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| 1. Record Nr. | UNINA9910830387203321 |
| Autore | Stevenson Scott |
| Titolo | Major Gift Essentials: Everything You Need to Know to Secure Big Gifts |
| Pubbl/distr/stampa | [Place of publication not identified], : Jossey Bass Imprint, 2013 |
| ISBN | 1-118-70399-5 |
| Descrizione fisica | 1 online resource (50 pages) |
| Disciplina | 658.15224 |
| Soggetti | Fund raising - United States Gifts - United States Nonprofit organizations - Management Nonprofit organizations - United States - Management |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Note generali | Bibliographic Level Mode of Issuance: Monograph |
| Nota di contenuto | Establishing a Major Gifts Program -- Identifying Top-Dollar Prospects -- Cultivating Major Donors -- Soliciting Transformational Gifts -- Mastering a Range of Planned Giving Vehicles -- Capital Campaigns and Naming Opportunities -- Major Donor Recognition and Stewardship -- Building a Fundraising Board -- High-Dollar Gift Clubs and Giving Societies. |
| Sommario/riassunto | Originally published by Stevenson, Inc. , this practical resource presents nonprofit organizations with information on how to secure major gifts, including expert advice on how to identify and approach donors and tips, techniques, and best practices for soliciting major gifts. |