



# OPENING DOORS

PATHWAYS TO DIVERSE DONORS

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# Opening Doors Pathways To Diverse Donors

**Mal Warwick**

## **Opening Doors Pathways To Diverse Donors:**

Opening Doors Diana S. Newman,Council on Foundations,2002-11-29 Winner of the 2002 Skystone Ryan Research Prize from the Association of Fundraising Professionals Sponsored by the prestigious Council on Foundations Opening Doors is a down to earth guide for fundraising practitioners who want to broaden their funding base and reach new donors or improve the diversity of their existing development programs Based in solid research Opening Doors provides information about the cultural and charitable practices of four broad groups African Americans Asian Americans Latinos and Native Americans It is filled with illustrative personal stories real life examples and proven strategies In addition this hands on resource Helps readers understand the rich philanthropic traditions in diverse American populations Shows how to encourage prospects to become donors through personal meetings house parties special events and direct mail Presents practical ideas for seeking gifts from business owners of diverse cultural backgrounds Describes appropriate and effective ways to encourage small donors to become large donors

### **Philanthropy and Fundraising in American Higher Education, Volume 37,**

**Number 2** Noah D. Drezner,2011-05-17 From gifts of blankets chickens and candles to multimillion dollar gifts and billion dollar campaigns voluntary support of American higher education has been part of the American ethos since the founding of the colonial colleges Peter Dobkin Hall in 1992 noted that no single force is more responsible for the emergence of the modern university in America than giving by individuals and foundations Institutions are turning to private giving to meet budgetary demands This book provides a review of the philanthropy and fundraising literature and addresses the impact of philanthropy on American higher education the theoretical underpinnings and motivations for voluntary support and a comprehensive look at the mechanics of fundraising

### **Nonprofit Essentials** Diana S. Newman,2005-03-04 Praise for

Endowment Building This comprehensive work shows how endowments can provide multiple opportunities for donor involvement when the solicitation program is well designed and integrated with other fund development and program goals Emphasizing the critical ethical issues inherent in marketing and structuring endowment gifts it is an excellent reference manual and training guide Joanne Scanlan PhD Senior Vice President for Professional Development Council on Foundations Washington D C Endowment Building provides both practical hands on advice and a philosophical inspirational framework to guide novice and experienced mission based organizations Given the demographic opportunities and challenges facing the nonprofit world this book is a must read Nancy Herrold Strapp Executive Vice President and Chief Development Officer Buckhorn Children Family Services Louisville Kentucky A comprehensive guide on how to start grow and maintain an endowment It shows how to put theory into practice with numerous real life examples and success stories Joe Bull Director of Planned Giving The Ohio State University Columbus Ohio After you read this book you will know what to do and how to do it It is a wonderful tool for new and emerging community foundations Kay M Marquet President and CEO Community Foundation Sonoma County California Endowment Building is an insightful succinct easy to read resource on building

successful endowment programs It s a well organized guide containing practical suggestions and reminders of things development professionals know but some times forget Jeff W Smith Vice President and Trust Counsel Baptist Foundation of Texas Dallas **Fundraising in Diverse Cultural and Giving Environments** Robert E. Fogal,2003-04-02 Bringing diverse cultural traditions into philanthropic fundraising can be rewarding for all parties involved Accomplishing that daunting task successfully is the theme of this issue Opening a constructive dialogue between theory and practice in philanthropic fundraising in diverse cultural and giving environments editor Robert E Fogal executive director of St Mary s Duluth Clinic Foundation is joined by contributing authors from the 2002 Think Tank on Fundraising at St Mary s College Notre Dame Indiana Exploring the topic from a variety of perspectives editor and authors seek a set of normative recommendations and findings that will promote a stronger philanthropic community and extend professional academic and public conversations about philanthropic issues Chapters examine trends in giving in African American Asian American Latino and Native American communities Pier C Rogers presents the results of structured interviews with Africa American philanthropic professional managers volunteer leaders and fundraisers for nonprofits and provides insight into values attitudes and practices in this community Janice Gow Petty addresses the theme of remittances in nonmajority immigrant families and explores ways that the majority culture can understand and engage this tradition to create new models of giving that successfully blend various and distinct methods of giving and sharing Mike Cortes examines common assumptions about the Hispanic community and illustrates the more specific geographical identities in that diverse Latino community that supersedes the term Similarly Kay C Peck reminds fundraising professionals that there is no single American Indian culture and stresses the importance of recognizing the history of cultural destruction as a prerequisite to understanding philanthropic traditions within the American Indian community Effects of race and gender on giving and volunteering are explored Presenting the results of a survey of 885 Indiana households a research team at the School of Public and Environmental Affairs Indiana University Purdue University Indianapolis examines these effects and tracks them across different survey methodologies used in eight past studies Findings from this study bring to light significant and surprising trends in giving and volunteering behaviors by race and gender Philanthropic fundraisers must also recognize emerging cultures Working at the Community Foundation Silicon Valley Barbara Larson explores the new philanthropy in the dot com world and reveals the breakdown of donor market categories in the face of the variety of options and vehicles for giving in this volatile constantly changing donor community Unexpected trends emerging in the wake of the Bush administrations initiatives to foster faith based engagement in social welfare through government funding must be recognized as well Director of Development for Catholic Near East Welfare Association Margaret Guellich examines some of the potential risks to mission integrity stewardship and donor erosion Thomas H Jeavons visiting fellow at the Yale University Program on Nonprofit Organizations at Yale Divinity School cautions against perceive faith based organizations as monolith social entities

and demonstrates that the impact of the proposed government program is likely to be small What does the fundraising professional need to face these and other emerging challenges Roger C Hedgepeth principal consultant for CWC Hedgepeth Group asserts that fundraising and fundraising professionals are not prepared to deal with the cultural and social changes they face Instead they need to become boundary spanners characterized by uncommon professional skills that are supported by keen self awareness and multicultural literacy This volume is a crucial tool for philanthropic fundraisers committed to achieving that goal *Leading Up* Lilya Wagner, 2005-09-16 Fundraisers at all levels discover the art of leading up

Fundraisers know that in order to be successful in their demanding profession they have to get things done And to get things done they need to exercise leadership from whatever rank or position they hold often from the middle This concept is called leading up Recognizing that all fundraisers must be leaders Leading Up teaches professionals the skills and traits they need to be successful in their philanthropic roles Leading Up centers around author Lilya Wagner's unique model which exemplifies the concept of leading up Here fundraisers will discover how to get things done when they're not in charge how to motivate others when they don't have formal authority how to convince or persuade their colleagues and superiors about their need for action and involvement and how to lead when they're not recognized leaders by virtue of power or position Focusing on problem solving concepts Leading Up is packed with thought provoking questions exercises and practical application steps that allow professionals to practice and implement the principles they've just learned The book also includes inspirational quotes on leadership from recognized and successful professionals and leaders Leadership qualities have to be learned and practiced by all who wish to achieve success in fundraising whether boss or not Leading Up provides readers with the groundwork they need to not only build up their causes and organizations but also influence a professional field that is still developing *Diversity and Philanthropy* Lilya Wagner, 2016-03-14 A one size fits all strategy is not effective when it comes to philanthropy and fundraising in today's diversified environment This book enables nonprofit leaders board members staff and volunteers of nonprofit organizations to better reach diverse populations and incorporate perspectives that increase success by surveying the cultural context for philanthropic action *Diversity and Philanthropy* Expanding the Circle of Giving is a concise accessible and research backed resource that explains the traditions of philanthropy an invaluable tool given the proliferation of global nongovernmental organizations that affect every aspect of society in every country Author Lilya Wagner has worked across the globe as fundraising and nonprofit organizations proliferated in the last 25 years This book is an outgrowth of her extensive research as well as an accumulation of her professional interactions in the field and real world knowledge The book begins with an overview of culture and its influence on generosity and then examines the global increase of attention on diversity in giving Chapters address specific cultural and ethnic groups the traditions of their countries of origin what influences their giving in North America and characteristics that are inherent in culture such as religion and attitudes about family The book concludes with an insightful discussion of how to

**Diversity and Philanthropy** Lilya Wagner, 2016-03-14 A one size fits all strategy is not effective when it comes to philanthropy and fundraising in today's diversified environment This book enables nonprofit leaders board members staff and volunteers of nonprofit organizations to better reach diverse populations and incorporate perspectives that increase success by surveying the cultural context for philanthropic action *Diversity and Philanthropy* Expanding the Circle of Giving is a concise accessible and research backed resource that explains the traditions of philanthropy an invaluable tool given the proliferation of global nongovernmental organizations that affect every aspect of society in every country Author Lilya Wagner has worked across the globe as fundraising and nonprofit organizations proliferated in the last 25 years This book is an outgrowth of her extensive research as well as an accumulation of her professional interactions in the field and real world knowledge The book begins with an overview of culture and its influence on generosity and then examines the global increase of attention on diversity in giving Chapters address specific cultural and ethnic groups the traditions of their countries of origin what influences their giving in North America and characteristics that are inherent in culture such as religion and attitudes about family The book concludes with an insightful discussion of how to

be a culturally proficient professional An extensive listing of resources including research on various aspects and angles of the topic and surveys on giving both in North America and globally makes it easy for those who want to pursue related topics in more detail Philanthropy in America Dwight F. Burlingame,2004-08-19 A landmark three volume reference work documenting philanthropy and the nonprofit sector throughout American history edited by the field's most widely recognized authority Developed under the guidance of Dr Dwight Burlingame of the Indiana University Center on Philanthropy one of the nation's premier institutes for the study of philanthropy the three volume *Philanthropy in America A Comprehensive Historical Encyclopedia* is the definitive work on philanthropic charitable and nonprofit endeavors in the United States The first section of the encyclopedia contains over 200 A Z entries covering the lives of important philanthropists the missions and practices of key institutions and organizations and the impact of seminal events throughout the history of the nonprofit sector in America from precolonial times to the present Discussions of philanthropic traditions in ancient civilizations in Europe during colonial times and in countries around the world today provide fascinating contexts for understanding how the American philanthropic experience has developed The encyclopedia also includes a collection of primary source documents legislation foundation reports mission statements etc for convenient review and further research *Race, Gender, and Leadership in Nonprofit Organizations* Marybeth Gasman,N. Drezner,E. Epstein,T. Freeman,V. Avery,2011-11-15 This volume centers on the lives and experiences of female and African American leaders of foundations and nonprofits Contributors to the volume examine race and gender as constructs and provide a theoretical background for understanding their effect on the psycho social development of the individuals **Losing Your Executive Director Without Losing Your Way** Carol Weisman,Richard I. Goldbaum,2004-03-05 Publisher Description **Effective Philanthropy** Mary Ellen S. Capek,Molly Mead,2006 Annotation In *Effective Philanthropy* Mary Ellen Capek and Molly Mead offer strategies for strengthening organizations through a commitment to diversity and gender equality Capek and Mead research shows that institutionalizing a more nuanced understanding of what they call deepdiversity allows organizations to make full use of all the resources they have available bothinside and outside their doors The authors show how foundations have used differences that divideus Race class gender sexual orientation geography age religion physical ability andothers to become learning organizations a proven strategy for organizational effectiveness Byvirtue of their power of the purse and more subtle forms of influence foundations are key playersin US social economic and public policy and are increasingly influential internationally Whenfoundations function effectively there is potential for tremendous public benefit and Capek andMead argue that goals for equity in philanthropy are similar to goals for any effectiveorganization Offering demographics case studies strategic funding initiatives theoreticalanalyses and original research *Effective Philanthropy* describes models for building effectivefoundations that can be applied to all kinds of institutions large and small public and private national and regional bureaucratic and entrepreneurial including colleges and universities nonprofits government agencies and

multinational corporations The diverse case studies and funding initiatives highlighted in the book include California Wellness the Otto Bremer Foundation the Philadelphia Foundation the Ms Foundation for Women s Collaborative Fund for Women s Economic Development and programs for women and girls funded by the United Way of Massachusetts Bay Supported by the W K Kellogg Foundation and Women Philanthropy

**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

**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 **Inclusiveness at Work** Katherine Pease,2005 **Giving USA.** ,2003 **Advancing Philanthropy**

,2005 **Testing, Testing 1, 2, 3** Mal Warwick,2003-03-12 In this text Mal Warwick shows fundraisers how to increase their direct mail results and raise more money by using the scientific process of testing Step by step he walks readers through the process of discovering the perfect combination of offer package and postage In addition this resource offers guidance on the three key elements of direct mail testing designing an effective test interpreting the results and incorporating the lessons learned into future mailings

**Currents** ,2004 **The British National Bibliography** Arthur James Wells,2003 **Books In**

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American Book Publishing Record , 2002

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