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Autore	Daubert Erik J
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Nota di contenuto

The Annual Campaign (AFP Fund Development Series); The AFP Fund Development Series; Contents; Preface; Acknowledgments; About the Author; Chapter 1: What Is the Annual Fund?; Chapter 2: Benefits of the Annual Campaign; Chapter 3: Assessing Campaign Readiness; Chapter 4: Developing the Case for Support; Chapter 5: Recruiting Volunteers; Chapter 6: Building Your Campaign Teams; Chapter 7: Building Relationships and Asking for the Gift; Chapter 8: Planning and Evaluating Your Campaign; Index

Sommario/riassunto

Expert advice for building and managing a well-run annual support campaign of a nonprofit organization Nonprofit Essentials: The Annual Campaign reveals how to run a well-managed and well-coordinated annual campaign effort from the perspective of the large or small nonprofit organization. Centering on real-world campaigns and best practices in the 21st century for annual support, this book presents step-by-step guidance and practical tools including diagrams of annual campaign structures for use in local nonprofits, checklists for annual support campaigns, assessments for annual suppo