

CAPITAL CAMPAIGN STEPS

Successful capital campaigns follow a carefully structured process

PRE-CAMPAIGN PLANNING

Internal evaluation of your organization's capacity for a capital campaign

FEASIBILITY STUDY

Study to determine the capacity and potential support for your capital campaign

QUIET PHASE

Secure support from leadership gifts to raise 50-75% of your goal

PUBLIC PHASE

Engage current and new donors to fulfill the capital campaign

STEWARDSHIP

Demonstrate gratitude and communicate stories of your capital campaign

POST-CAMPAIGN EVALUATION

Thorough review of the campaign and identifying lessons learned

Preparing Your Capital Campaign

Andrea Kihlstedt



Preparing Your Capital Campaign:

Fundraising Basics: A Complete Guide Barbara L. Ciconte, Jeanne Jacob, 2008-12-18 As nonprofit organizations face heightened scrutiny by the general public donors regulators and members of Congress the Third Edition of the essential book on the basics of fundraising provides new up to date and valuable information that every fundraiser needs to know With ethics and accountability being the primary theme of the third edition this practical guide will continue to provide an overview of the field and give development staff managers and directors a platform from which to operate their fundraising programs The new expanded edition also provides much needed information on developing a case for support giving trends donor motivations planning setting up a development operation impact of new technologies on fundraising return on investment estimates workflow timetables and the importance of the Internet This primer remains a must have for anyone new staff or volunteer to the fundraising field those wishing to expand their fundraising knowledge those working in supporting foundations or those contemplating taking the CFRE exam New to the Third Edition Thoroughly updated chapters including new information on email and online fundraising Development related policies and procedures and position descriptions A new chapter on Fundraising with Chapters or Affiliates New case studies samples and tools Updated references and citations Updated glossary Click on Additional Resources to View Sample Chapters 2009 602 pages *The Fundraising Feasibility Study* Martin L. Novom, 2007-06-15 The Fundraising Feasibility Study It s Not About the Money This in depth and accessible collection of essays by fundraising experts goes a long way in demystifying the capital campaign feasibility study It is a must read for administrators and trustees of any charitable organization considering embarking on a capital campaign John Bloom Director Advisory Services RSF Innovations in Social Finance At last a book that tells all about a pre campaign development planning study aka feasibility study From the role of the organization and its board to the role of the consultant and development staff this book documents how readiness is the path to success If you ve always wondered how conclusions are drawn findings explained and recommendations developed read this book It s all here James M Greenfield ACFRE FHP author Fund Raising Evaluating and Managing the Fund Development Process and Fundraising Fundamentals and editor The Nonprofit Handbook Fund Raising Third Edition The Fundraising Feasibility Study provides fundamental information on one of the most important if little understood elements of successful fundraising Written by a cadre of the most experienced and knowledgeable professionals in the field it offers insights and useful information that will be valuable to practitioners and scholars alike James P Gelatt PHD Professor Graduate School of Management Technology University of Maryland University College **The Nonprofit Manager's Resource Directory** Ronald A. Landskroner, 2002-04-30 A newly revised and updated edition of the ultimate resource for nonprofit managers If you re a nonprofit manager you probably spend a good deal of your time tracking down hard to find answers to complicated questions The Nonprofit Manager s Resource Directory Second Edition provides instant answers to all your questions concerning

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Fundraising Basics Barbara L. Ciconte, Jeanne G. Jacob, 2005 This primer helps new fund raisers learn the basics from the vocabulary of fund raising to the nuances of major trends affecting nonprofit fundraising today With up to date case studies and real life examples this practical guide will provide an overview of the field and give development staff managers and directors a platform from which to operate their fund raising programs This guide is a must have for anyone new to the

fund raising arena **Money Matters in Church** Aubrey Malphurs, Steve Stroope, 2007-07-01 Money Matters in Church helps leaders to discover a one stop comprehensive model for managing finances and fundraising It guides leaders of any size church or ministry to create a culture of giving that supports savvy faithful and legal financing The authors present a biblical theology of stewardship that supports ways to develop donors and maximize contributions enact a strategic budget and effective audit process project income and expenses work with banks compensate staff and address debt The book s practical step by step approach makes finance issues understandable for leaders without a business background Capital Campaigns Andrea Kihlstedt, 2002 Fundraising *Fundraising for Libraries* James Swan, 2002 This book gives a basic overview of fundraising and discusses 25 fundraising techniques from conducting capital campaigns to writing grants

The Fund Raiser's Guide to Successful Campaigns Ted D. Bayley, 1988 **Preparing Your Capital Campaign** Marilyn Bancel, 2000-09-29 Marilyn Bancel has written a highly accessible readable guide to a very complex process which is no mean feat Even if you have been through a capital campaign before and think you re ready and especially if you re new to the capital campaign process read it Preparing Your Capital Campaign provides valuable insights and practical planning tools that will bolster your capacity to take on a campaign s challenge Clara Miller president Nonprofit Finance Fund In this hands on workbook fund raising expert Marilyn Bancel shows you how to prepare your organization to embark on a successful capital campaign detailing each step that must be taken before the launch Preparing Your Capital Campaign part of the Excellence in FundRaising Workbook Series breaks down the preparation stage into practical manageable parts outlining in straightforward language such essentials as creating a campaign timetable setting up the campaign committee determining a campaign goal and getting the whole organization ready for a fund raising drive Packed with useful resources this nuts and bolts workbook includes a campaign skills checklist strategies for estimating fund raising costs a sample campaign budget and a list of Web sites tailored to the specific needs of fund raisers If you are brand new to fund raising the book offers a concise introductory chapter that lays out the basics and answers the key questions about capital campaigns More experienced fund raisers will benefit from a wealth of reminders for avoiding common mistakes and a framework for staying focused on the factors that are most important for success Preparing Your Capital Campaign will show you how to make the most of this critical fund raising strategy *Losing Your Executive Director Without Losing Your Way* Carol Weisman, Richard I. Goldbaum, 2004-03-05 Publisher Description **Advancing Philanthropy**, 2005 *Made Possible By* Patricia Martin, 2004 This title provides the information nonprofits need to know to secure responsible rewarding sponsorship It guides readers through the key steps in the process getting organizational buy in approaching corporations preparing proposals negotiating contracts reporting results and more *The Complete Guide to Fund-Raising Management* Stanley Weinstein, 1999 With explanations of basic fund raising principles and practices as well as the fundamentals of strategic management The Complete Guide to Fund Raising Management shows how to oversee a comprehensive resource

development program that focuses on planning self assessment and continual improvement Stressing the importance of high payoff cost effective fund raising strategies this book provides straight forward guidelines and step by step instructions on how to strengthen your not for profit organization and garner the resources needed to carry out its mission Jacket

ARNOVA Abstracts ,2001 **Hank Rosso's Achieving Excellence in Fund Raising** Henry A. Rosso,Eugene R. Tempel,2003-03-06 This thoroughly revised and updated edition of the classic book in the field provides a conceptual foundation for the fund raising profession Hank Rosso s Achieving Excellence in Fund Raising examines the profession s principles strategies and methods and is filled with practical examples Guided by the enduring philosophy of fund raising master Henry A Rosso contributors explain the reasoning behind the planning and selection of strategies for all fund raising activities including building your case for support approaching donors managing campaigns and demonstrating stewardship The greatest compliment a master teacher can be paid is to have his students carry on in grand fashion his work His students learned well and many have achieved excellence Hank s work lives on in their words Kent E Dove senior adviser Indiana University Foundation There are few true classics in the literature upon which any field of practice is based Achieving Excellence in Fund Raising serves the nonprofit sector with a distinctive blend of quality leadership and sound guidance Fund development success is built on the strategic integration of the contents of this important publication Robert F Long vice president for programs W K Kellogg Foundation Excellence in Fund Raising includes the different cultures of giving with the latest in diversity fund raising a must for any nonprofit leader Rebecca Adamson founder and president First Nations Development Institute As the medical profession has its Gray s Anatomy the fund raising profession now has an equivalent text I have practiced this profession for forty two years and I am confident that there is nowhere else one could or need go beyond Achieving Excellence in Fund Raising second edition to gain an understanding of the comprehensive anatomy of fund raising This book should be must reading for all who currently practice as a reminder of all the great and lasting principles that define this calling and for all who aspire to enter this noble and fulfilling profession Charles R Stephens managing partner Skystone Ryan Inc **Fundraising For Dummies?** John Mutz,Katherine Murray,2000-05-22 Fundraisers here are the tricks that get the cash Fundraising For Dummies is the complete fun to read guide to the art and science of raising money for nonprofit endeavors from Little League to big foundations Fundraising For Dummies helps you to Find the secrets of writing grants that get the green Conduct effective grassroots campaigns phone and mail solicitations events and more Discover tips on starting a nonprofit organization from scratch Put the fun in fundraising Watch as your volunteer force turns into your front ranks and wait to hear those noes turn into yesses as For Dummies turns your marketing techniques into solid gold **The Official Catholic Directory** National Register Publishing,Nrp,2005-05 Giving status of the Catholic Church as of January 1 2005 **The Literature of the Nonprofit Sector** ,1995 The first volume was a cumulative volume which contained the Foundation Center collection Subsequent editions include all the Foundation Center acquisitions acquired

annually as well as other current literature Planning Special Events James S. Armstrong, 2001-02-27 This workbook was developed as part of the curriculum of The Fund Raising School at the Indiana U Center on Philanthropy Following an overview of special event fund raising are questions designed to help fund raising professionals and volunteers evaluate which kinds of events are right for their particular cause All stages of special events from planning through the event and afterwards are described Worksheets are provided to assist with keeping track of details and keeping on schedule Coverage extends to committee structures and the handling of legal insurance tax and record keeping issues Annotation copyrighted by Book News Inc Portland OR

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