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| 1. Record Nr. | UNISOBE600200005958 |
| Autore | Montano, Rocco |
| Titolo | Il canto 17. del Purgatorio / Rocco Montano |
| Pubbl/distr/stampa | Firenze : Le Monnier, 1964 |
| Descrizione fisica | 46 p. ; 21 cm |
| Collana | Lectura Dantis Scaligera |
| Lingua di pubblicazione | Italiano |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
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|-------------------------|---|
| 2. Record Nr. | UNINA9910785245403321 |
| Autore | Rosen Michael J |
| Titolo | Donor-centered planned gift marketing [[electronic resource]] / Michael J. Rosen |
| Pubbl/distr/stampa | Hoboken, N.J., : Wiley, 2011 |
| ISBN | 0-470-91533-1
1-282-85987-0
9786612859878
0-470-91531-5 |
| Descrizione fisica | 1 online resource (382 p.) |
| Collana | AFP fund development series
Nonprofit essentials |
| Disciplina | 658.15/224 |
| Soggetti | Deferred giving - United States
Deferred giving
Fund raising |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Note generali | Includes index. |
| Nota di contenuto | Donor-Centered Planned Gift Marketing (AFP Fund Development |

Series); The AFP Fund Development Series; Contents; Foreword; Preface; Acknowledgments; Chapter 1: Introduction to Donor-Centered Marketing; Chapter 2: Identify Who Makes Planned Gifts; Chapter 3: Identify What Motivates Planned Gift Donors; Chapter 4: Educate and Cultivate Planned Gift Prospects; Chapter 5: Educate and Cultivate Professional Advisors; Chapter 6: The Ask; Chapter 7: Stewardship; Chapter 8: Getting Started; Appendix A: Planned Gift Program Potential Worksheet; Appendix B: Bequest Confirmation Form Appendix C: Sample Internal Case for Donor-Centered Philanthropic Planning: GPD Academy Appendix D: Cost to Raise a Planned Gift Dollar Worksheet; Notes; Glossary; References; About the Author; AFP Code of Ethical Principles and Standards; A Donor Bill of Rights; Model Standards of Practice for the Charitable Gift Planner; Index

Sommario/riassunto

A fresh step-by-step guide for identifying your nonprofit's planned giving prospects and inspiring them to give generously Donor-Centered Planned Gift Marketing helps nonprofit organizations move beyond traditional marketing techniques that have historically yielded only modest results and reveals how putting the focus on the donor can produce the best outcomes for all. Here, nonprofits new to gift planning will learn to market effectively from the start while those with established programs will discover ways to enhance their efforts. You will learn about various donor-centered

3. Record Nr.	UNINA9910971419203321
Autore	Lambert Kenneth
Titolo	Analysis, repair, and individuation / / Kenneth Lambert
Pubbl/distr/stampa	London ; ; New York, : Karnac, 1994
ISBN	0-429-91077-0 0-429-89654-9 0-429-47177-7 1-283-06830-3 9786613068309 1-84940-171-3
Edizione	[1st]
Descrizione fisica	1 online resource (252 p.)
Collana	The Library of analytical psychology ; ; v. 5
Disciplina	150.19/5 155.2
Soggetti	Psychoanalysis Psychotherapy Individuation (Philosophy)
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	"Published for The Society of Analytical Psychology, London".
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	COVER; Contents; Editorial introduction; Preface; Author's introduction; Chapter One Individuation and the mutual influence of psychoanalysis and analytical psychology; Chapter Two Personal psychology and the choice of analytic school; Chapter Three Individuation and the personality of the analyst; Chapter Four Resistance and counter-resistance; Chapter Five Archetypes, object-relations and internal objects; Chapter Six Reconstruction; Chapter Seven Transference counter-transference and interpersonal relations; Chapter Eight Dreams and dreaming; Chapter Nine The individuation process GlossaryReferences; Index
Sommario/riassunto	An exposition on individuation including 'Archetypes, Individuation and Internal Objects' and 'The Individuation Process'