

Suggested Reading & Resources

Further Reading

The Accidental Fundraiser, by Stephanie Roth

Achieving Excellence in Fund Raising, by Henry A. Rosso and Associates

Beyond Fundraising, by Kay Sprinkel Grace

Boards That Love Fundraising by Robert M. Zimmerman and Ann W. Lehman

The Complete Book of Model Fund-Raising Letters by Roland Kuniholm

The Complete Guide to Fundraising Management by Stanley Weinstein

The Complete Guide to Planned Giving by Debra Ashton

Fundraising for Non Profits by Burke Keegan

Fundraising for Social Change by Kim Klein

Fundraising in Times of Crisis by Kim Klein

Planning and Implementing Your Major Gifts Campaign by Suzanne Irwin-Wells

Storytelling for Grantseekers by Cheryl Clarke

Preparing Your Capital Campaign by Marilyn Bancel

Planned Giving Simplified by Robert F. Sharpe, Sr.

Planning Special Events by James Armstrong

Revolution in the Mailbox by Mal Warwick

The Ask by Laura Fredericks

The Foundation Center's Guide to Proposal Writing by Jane C. Geever and Patricia McNeill

Winning Grants Step by Step: Support Centers of America's Complete Workbook for Planning,

Developing, Writing Successful Proposals by Mim Carlson

Libraries

The Foundation Center
312 Sutter Street, Rm. 606
San Francisco, CA 94108
415-397-0902

Online Fundraising Guides, Samples, and Templates

- Building a Case for Support (sample documents and tool kit)
http://majorgivingnow.org/resources/case_building.html
- Annual Fundraising Plan Template
<https://www.rivernetwork.org/resource/fundraising-plan-1-year-template/>
- Fundraising appeals, phone scripts, etc – (sample documents)
<http://www.supportingadvancement.com/revenue/samples/samples.htm>

Organizations

- Association of Fundraising Professionals – www.afpnet.org
- CompassPoint Nonprofit Services – www.compasspoint.org
- Development Executives Roundtable, SF Bay Area- www.dersf.org
- Grassroots Institute for Fundraising Training – www.grassrootsfundraising.org

Periodicals & Websites

- The Chronicle of Philanthropy – <http://philanthropy.com>
- Foundation Center – www.fdncenter.org
- Grants.gov – www.grants.gov
- Grassroots Fundraising Journal – www.grassrootsfundraising.org
- Guidestar – www.guidestar.org
- The NonProfit Times – www.nptimes.com