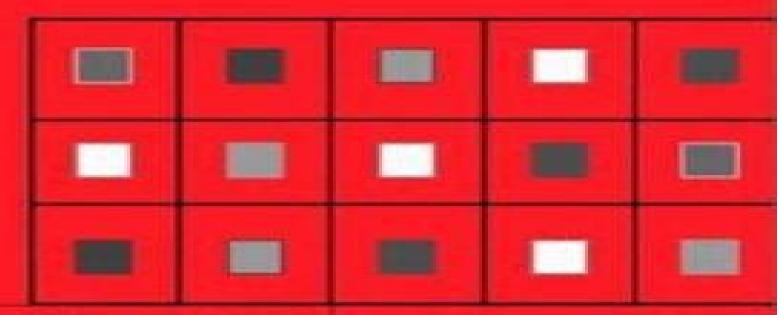
# PLANNED GIVING WORKBOOK



RONALD R. JORGAN KATELYN L. QUYNN



# **Planned Giving Workbook**

**Kevin Johnson** 

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Quynn, 2002-11-06 Practical and proven guidelines for launching and growing a successful planned giving program For planned giving officers and development staff members documentdevelopment is a critical part of the job Nonprofit employees must create documents that take many forms including detailed proposals describing complicated gift options marketing materials correspondence to donors professional advisors and staff members exhibits agreements presentation materials and IRS andtax related documents This workbook together with the documents contained on the accompanying CD ROM will help employees of development organizations draft design and develop a variety ofdocuments that can accomplish their organization s goals The Planned Giving Workbook contains a CD ROM with 425 documents to assist nonprofit development staff mentors and planned giving officers in their jobs These documents serve as models ortemplates to be used in planned giving and development Thedocuments are divided into seven categories with one chapter of the Workbook devoted to each type of document The seven categories are Marketing Agreements Correspondence Administrative Documents Exhibits Presentations Tax and IRS Documents Planned giving officers development professionals nonprofitexecutives and consultants will find the Planned Giving Workbookto be a vital tool for long term fundraising **Planned Giving** Ronald R. 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Wahlers, 2016-08-27 Charitable planned giving is a difficult and technically challenging yet powerful segment of fundraising This book along with the companion Getting Started in Charitable Gift Planning The Resource Book is the first to break it down into a conversational read while delivering what the reader needs to get started and excel Planned Giving Simplified Robert F. Sharpe, 1998-11-16 Planned Giving Simplified A down to earth introduction to

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Sagrestano,Robert E. Wahlers,2016-08-27 Planned giving has always seemed out of reach for anyone other than planned giving specialists and professional advisors Brian Sagrestano and Robert Wahlers want to change all that In this Resource Book the authors break down barriers and present an easy to understand guide to the 21st century version of planned giving

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The Complete Guide to Planned Giving Debra Ashton, 1991

**Donor-Centered Planned Gift Marketing** Michael J. Rosen,2010-11-29 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

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