a unique opportunity for a relationship to flourish without the scrutiny of family and friends. Oliver sees a chance to hide who—and what—he really is. TODAY Detectives arrive at Oliver’s apartment to discover a decomposing body inside. Can they determine what really happened, or has lockdown created an opportunity for someone to commit the perfect crime?

A manual for building a faster brain and a better you! The Little Book of Talent is an easy-to-use handbook of scientifically proven, field-tested methods to improve skills—your skills, your kids’ skills, your organization’s skills—in sports, music, art, math, and business. The product of five years of reporting from the world’s greatest talent hotbeds and interviews with successful master coaches, it distills the daunting complexity of skill development into 52 clear, concise directives. Whether you’re age 10 or 100, whether you’re on the sports field or the stage, in the classroom or the corner office, this is an essential guide for anyone who ever asked, “How do I get better?” Praise for The Little Book of Talent “The Little Book of Talent should be given to every graduate at commencement, every new parent in a delivery room, every executive on the first day of work. It is a guidebook—beautiful in its simplicity and backed by hard science—for nurturing excellence.”—Charles Duhigg, bestselling author of The Power of Habit “It’s so juvenile to throw around hyperbolic terms such as ‘life-changing,’ but there’s no other way to describe The Little Book of Talent. I was avidly trying new things within the first half hour of reading it and haven’t stopped since. Brilliant. And yes: life-changing.”—Tom Peters, co-author of In Search of Excellence

Why of all the hundreds of fund raising books available did Americorps Vista, with offices throughout the United States, single out The Relentlessly Practical Guide to Raising Serious Money as the premier book on the subject and provide a copy to thousands of its staff?

The Little Book of Talent

The 11 Questions Every Donor Asks and the Answers All Donors Crave

9-Nov

Power Questions

Eat That Frog!

The Quest for a Moral Life

Planned Giving Simplified

Cooking for Geeks

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.

Amy Eisenstein guides you, in only five hours a week, to safely and surely meet the challenges of getting your organization ready for major gift fundraising, all the way up to that all-important ask—and beyond. If you've been in fundraising for any length of time, you've no doubt heard of the "90/10 Rule." In its simplest terms, it means that 90 percent of the funding

comes from 10 percent of our donors. Yet far too often, the majority of our time is spent focused on low-yield fundraising activities, such as events. Amy argues that the key to successful long-term, sustainable fundraising lies in dramatically increasing your fundraising income from individual donors. And savvy fundraisers will do well to heed her advice. But how can you get started? With Amy at the helm, guiding you in developing your organization's major gifts program, you'll find it's absolutely doable. Amy doesn't pull any punches. She makes it clear, if you're going to succeed in major gifts, that everyone will need to be on board and that effective and consistent fundraising training is a must. It's a commitment. Throughout the book, she explains key fundraising concepts, the difference between major gifts and capital campaigns, how to determine exactly what constitutes a major gift for your organization, the importance of gift acceptance policies, job responsibilities for your major gift team, the role of online fundraising in major gifts fundraising, the role of direct mail, maintaining your database, and more. In short, she cuts to the chase to show you that major gift fundraising is something that, yes, you can do. It just takes focus and Amy's know-how, marvelously outlined within these pages. Part One-- You Can Raise Major Gifts in Only Five Hours per Week! Chapter One: The Secret to Successful Fundraising: Creating a Culture of Philanthropy and Professionalism at Your Organization Chapter Two: Creating Your Strategy Chapter Three: The Secret Weapon of Major Gifts: Engaging Your Board Chapter Four: Creating an Army of Advocates and the Role of Social Media Chapter Five: What Does Bulk Mail Have to Do with Major Gifts? Part Two-- Are You Ready to Ask for a Major Gift? Preparing to Ask Chapter Six: Who Will You Ask for Major Gifts? Chapter Seven: Researching Your Prospects: The Fine Line between Professional and Creepy Chapter Eight: The Art and Science of Getting a Meeting: How to Meet With People You Know--and with People You Don't Chapter Nine: How to Build Deeper Relationships with Major Gift Prospects Part Three-- The Moment of Truth: Asking and Beyond Chapter Ten: Get Ready to Ask Chapter Eleven: The Moment of Truth (Time to Ask) Chapter Twelve: More Than Simply Thank You Part Four-- Taking Your Organization to the Next Level Chapter Thirteen: Considering a Capital Campaign? Chapter Fourteen: Can a Small Shop Really Do Planned Giving? Chapter Fifteen: Moving on Up: Taking Your Organization to the Next Level

The single most important skill in coaching is asking powerful questions. In this volume, master coach trainer Tony Stoltzfus joins with 12 other professional coaches to present dozens of valuable asking tools, models and exercises, then illustrates these coaching strategies with over 1,000 examples of penetrating questions. Covering the gamut from basic techniques like options and actions to advanced concepts such as challenge and reframing, Coaching Questions is a book that will find a home on any coach's short list of handy references. Coaching Questions: A Coach's Guide to Powerful Asking Skills includes:1. Dozens of asking tools, models, and strategies.2. The top ten asking mistakes coaches make, and how to correct each one.3. Nearly 1200 examples of powerful questions from real coaching situations.4. Destiny discovery tools organized in a four-part life-purpose model .5. Overviews of 15 popular coaching niches, with a tool and examples for each.6. A schedule of training exercises to help you become a "Master of Asking".

This could very well become one of the most important books in our field. It is a breakthrough of a methodology that really works. It's the best antidote I've read on taking the fear out of asking. It will make you successful. If you already are, it will make you more so. (From the foreword by Jerold Panas.) The breakthrough concept of the Asking Styles makes it possible for anyone to become a more effective fundraiser. Your Asking Style is based on your personality and unique set of strengths when asking for gifts. If you've ever said to yourself "I'm not a fundraiser" or "I don't fit the stereotype," embracing your Asking Style will change your entire mindset. Once you understand your strengths-and challenges-you'll be comfortable, confident and effective. You'll have a roadmap for dealing with donors. You'll know what to say, how to conduct meetings, and how to close gifts.

Donor Retention

Guide for All-Hazard Emergency Operations Planning

How to Make Your Board Dramatically More Effective, Starting Today

The Gift, The Giver, and the Gift Planner

Strategic Fund Development

Everything Begins with Asking for Help

You're Not Listening

Proven Strategies for Nonprofit Organizations

Jerold Panas explores the 25 fundraising habits that distinguish successful nonprofit boards of directors.

Master your game from the inside out! With more than 800,000 copies sold since it was first published thirty years ago, this phenomenally successful guide has become a touchstone for hundreds of thousands of people. Not just for tennis players, or even just for athletes in general, this handbook works for anybody who wants to improve playing music to getting ahead at work. W. Timothy Gallwey, a leading innovator in sports psychology, reveals how to • focus your mind to overcome nervousness, self-doubt, and distractions • find the state of “relaxed concentration” that allows you to play at your best • build skills by smart practice, then put it all together in match play Gallwey's engaging voice, clear examples, and illuminating anecdotes will give you the tools you need to succeed. “Introduced to The Inner Game of Tennis as a graduate student years ago, I recognized the obvious benefits of [W. Timothy] Gallwey's teachings. . . . Whether we are preparing for an inter-squad scrimmage or the National Championship foundation of our program.”—from the Foreword by Pete Carroll

There are eight main reasons why donors stop supporting organizations. Do you know them? You will after reading Retention Fundraising: The New Art and Science of Keeping Your Donors for Life. For three years, pioneering fundraiser Roger Craver immersed himself in a study of nonprofits in the U.S. and the U.K. His singular aim was to understand organization and what can be done to make them stay. Some quick figures show why Craver's book on donor retention is timely: -If yours is a typical organization, you have a 60 to 70 percent chance of obtaining an additional gift from an existing donor. -You have a 20 to 40 percent chance of obtaining an additional gift from a recently lost donor. -You have a 10 to 20 percent chance of obtaining a gift from a prospect. That bears repeating: The average organization has less than a 2 percent chance of securing a gift from a prospect. So one thing is glaringly obvious. The bulk of an organization's fundraising expenditures should be aimed at strengthening relationships with existing donors, not in acquiring new ones (that, of course). Through painstaking research, Craver has singled out the exact ways an organization can deepen donor commitment. There are, he learned, seven key "drivers" that matter most to donors. These "drivers" - ranging from meaningful appreciation to opportunities for authentic involvement - have a direct cause-and- effect relationship to high commitment, and their giving will increase dramatically. Best of all, responding to what your donors want isn't costly, as Craver shows in real-life examples. There's gold in your current donors waiting to be mined. And in Retention Fundraising, Roger Craver has drawn a detailed map to those riches.

When was the last time you listened to someone, or someone really listened to you? "If you're like most people, you don't listen as often or as well as you'd like. There's no one better qualified than a talented journalist to introduce you to the right mindset and skillset—and this book does it with science and humor." -Adam Grant, #1 New York Times Bestseller and Give and Take **Hand picked by Malcolm Gladwell, Adam Grant, Susan Cain, and Daniel Pink for Next Big Ideas Club** "An essential book for our times." -Lori Gottlieb, New York Times bestselling author of Maybe You Should Talk to Someone At work, we're taught to lead the conversation. On social media, we shape our personal narrative to be better than another. So do our politicians. We're not listening. And no one is listening to us. Despite living in a world where technology allows constant digital communication and opportunities to connect, it seems no one is really listening or even knows how. And it's making us lonelier, more isolated, and less tolerant than ever before. A listener by trade, Murphy wanted to know how we got here. In this always illuminating and often humorous deep dive, Murphy explains why we're not listening, what it's doing to us, and how we can reverse the trend. She makes accessible the psychology, neuroscience, and sociology of listening while also introducing us to some of the best listeners out there (a therapist, a moderator, bartender, radio producer, and top furniture salesman). Equal parts cultural observation, scientific exploration, and rousing call to action that's full of practical advice, You're Not Listening is to listening what Susan Cain's Quiet was to introversion. It's time to stop talking and start listening.

The City of Ember

21 Great Ways to Stop Procrastinating and Get More Done in Less Time

Major Gift Fundraising for Small Shops

Mega Gifts

The Inner Game of Tennis

The No-nonsense Guide to Writing the Perfect Case Statement

A 59-minute Guide to Assuring Your Organization's Future

Build Relationships, Win New Business, and Influence Others

The completely revised and expanded edition of a fundraising classic Strategic Fund Development became an instant classic the day the first edition was released. Now in this expanded third edition, it has been revised cover-to-cover with relevant new information and useful new tools and resources. The book addresses the needs for fundraisers of every level of expertise. Experienced development officers find this an invaluable reference tool for educating their colleagues and boards. New fundraisers get firm grounding in best practice and what it really takes to do this work. Executive directors learn how fundraising fits into the organization and what it takes to make fundraising productive. Contains in-depth analysis about what makes organizations effective, including things like leadership, organizational culture, decision-making processes, systems thinking, and well-managed change Offers comprehensive strategic planning insights, with detailed steps, sample research tools, retreat agendas, and complete plans Includes the same tools and resources for fundraising planning This updated classic provides essential insights, with an extra bonus: purchasers get exclusive access to a website of tools and resources.

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.

Planned Giving Simplified A down-to-earth introduction to planned giving by a leading pioneer in the field. In this groundbreaking book, charitable gift planning expert Robert F. Sharpe, Sr., demystifies the complex world of planned giving for not-for-profit managers. He provides a detailed blueprint for starting and building a successful planned giving program, and develops a rational framework for managing the subtle interplay of legal, administrative, and interpersonal factors involved in the planned giving process. Central to Sharpe's proven approach is his controversial definition of the effective charitable gift planner as being not so much a fund raiser as an expert at helping potential benefactors satisfy a deeply felt emotional need. Rather than soliciting or closing on planned gifts, the planner's primary focus should be on forming relationships with donors and providing them with the means and opportunity to fulfill their desire to do good. Using compelling case studies, Sharpe demonstrates his approach in action. He identifies the various types of planned gifts and takes you inside the hearts and minds of the planned givers themselves, revealing their primary motivations and overarching concerns. He then guides you, step-by-step, through the entire planned giving process, and concludes with a clear delineation of the organizational structures required to sustain a planned giving program. Praise for Planned Giving Simplified "This book is a must for all who are serious about establishing or maintaining a successful gift planning program for their institution." --Nancy L. Perazelli, CFRE Gift Planning Officer, Drake University, Des Moines, Iowa. "In his own inimitable style, Bob Sharpe has done an admirable job of describing the planned giving process in an easy-to-understand manner. Woven throughout is the emphasis on the important human relationship between the donor and the charitable gift planner." --Walter T. Weaver, III Director, Finance Support Division, Boy Scouts of America. "Robert F. Sharpe, Sr., has provided a comprehensive road map of the world of planned giving. He guides [readers] to the desired destination without unnecessary detours along the way. His book will be a valuable addition to the libraries of not only not-for-profit professionals, but also 'givers' who seek a better understanding of the many routes available to them in their gift planning." --Joseph H. Powell President Emeritus and Senior Consultant, Baptist Memorial Health Care Corporation. "The name Bob Sharpe is synonymous with planned giving. I don't know of anybody who knows more about it and who can better convey its importance." --Reverend Dr. Arthur Caliandro Pastor, Marble Collegiate Church, New York City. "I really like [this book]. It is . . . elegantly simple, direct, and forthright. . . . very enjoyable." --Thomas W. Cullinan, JD Executive Director of Gift Planning, University of Maryland.

"Revised and expanded edition of "How are we doing?"--T.p.

Making the Case

It's Not JUST About the Donor

The Ultimate (Management) Guide to Major Gift Success

Lessons I've Learned About Dynamic Fundraising

The Craft of Research, 2nd edition

The Last Book in the Universe

How to Hold on to Your Donors and Raise Much More Money

Every idea in this book is focused on increasing your overall levels of productivity, performance, and output and on making you more valuable in whatever you do. You can apply many of these ideas to your personal life as well. Each of these twenty-one methods and techniques is complete in itself. All are necessary. One strategy might be effective in one situation and another might apply to another task. All together, these twenty-one ideas represent a smorgasbord of personal effectiveness techniques that you can use at any time, in any order or sequence that makes sense to you at the moment. The key to success is action. These principles work to bring about fast, predictable improvements in performance and results. The faster you learn and apply them, the faster you will move ahead in your career - guaranteed! There will be no limit to what you can accomplish when you learn how to Eat That Frog!

NEW YORK TIMES BESTSELLER • Bill Bryson, bestselling author of A Short History of Nearly Everything, takes us on a head-to-toe tour of the marvel that is the human body—with a new afterword for this edition. Bill Bryson once again proves himself to be an incomparable companion as he guides us through the human body—how it functions, its remarkable ability to heal itself, and (unfortunately) the ways it can fail. Full of extraordinary facts (your body made a million red blood cells since you started reading this) and irresistible Brysonesque anecdotes, The Body will lead you to a deeper understanding of the miracle that is life in general and you in particular. As Bill Bryson writes, “We pass our existence within this wobble of flesh and yet take it almost entirely for granted.” The Body will cure that indifference with generous doses of wondrous, compulsively readable facts and information. As addictive as it is comprehensive, this is Bryson at his very best, a must-read owner’s manual for every body.

Are you a non-profit leader or manager who wants to know how to effectively lead your mid, major or planned giving team? Or, are you someone who aspires to be a non-profit leader and you're searching for knowledge on how major gift programs work? This book is for you. Richard Perry and Jeff Schreifels, after writing their highly successful first book, It's Not JUST About the Money, which helped thousands of non-profit's launch their major gift programs have now written their second book, "It's Not JUST About the Donor", the ultimate leadership and management guide in how to lead a successful major gift program. This book has been called a manifesto on how leadership and management can support mid, major and planned giving teams to successfully build authentic relationships with donors. This book will inspire you to become the supportive leader and manager your staff need in order for them to be successful and it gives you all the tools to do it! Your soul will be uplifted while your brain will be filled with practical knowledge for how to lead your team and execute strategies that will lead to more NET revenue for your mission.

An arsenal of powerful questions that will transform every conversation Skillfully redefine problems. Make an immediate connection with anyone. Rapidly determine if a client is ready to buy. Access the deepest dreams of others. Power Questions sets out a series of strategic questions that will help you win new business and dramatically deepen your professional and personal relationships. The book showcases thirty-five riveting, real conversations with CEOs, billionaires, clients, colleagues, and friends. Each story illustrates the extraordinary power and impact of a thought-provoking, incisive power question. To help readers navigate a variety of professional challenges, over 200 additional, thought-provoking questions are also summarized at the end of the book. In Power Questions you'll discover: The question that stopped an angry executive in his tracks The sales question CEOs expect you to ask versus the questions they want you to ask The question that will radically refocus any meeting The penetrating question that can transform a friend or colleague's life A simple question that helped restore a marriage When you use power questions, you magnify your professional and personal influence, create intimate connections with others, and drive to the true heart of the issue every time.

And Helping the Others Succeed

Who Gives Them, Who Gets Them

A Coach's Guide to Powerful Asking Skills

Building Profitable Relationships That Last

56 Days

Coaching Questions

A 59-minute Guide to Everything Board Members, Volunteers, and Staff Must Know to Secure the Gift

The Body

AskingA 59-minute Guide to Everything Board Members, Volunteers, and Staff Must Know to Secure the GiftEmerson & Church, Publishers

Make workplace conflict resolution a game that EVERYBODY wins! Recent studies show that typical managers devote more than a quarter of their time to resolving coworker disputes. The Big Book of Conflict-Resolution Games offers a wealth of activities and exercises for groups of any size that let you manage your business (instead of managing personalities). Part of the acclaimed, bestselling Big Books series, this guide offers step-by-step directions and customizable tools that empower you to heal rifts arising from ineffective communication, cultural/personality clashes, and other specific problem areas—before they affect your organization's bottom line. Let The Big Book of Conflict-Resolution Games help you to: Build trust Foster morale Improve processes Overcome diversity issues And more Dozens of physical and verbal activities help create a safe environment for teams to explore several common forms of conflict—and their resolution. Inexpensive, easy-to-implement, and proved effective at Fortune 500 corporations and mom-and-pop businesses alike, the exercises in The Big Book of Conflict-Resolution Games delivers everything you need to make your workplace more efficient, effective, and engaged.

An honest guide to depression and anxiety, from rock bottom to recovery, from someone who has been through it and come out the other side. Everything Begins with Asking for Help is a frank, insightful and thought-provoking book on mental health, drawing on the author's own experience of a

severe mental breakdown and sharing the recovery tools he has developed in partnership with various medical professionals and mental health experts. Kevin shares his own story to give the book a vital human element, explaining how his fast-paced life in Berlin as a successful magazine journalist was brought to a sudden halt by a major depressive episode. In this dark time, Kevin reached out to friends for help, and it was that act - asking for help - that set him on the long road to recovery. Building on this narrative, Kevin leads the reader through the stages of asking for help, learning to listen, the physical, emotional and mental elements of recovery, and how to maintain stable mental health at home and at work. Written with warmth, honesty and compassion, this is is a valuable resource for anyone who needs help and doesn't know where to begin. Since 1995, more than 150,000 students and researchers have turned to The Craft of Research for clear and helpful guidance on how to conduct research and report it effectively . Now, master teachers Wayne C. Booth, Gregory G. Colomb, and Joseph M. Williams present a completely revised and updated version of their classic handbook. Like its predecessor, this new edition reflects the way researchers actually work: in a complex circuit of thinking, writing, revising, and rethinking. It shows how each part of this process influences the others and how a successful research report is an orchestrated conversation between a researcher and a reader. Along with many other topics, The Craft of Research explains how to build an argument that motivates readers to accept a claim; how to anticipate the reservations of thoughtful yet critical readers and to respond to them appropriately; and how to create introductions and conclusions that answer that most demanding question, "So what?" Celebrated by reviewers for its logic and clarity, this popular book retains its five-part structure. Part 1 provides an orientation to the research process and begins the discussion of what motivates researchers and their readers. Part 2 focuses on finding a topic, planning the project, and locating appropriate sources. This section is brought up to date with new information on the role of the Internet in research, including how to find and evaluate sources, avoid their misuse, and test their reliability. Part 3 explains the art of making an argument and supporting it. The authors have extensively revised this section to present the structure of an argument in clearer and more accessible terms than in the first edition. New distinctions are made among reasons, evidence, and reports of evidence. The concepts of qualifications and rebuttals are recast as acknowledgment and response. Part 4 covers drafting and revising, and offers new information on the visual representation of data. Part 5 concludes the book with an updated discussion of the ethics of research, as well as an expanded bibliography that includes many electronic sources. The new edition retains the accessibility, insights, and directness that have made The Craft of Research an indispensable guide for anyone doing research, from students in high school through advanced graduate study to businesspeople and government employees. The authors demonstrate convincingly that researching and reporting skills can be learned and used by all who undertake research projects. New to this edition: Extensive coverage of how to do research on the internet, including how to evaluate and test the reliability of sources New information on the visual representation of data Expanded bibliography with many electronic sources

Making a Case Your Donors Will Love

The Secret to Selling the Dream

Leading with Questions

52 Tips for Improving Your Skills

The Artful Journey

The Big Book of Conflict Resolution Games: Quick, Effective Activities to Improve Communication, Trust and Collaboration

The Fundraising Habits of Supremely Successful Boards

Meant to aid State & local emergency managers in their efforts to develop & maintain a viable all-hazard emergency operations plan. This guide clarifies the preparedness, response, & short-term recovery planning elements that warrant inclusion in emergency operations plans. It offers the best judgment & recommendations on how to deal with the entire planning process -- from forming a planning team to writing the plan. Specific topics of discussion include: preliminary considerations, the planning process, emergency operations plan format, basic plan content, functional annex content, hazard-unique planning, & linking Federal & State operations.

This fast-paced action novel is set in a future where the world has been almost destroyed. Like the award-winning novel Freak the Mighty, this is Philbrick at his very best. It's the story of an epileptic teenager nicknamed Spaz, who begins the heroic fight to bring human intelligence back to the planet. In a world where most people are plugged into brain-drain entertainment systems, Spaz is the rare human being who can see life as it really is. When he meets an old man called Ryter, he begins to learn about Earth and its past. With Ryter as his companion, Spaz sets off an unlikely quest to save his dying sister -- and in the process, perhaps the world.