

Article Title	Description	Author(s)	Publication Date	Category
Board Members: How Hard Should They Work?	By Kim Klein. From the Grassroots Fundraising Journal, Volume 8, Number 3. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	June-89	Board of Directors
When Board Members Wriggle Out of Fundraising.	By Kim Klein. From the Grassroots Fundraising Journal (GFJ), Volume 8, Number 6. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	December-89	Board of Directors
Advisory Boards: No Miracle Solution.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 9, Number 6. Printer-friendly single article PDF download. 3 pages.	Klein, Kim	December-90	Board of Directors
Board Member Involvement Pays Off.	By Sheldon Rampton. From the Grassroots Fundraising Journal, Volume 10, Number 6. Printer-friendly single article PDF download. 2 pages.	Rampton, Sheldon	December-91	Board of Directors
Building an Effective Board of Directors.	By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 12, Number 3. Printer-friendly single article PDF download. 4 pages.	Roth, Stephanie	June-93	Board of Directors
Recruiting Better Board Members (includes "The Statement of Agreement")	By Kim Klein. From the Grassroots Fundraising Journal, Volume 14, Number 1. Printer-friendly single article PDF download. 4 pages.	Klein, Kim	February-94	Board of Directors
53 Ways for Board Members to Raise \$1000 (originally 55 Ways for Boards Members to Raise \$500)	By Kim Klein. From the Grassroots Fundraising Journal, Volume 15, Number 1. Printer-friendly single article PDF download. 6 pages.	Klein, Kim	February-96	Board of Directors
A Few (More) Words on Better Board Meetings.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 15, Number 5. Printer-friendly single article PDF download. 4 pages.	Klein, Kim	October-96	Board of Directors

Reflections from a Board Member.	By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 16, Number 5. Printer-friendly single article PDF download. 2 pages.	Roth, Stephanie	October-97	Board of Directors
Contracts with Board Members: A Working Model.	By Octavia Morgan. From the Grassroots Fundraising Journal, Volume 17, Number 1. Printer-friendly single article PDF download. 2 pages.	Morgan, Octavia	February-98	Board of Directors
How Does Your Board Measure Up?	By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 17, Number 4. Printer-friendly single article PDF download. 3 pages.	Roth, Stephanie	August-98	Board of Directors
How to Get Your Board to Raise Money-Plan X.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 19, Number 2. Printer-friendly single article PDF download. 3 pages.	Klein, Kim	April-00	Board of Directors
What Every Board Member Should Know About Financial Management...and Probably Doesn't	by Andy Robinson and Nancy Wasserman. From the Grassroots Fundraising Journal, Volume 30, Number 1. Printer-friendly single article PDF download. 5 pages. Andy Robinson and Nancy Wasserman offer an excerpt from their new book that emphasizes what staff and board need to know about their organization's finances and debunks several myths related to financial management.	Robinson, Andy and Nancy Wasserman	Jan/Feb 2011	Board of Directors

<p>Finding the Right Fundraising Structure for Your Board: A Quick Guide</p>	<p>From the Grassroots Fundraising Journal, Volume 31, Number 1. Printer-friendly single article PDF download. 3 pages. Former GIFT Executive Director and Journal Editor Priscilla Hung provides an overview of five different fundraising structures for your board, covering the pros and cons of each.</p>	<p>Hung, Priscilla</p>	<p>Jan/Feb 2012</p>	<p>Board of Directors</p>
<p>Want a Fundraising Board? Give Them the Tools They Need to Succeed</p>	<p>William Cordery walks us through a new tool developed by the Board Development Committee of Astraea Lesbian Foundation for Justice that provides board members with a clear, achievable plan for connecting more people and resources to your group.</p>	<p>Cordery, Will</p>	<p>Jan/Feb 2014</p>	<p>Board of Directors</p>
<p>What's Love Got to Do With It?</p>	<p>By Sharon Frey. From the Grassroots Fundraising Journal, Volume 20, Number 4. Printer-friendly single article PDF download. 4 pages. Successful boards need passion, plenty of training, and a strong working relationship with the executive director to do the job right.</p>	<p>Frey, Sharon</p>	<p>Jul/Aug 2001</p>	<p>Board of Directors</p>
<p>They Said They Would Raise Money-- Now What?</p>	<p>By Andy Robinson. From the Grassroots Fundraising Journal, Volume 27, Number 4. Printer-friendly single article PDF download. 2 pages. Board members know they should be part of the fundraising success of their organization. Here's how to get them from knowing to doing.</p>	<p>Bangs, Melissa</p>	<p>Jul/Aug 2008</p>	<p>Board of Directors</p>

<p>The Elephant in the Board Room: Round I</p>	<p>By Kim Klein, Amanda Ballard and Manami Kano. From the Grassroots Fundraising Journal, Volume 25, Number 2. Printer-friendly single article PDF download. 5 pages. What's wrong with nonprofit boards? Kim and her colleagues have begun a research project on about how boards might function better. They invite you to join them.</p>	<p>Klein, Kim and Amanda Ballard and Manami Kano</p>	<p>Mar/Apr 2006</p>	<p>Board of Directors</p>
<p>Building Awesome Boards</p>	<p>Kim Bobo was surprised to be the only one raising her hand when the facilitator asked the group of directors who had a great board. Here are the secrets to her success.</p>	<p>Bobo, Kim</p>	<p>Mar/Apr 2015</p>	<p>Board of Directors</p>
<p>Why Boards Don't Govern.</p>	<p>By Jan Masaoka and Mike Allison. From the Grassroots Fundraising Journal, Volume 24, Number 3. Printer-friendly single article PDF download. 3 pages. Boards are charged with dual roles: support and governance. Most of the time they function in the support mode. Masaoka and Allison unravel why boards don't govern in a way that will avert crises and explain how to strengthen the governance role of your board members.</p>	<p>Masaoka, Jan and Mike Allison</p>	<p>May/June 2005</p>	<p>Board of Directors</p>
<p>The Seasonal Board: Shorter Commitments Create Greater Involvement.</p>	<p>By Jill Vialet. From the Grassroots Fundraising Journal, Volume 23, Number 6. Printer-friendly single article PDF download. 3 pages. Looking for ways to make your Board more effective? Who isn't? Learn how one board radically restructured its work—and its results.</p>	<p>Vialet, Jill</p>	<p>Nov/Dec 2004</p>	<p>Board of Directors</p>

All Aboard: Boards That Work	Building off the 2014 Money for Our Movements debate, Kim Klein and Stephanie Roth argue that we can have the boards we want and need, and offer ideas for how to achieve them.	Klein, Kim and Stephanie Roth	Nov/Dec 2014	Board of Directors
Ten Quick Ways to Improve Board Meetings.	By Jan Masaoka. From the Grassroots Fundraising Journal, Volume 21, Number 5. Printer-friendly single article PDF download. 2 pages. The Executive Director of CompassPoint NonProfit Services identifies effective actions to make board meetings smoother and more productive.	Masaoka, Jan	Sep/Oct 2002	Board of Directors
More Views of the Elephant	By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 25, Number 5. Printer-friendly single article PDF download. 3 pages. Journal editor Stephanie Roth reflects on some frustrations of board service and offers suggestions for keeping board members engaged.	Roth, Stephanie	Sep/Oct 2006	Board of Directors
The Elephant in the Board Room: Round Two	By Kim Klein. From the Grassroots Fundraising Journal, Volume 25, Number 5. Printer-friendly single article PDF download. 4 pages. Kim names more parts of the elephant from the perspective of the three most involved parties: executive directors, development directors, and board members. She presents six ways staff can ratchet up fall fundraising through improved communications among all.	Klein, Kim	Sep/Oct 2006	Board of Directors

<p>Cheering Them On: How to Encourage Board Members to Make Their Major Donor Asks</p>	<p>By Ben Gregory. From the Grassroots Fundraising Journal, Volume 27, Number 5. Printer-friendly single article PDF download. 3 pages. One way to increase the enthusiasm and effectiveness of your major gifts asking team is with regular emails that not only encourage them to make their asks, but include helpful tips and a visual way to track the team's progress. Here's how one group used these tools to help their team raise major gifts.</p>	<p>Gregory, Ben</p>	<p>Sep/Oct 2008</p>	<p>Board of Directors</p>
<p>The Annual Planning Calendar: How to Stop Letting the Work Manage You.</p>	<p>By R. Daniel Shephard. From the Grassroots Fundraising Journal, Volume 14, Number 2. Printer-friendly single article PDF download. 3 pages.</p>	<p>Shephard, R. Daniel</p>	<p>April-95</p>	<p>Budgeting, Planning & Evaluation</p>
<p>How to Plan Your Fundraising Strategy: Keep Your Organization Financially on Track with a Year-Round</p>	<p>By Pat Munoz and Liz Raisbeck. From the Grassroots Fundraising Journal, Volume 16, Number 1. Printer-friendly single article PDF download. 4 pages.</p>	<p>Munoz, Pat and Liz Raisbeck</p>	<p>February-97</p>	<p>Budgeting, Planning & Evaluation</p>
<p>Strategic Planning: When Aren't You Ready?</p>	<p>By Karen Simmons. From the Grassroots Fundraising Journal, Volume 16, Number 2. Printer-friendly single article PDF download. 2 pages.</p>	<p>Simmons, Karen</p>	<p>April-97</p>	<p>Budgeting, Planning & Evaluation</p>
<p>Stopping Income Leaks.</p>	<p>By Beth Raps. From the Grassroots Fundraising Journal, Volume 17, Number 2. Printer-friendly single article PDF download. 3 pages.</p>	<p>Raps, Beth</p>	<p>August-98</p>	<p>Budgeting, Planning & Evaluation</p>
<p>Getting the Most Out of the Month of August.</p>	<p>By Kim Klein. From the Grassroots Fundraising Journal, Volume 17, Number 4. Printer-friendly single article PDF download. 2 pages.</p>	<p>Klein, Kim</p>	<p>August-98</p>	<p>Budgeting, Planning & Evaluation</p>

Choosing the Right Fundraising Strategy.	By Kim Klein and Stephanie Roth. From the Grassroots Fundraising Journal, Volume 18, Number 3. Printer-friendly single article PDF download. 4 pages.	Klein, Kim and Stephanie Roth	June-99	Budgeting, Planning & Evaluation
Budgeting for Planned Giving-- You Put Gas in the Tank to Run a Car, Don't You?	By David Schmeling. From the Grassroots Fundraising Journal, Volume 18, Number 3. Printer-friendly single article PDF download. 3 pages.	Schmeling, David	June-99	Budgeting, Planning & Evaluation
Planning to Plan: Demystifying Strategic Planning.	By Cate Gable. From the Grassroots Fundraising Journal, Volume 18, Number 5. Printer-friendly single article PDF download. 4 pages.	Gable, Cate	October-99	Budgeting, Planning & Evaluation
Evaluating Your Individual Donor Program	By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 25, Number 1. Printer-friendly single article PDF download. 4 pages. How evaluation can help increase your fundraising success, and the questions to ask.	Roth, Stephanie	Jan/Feb 2006	Budgeting, Planning & Evaluation
Shaping the Future: Fundraising Evaluation to Build Capacity & Involvement	By Judy Levine. From the Grassroots Fundraising Journal, Volume 28, Number 1. Printer-friendly single article PDF download. 6 pages. When fundraising evaluation is seen as a way to strengthen your fundraising program and inform your annual fundraising planning process, it becomes a powerful tool for helping your organization grow and thrive.	Levine, Judy	Jan/Feb 2009	Budgeting, Planning & Evaluation

<p>How's the Program Working? Using Benchmarks to Evaluate Your Performance Online</p>	<p>by Nzinga Koné-Miller. From the Grassroots Fundraising Journal, Volume 30, Number 1. Printer-friendly single article PDF download. 2 pages. Industry benchmarks that reveal how well online fundraising programs do are useful, but not as useful as collecting some simple data from your own program and comparing it over time. Nzinga Koné-Miller tells what information to collect and how to use it.</p>	<p>Kone-Miller, Nzinga</p>	<p>Jan/Feb 2011</p>	<p>Budgeting, Planning & Evaluation</p>
<p>Grassroots Fundraising Strategy Chart</p>	<p>by Mimi Ho. From the Grassroots Fundraising Journal, Volume 30, Number 1. Printer-friendly single article PDF download. 2 pages. Mimi Ho creates this handy chart adapted from an article by Kim Klein and Stephanie Roth. Use it to create your 2011 fundraising plan and take your fundraising to new success.</p>	<p>Ho, Mimi</p>	<p>Jan/Feb 2011</p>	<p>Budgeting, Planning & Evaluation</p>
<p>Fundraising Tuesday.</p>	<p>By Anjie Saunders. From the Grassroots Fundraising Journal, Volume 22, Number 4. Printer-friendly single article PDF download. 3 pages. Don't have time to get your fundraising work done? You will if you follow this organization's creative solution.</p>	<p>Saunders, Anjie</p>	<p>Jul/Aug 2003</p>	<p>Budgeting, Planning & Evaluation</p>

<p>Just Tell Me: What's the Best Way to Raise Money?</p>	<p>By Jan Masaoka. From the Grassroots Fundraising Journal, Volume 27, Number 4. Printer-friendly single article PDF download. 3 pages. Oh, for the quick fix — there must be one sure-fire way to raise funds! Blue Avocado, Editor-in-Chief Jan Masaoka explains why there's no one-size-fits- all approach to developing the best revenue strategy for your organization.</p>	<p>Masaoka, Jan</p>	<p>Jul/Aug 2008</p>	<p>Budgeting, Planning & Evaluation</p>
<p>Ten Creative Ways to Pay for Training and Consulting</p>	<p>By Andy Robinson. From the Grassroots Fundraising Journal, Volume 30, Number 4. Printer-friendly single article PDF download. 2 pages. Want to develop your organization's fundraising capacity but don't have additional funds to cover the costs? Andy Robinson offers ten practical ways to get the training, coaching, facilitation, or consulting services you need.</p>	<p>Robinson, Andy</p>	<p>July/Aug 2011</p>	<p>Budgeting, Planning & Evaluation</p>
<p>Creating a Budget for Fundraising.</p>	<p>By Octavia Morgan. From the Grassroots Fundraising Journal, Volume 22, Number 3. Printer-friendly single article PDF download. 3 pages. Sharpen your budgeting pencil, and your budget, with these guidelines for estimating what it will cost to reach your fundraising goals.</p>	<p>Morgan, Octavia</p>	<p>May/Jun 2003</p>	<p>Budgeting, Planning & Evaluation</p>
<p>Measuring Change to Make Change: The Fundraising Case for Program Evaluation.</p>	<p>By Rachel Lanzerotti and Laura Lanzerotti. From the Grassroots Fundraising Journal, Volume 23, Number 3. Printer-friendly single article PDF download. 5 pages. How do you know if your organization is making a difference? Program evaluation will not only sharpen your programs, it will help your fundraising.</p>	<p>Lanzerotti, Rachel and Laura Lanzerotti</p>	<p>May/Jun 2004</p>	<p>Budgeting, Planning & Evaluation</p>

Fundraising from the Beginning	By George Taylor. From the Grassroots Fundraising Journal, Volume 27, Number 3. Printer-friendly single article PDF download. 4 pages. Most groups start out high on enthusiasm and energy but with little thought to long-term cash needs. George Taylor's group, SeaFlow, learned the importance of bringing fundraising into a nonprofit's early planning stages. What they learned can help your group thrive.	Taylor, George	May/Jun 2008	Budgeting, Planning & Evaluation
"Outing" Overhead.	By Klein, Kim. From the Grassroots Fundraising Journal, Volume 22, Number 6. Printer-friendly single article PDF download. 4 pages. Kim makes the case for bringing administrative costs out of the closet and into the daylight as legitimate expenses.	Klein, Kim	Nov/Dec 2003	Budgeting, Planning & Evaluation
Does Fundraising Cost Too Much?	By Mal Warwick. From the Grassroots Fundraising Journal, Volume 27, Number 6. Printer-friendly single article PDF download. 3 pages. Mal Warwick, perhaps best known for revolutionizing direct mail fundraising for nonprofits, suggests that there is no set formula for determining fundraising costs, and that groups need to consider a range of factors in budgeting for fundraising.	Warwick, Mal	Nov/Dec 2008	Budgeting, Planning & Evaluation

<p>Raising Money in December: Some Myths and Some Methods</p>	<p>By Kim Klein. From the Grassroots Fundraising Journal, Volume 27, Number 6. Printer-friendly single article PDF download. 4 pages. Raising money in December is much like raising it during the rest of the year — except that everyone else is out there asking for money too, so there's increased competition for gifts. Kim helps you overcome this challenge by offering six ways to bring in end-of-year donations.</p>	<p>Klein, Kim</p>	<p>Nov/Dec 2008</p>	<p>Budgeting, Planning & Evaluation</p>
<p>The Quest to Understand Your Donors: A New Approach to Evaluation</p>	<p>From the Nov/Dec 2012 Grassroots Fundraising Journal, v31 n6. 4 pages. By Miguel Gavaldón. We often think of evaluating our fundraising efforts as numbers—how much did we raise, how many people gave, and so on. Miguel Gavaldón shows us a new way to do fundraising evaluation that focuses on finding out and learning from your donors' motivations.</p>	<p>Gavaldón, Miguel</p>	<p>Nov/Dec 2012</p>	<p>Budgeting, Planning & Evaluation</p>
<p>The Fundraising Summit: Creating a Shared Vision</p>	<p>From the Nov/Dec 2012 Grassroots Fundraising Journal. 3 pages. By Ari Wohlfelder. Regardless of how your group does its fundraising planning, it may be time for a tune-up. Jewish Voice for Peace introduces us to the "fundraising summit" —a successful planning tool to bring together your key stakeholders and get group buy-in on your fundraising strategies.</p>	<p>Wohlfelder, Ari</p>	<p>Nov/Dec 2012</p>	<p>Budgeting, Planning & Evaluation</p>

Breaking with Tradition: From the Auction to the FamBam!	From the Nov/Dec 2012 Grassroots Fundraising Journal. 5 pages. How do you know when it's time to retire a fundraising activity? How do you break the news to supporters who are attached to it? Learn from Seattle Young People's Project's thoughtful process to transition from a beloved but tired event to one that better serves their goals and constituency.	Perez, Yasmeen	Nov/Dec 2012	Budgeting, Planning & Evaluation
Preparing & Sticking to Your Fundraising Plan	Rona Fernandez shares practical tips for developing a fundraising plan that is realistic and adaptable when the unexpected happens.	Fernandez, Rona	Nov/Dec 2013	Budgeting, Planning & Evaluation
Planning & Evaluating a Fundraising Campaign	Ashley Andersen and Mike Roque offer their best advice for planning successful fundraising activities, and key questions to ask when evaluating them.	Andersen, Ashley & Mike Roque	Nov/Dec 2013	Budgeting, Planning & Evaluation
Marrying Mission with Strategic Planning & Evaluation	Karen Topakian describes how three groups made their planning and evaluation processes as inclusive and effective as possible.	Topakian, Karen	Nov/Dec 2013	Budgeting, Planning & Evaluation
Five Steps to Developing a Better Fundraising Budget	Dipty Jain and Kate Garroay explain how following these five budgeting principles can result in improved financial sustainability and overall staff communication.	Jain, Dipty and Kate Garroay	Nov/Dec 2013	Budgeting, Planning & Evaluation

<p>What Do They Really Think? Creating and Analyzing Surveys.</p>	<p>By William Vesneski and Nancy Adess. From the Grassroots Fundraising Journal, Volume 23, Number 5. Printer-friendly single article PDF download. 6 pages. What do your members think about your organization? How can you get more of them? A well-constructed survey can help you know your members better—and bring in more of them.</p>	<p>Vesneski, William and Nancy Adess</p>	<p>Sep/Oct 2004</p>	<p>Budgeting, Planning & Evaluation</p>
<p>Fundraising Planning Worksheet</p>	<p>By Stephanie Roth, Mimi Ho & Priscilla Hung. From the Grassroots Fundraising Journal, Volume 26, Number 4. Printer-friendly single article PDF download. 4 pages. Does the fall season get you in the mood to “begin anew”? Here’s a step-by-step guide to preparing your annual fundraising plan.</p>	<p>Roth, Stephanie and Mimi Ho and Priscilla Hung</p>	<p>Sep/Oct 2007</p>	<p>Budgeting, Planning & Evaluation</p>
<p>Essential Ingredients of Fundraising Planning: 25 Years Later</p>	<p>Have best practices for fundraising planning changed that much in 25 years? The authors share what still holds true today, with updates for 2017. (Includes original 1992 article.)</p>	<p>Rubacky, Tricia with Jennifer Pelton, Melody Reeves, and Jose Dominguez</p>	<p>Sep-Oct 2017</p>	<p>Budgeting, Planning & Evaluation</p>
<p>A Small Town Tackles a Big Project.</p>	<p>By Shirley Wilcox. From the Grassroots Fundraising Journal, Volume 11, Number 2. Printer-friendly single article PDF download. 3 pages.</p>	<p>Wilcox, Shirley</p>	<p>April-92</p>	<p>Capital Campaigns</p>
<p>Rebuilding the Sitka Fine Arts Camp.</p>	<p>By Arlene Oehler. From the Grassroots Fundraising Journal, Volume 19, Number 4. Printer-friendly single article PDF download. 2 pages.</p>	<p>Oehler, Arlene</p>	<p>August-00</p>	<p>Capital Campaigns</p>

<p>The Phases of a Capital Campaign- Part 2 in a 4 article series.</p>	<p>By Kim Klein. From the Grassroots Fundraising Journal, Volume 20, Number 4. Printer-friendly single article PDF download. 5 pages. The second in a series on how small groups can raise money for big needs. This installment examines the intricacies of developing a gift range chart, setting out a campaign timeline, identifying prospects, and adding an endowment component.</p>	<p>Klein, Kim</p>	<p>Jul/Aug 2001</p>	<p>Capital Campaigns</p>
<p>Planting Roots for the Migrant Justice Movement in Phoenix</p>	<p>Puente Human Rights Movement had outgrown their meeting space. Here's how they raised \$100,000 in six weeks to purchase a building of their own.</p>	<p>Picker, Caroline</p>	<p>July/Aug 2015</p>	<p>Capital Campaigns</p>
<p>Planning a Capital Campaign-(Part 1)</p>	<p>By Kim Klein. From the Grassroots Fundraising Journal, Volume 20, Number 3. Printer-friendly single article PDF download. 5 pages. The idea of raising money for big needs—a building, new computers, office furniture—often seems overwhelming to small nonprofits. Kim Klein explains where money for capital improvements comes from and how to begin planning for a capital campaign.</p>	<p>Klein, Kim</p>	<p>May/Jun 2001</p>	<p>Capital Campaigns</p>

Confessions of a Capital Campaign Chair	By Andy Robinson. From the May/June 2012 Grassroots Fundraising Journal, Volume 31, Number 3. Printer-friendly single article PDF download. 3 pages. Nationally-known fundraising consultant Andy Robinson takes what we think we know about good capital campaigns and applies those principles to his own firsthand experience. He lays bare the hard truths about what really happens when leading a capital campaign committee.	Robinson, Andy	May/June 2012	Capital Campaigns
The Public Phase of Your Capital Campaign (Part 4 of 4)	By Kim Klein. From the Grassroots Fundraising Journal, Volume 20, Number 6. Printer-friendly single article PDF download. 4 pages. With careful planning, the public phase of your capital campaign can go smoothly. Last in a series on capital campaigns for grassroots groups.	Klein, Kim	Nov/Dec 2001	Capital Campaigns
Give 'em Ownership: A Small Town Raises Big Money	By Jacquie McTaggart. From the Grassroots Fundraising Journal, Volume 28, Number 6. Printer-friendly single article PDF download. 4 pages. How a (very) small town raised more than \$3 million to build itself a new library. Says Jacquie: "If you share your vision and have a common pursuit, your constituents will open their pockets and do the work. I promise."	McTaggart, Jacquie	Nov/Dec 2009	Capital Campaigns

Testing the Feasibility of Your Capital Campaign.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 20, Number 5. Printer-friendly single article PDF download. 3 pages. The third in a series on how small groups can raise money for big needs. How to know whether a feasibility study is a stalling tactic or a necessary step.	Klein, Kim	Sep/Oct 2001	Capital Campaigns
Keeping in Touch with Major Donors.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 6, Number 5. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	October-87	Communications & Donor Relations
The Thank-You Note.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 11, Number 3. Printer-friendly single article PDF download. 3 pages.	Gonzales, Pilar	June-92	Communications & Donor Relations
Clean Up Your Language.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 12, Number 6. Printer-friendly single article PDF download. 1 pages.	Klein, Kim	December-93	Communications & Donor Relations
Don't Just Stand There, Say Something!	By Kim Klein. From the Grassroots Fundraising Journal, Volume 14, Number 3. Printer-friendly single article PDF download. 3 pages. Events are an important time for board and staff members to meet and get to know the organization's supporters and constituents. However, too often, they spend most of their time talking to each other. Kim Klein provides tips for helping board and staff understand that a key role for them is to meet and talk to as many people as they can, and to help strengthen relationships between the organization and its supporters.	Klein, Kim	June-95	Communications & Donor Relations

Creating a Comprehensive Media Campaign.	By David Bolling. From the Grassroots Fundraising Journal, Volume 14, Number 5. Printer-friendly single article PDF download. 4 pages. Excerpted, with permission, from 'How to Save a River, A Handbook for Citizen Action', published by Island Press. Though it is directed to river- protection groups, its teachings are applicable to all grassroots nonprofits.	Bolling, David	October-95	Communications & Donor Relations
Donors Are Not Water Faucets.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 15, Number 3. Printer-friendly single article PDF download. 3 pages.	Klein, Kim	June-96	Communications & Donor Relations
Practical Ways to Build Relationships with Donors.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 16, Number 1. Printer-friendly single article PDF download. 4 pages.	Klein, Kim	February-97	Communications & Donor Relations
Developing a Publicity Plan, Part 1: Getting the Word Out.	By Andy Robinson. From the Grassroots Fundraising Journal, Volume 16, Number 5. Printer-friendly single article PDF download. 4 pages.	Robinson, Andy	October-97	Communications & Donor Relations
Developing a Publicity Plan, Part 2: Working with Journalists.	By Andy Robinson. From the Grassroots Fundraising Journal, Volume 16, Number 6. Printer-friendly single article PDF download. 4 pages.	Robinson, Andy	December-97	Communications & Donor Relations
Donor Cultivation: What It Is and What It Is Not.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 18, Number 5. Printer-friendly single article PDF download. 3 pages.	Klein, Kim	October-99	Communications & Donor Relations
The Art of Media Advocacy.	By Makani N. Themba. From the Grassroots Fundraising Journal, Volume 18, Number 6. Printer-friendly single article PDF download. 4 pages.	Themba, Makani N.	December-99	Communications & Donor Relations

Common Mistakes in Building Relationships with Donors (and How to Avoid Them).	By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 19, Number 3. Printer-friendly single article PDF download. 3 pages.	Roth, Stephanie	June-00	Communications & Donor Relations
Raising Money for Progressive Arts and Culture Organizations.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 19, Number 5. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	October-00	Communications & Donor Relations
Getting to Know Your Donors: The Donor Survey.	By Martha Farmelo. From the Grassroots Fundraising Journal, Volume 20, Number 1. Printer-friendly single article PDF download. 4 pages.	Farmelo, Martha	February-01	Communications & Donor Relations
The Importance of Follow-Up.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 22, Number 1. Printer-friendly single article PDF download. 3 pages. The truth is, people perform better when reminded of their commitments. Kim describes how to be more systematic in supporting your volunteers to carry out their fundraising tasks.	Klein, Kim	Jan/Feb 2003	Communications & Donor Relations
Newsletters: An Essential Part of the Fundraising Mix	By Deborah Agre. From the Grassroots Fundraising Journal, Volume 26, Number 1. Printer-friendly single article PDF download. 4 pages. Newsletters provide an opportunity to communicate with your donors and remind them of why they care about – and support - your work. Deborah Agre explains what should be included in each issue of your newsletter, and how to make them interesting and readable.	Agre, Deborah	Jan/Feb 2007	Communications & Donor Relations

<p>Mom was right...Write That Thank You Note!</p>	<p>By Nancy Otto. From the Grassroots Fundraising Journal, Volume 26, Number 1. Printer-friendly single article PDF download. 2 pages. Thanking your donors personally, publicly, and promptly creates a community of donors who become more connected and invested in your organization—and who are more likely to give the next time you ask.</p>	<p>Otto, Nancy</p>	<p>Jan/Feb 2007</p>	<p>Communications & Donor Relations</p>
<p>Keeping Donors in the Know</p>	<p>by Kristen Cashmore. From the Grassroots Fundraising Journal, Volume 30, Number 1. Printer-friendly single article PDF download. 2 pages. Kristen Cashmore talked with donors to learn what they're interested in when it comes to an organization's financial stability. She clues you into the questions your staff and board members should be able to answer.</p>	<p>Cashmore, Kristen</p>	<p>Jan/Feb 2011</p>	<p>Communications & Donor Relations</p>
<p>After the Gift: How Many Relationships Can You Manage?</p>	<p>Andrea Kihlstedt and Andy Robinson provide a useful exercise for determining how much time is needed to build meaningful relationships with your supporters, and in turn, the number of donors each of your fundraising team members can realistically engage with.</p>	<p>Robinson, Andy & Andrea Kihlstedt</p>	<p>Jan/Feb 2014</p>	<p>Communications & Donor Relations</p>
<p>Insights of a Methodical Communicator: From Creating a Plan to Managing a Calendar</p>	<p>Yee Won Chong offers tools and lessons learned for maximizing your development and communications efforts.</p>	<p>Chong, Yee Won</p>	<p>Jan/Feb 2015</p>	<p>Communications & Donor Relations</p>

Looking Good: Just the Words that Matter: The Basics of Good Writing	By Nancy Adess. From the Grassroots Fundraising Journal, Volume 20, Number 4. Printer-friendly single article PDF download. 4 pages. The third in a series of developing written materials that sell your organization. As with any successful project, writing your piece will be easier if you plan carefully. The Chardon Press editor explains four key planning steps and offers style tips to enliven your writing.	Adess, Nancy	Jul/Aug 2001	Communications & Donor Relations
Making Your Case: Writing from the Donor's Perspective	By Dalya F. Massachi. From the Grassroots Fundraising Journal, Volume 30, Number 4. Printer-friendly single article PDF download. 3 pages. Dalya Massachi suggests a subtle but powerful shift in thinking about what will appeal to your donors. Expressing how your work satisfies their deeper needs for involvement, community, and recognition will infuse your writing to donors with new meaning.	Massachi, Dalya	July/Aug 2011	Communications & Donor Relations
But I Can't Stand the Fellow!	We've all experienced working with difficult donors. Read how one fundraiser learned the importance of authenticity in donor relationships.	Wolf, Thomas	July/Aug 2015	Communications & Donor Relations
When #FactsMatter: Lessons on Visualizing Data from Define American	John Won guides us through questions to consider when using data to communicate impact and shift the hearts and minds of our audiences.	Won, John	July/Aug 2017	Communications & Donor Relations

<p>The Visual Message — Part 1 from Looking Good: Developing Effective Written Materials</p>	<p>By Nancy Adess. From the Grassroots Fundraising Journal, Volume 20, Number 2. Printer-friendly single article PDF download. 3 pages. Years ago, Marshall McLuhan wrote that the medium is the message. For so many nonprofits, their important work is buried in poorly written and poorly designed materials. The Journal's Senior Editor shares her wisdom and experience on how to create materials that convey the message.</p>	<p>Schmeling, David</p>	<p>Mar/Apr 2001</p>	<p>Communications & Donor Relations</p>
<p>The Seeds of Hope Campaign: A Case Study in Transforming Donors into Grassroots Fundraisers</p>	<p>By Melissa Bangs. From the Grassroots Fundraising Journal, Volume 21, Number 2. Printer-friendly single article PDF download. 4 pages. This campaign to turn donors into partners in fundraising led to more donors, more money raised, and greater commitment to the organization from donors.</p>	<p>Bangs, Melissa</p>	<p>Mar/Apr 2002</p>	<p>Communications & Donor Relations</p>
<p>Maintaining Relationships with Donors All Year Long.</p>	<p>By Kim Klein. From the Grassroots Fundraising Journal, Volume 22, Number 2. Printer-friendly single article PDF download. 5 pages. Using common sense and common courtesy can help you build better relationships with donors. Kim Klein tells you how. Including, "Systematic Record-Keeping Makes a Difference" by Stephanie Roth</p>	<p>Klein, Kim</p>	<p>Mar/Apr 2003</p>	<p>Communications & Donor Relations</p>

<p>Building Good Relationships with Donors Starts with You</p>	<p>By Kim Klein with Jean McCord's 'Confessions of a Curmudgenly Giver'. From the Grassroots Fundraising Journal, Volume 26, Number 2. Printer-friendly single article PDF download. 3 pages. Building relationships with donors means finding out how and when they want to hear from you — and then honoring their wishes. As Jean reminds us, if you don't follow the donor's wishes, you might not get another gift. Kim offers tips and tools that can help improve your communication with donors.</p>	<p>Klein, Kim and Jean McCord</p>	<p>Mar/Apr 2007</p>	<p>Communications & Donor Relations</p>
<p>Welcoming Your Friends' Friends</p>	<p>By Nzinga Kone Miller. From the Grassroots Fundraising Journal, Volume 29, Number 2. Printer-friendly single article PDF download. 2 pages. Groups are increasingly savvy about using online social networking to expand their reach. But how do you get that friend of your friend to become a loyal donor after the first gift? Although not everyone will continue giving to your organization, use these ideas to increase the chance that you'll make some new friends.</p>	<p>Kone-Miller, Nzinga</p>	<p>Mar/Apr 2010</p>	<p>Communications & Donor Relations</p>
<p>You've Got Something to Talk About: Amplifying Your Organizational Greatness</p>	<p>Conveying our greatness to potential funders and donors remains a challenge for many of us. Holly Fincke and Rebecca Johnson examine what's holding us back, and offer tips for how we can talk ourselves up more.</p>	<p>Fincke, Holly & Rebecca Johnson</p>	<p>Mar/Apr 2014</p>	<p>Communications & Donor Relations</p>

<p>What Have You Done for Me Lately? Building Healthy Relationships through eNewsletters</p>	<p>by Nzinga Koné-Miller. From the Grassroots Fundraising Journal, Volume 31, Number 2. Printer-friendly single article PDF download. 2 pages. Our tech columnist explains why e- newsletters are still a good way to build relationships with your donors, and provides tips on how to do them well.</p>	<p>Koné-Miller, Nzinga</p>	<p>March/April 2012</p>	<p>Communications & Donor Relations</p>
<p>Looking Good: Working with Print Production Professionals</p>	<p>By Nancy Adess. From the Grassroots Fundraising Journal, Volume 20, Number 3. Printer-friendly single article PDF download. 3 pages. Chardon Press's editor talks about how to work with production professionals to create materials that sell your organization.</p>	<p>Adess, Nancy</p>	<p>May/Jun 2001</p>	<p>Communications & Donor Relations</p>
<p>Donor Fatigue: Causes & Cures.</p>	<p>By Kim Klein. From the Grassroots Fundraising Journal, Volume 24, Number 3. Printer-friendly single article PDF download. 4 pages. Klein explores the realities—and myths— about what causes donor fatigue and how to overcome it to raise more money for your organization.</p>	<p>Klein, Kim</p>	<p>May/Jun 2005</p>	<p>Communications & Donor Relations</p>

<p>A Low-Tech Guide to High-Tech Communication</p>	<p>By Yee Won Chong. From the Grassroots Fundraising Journal, Volume 29, Number 3. Printer-friendly single article PDF download. 5 pages. Nonprofits' communication has moved into the electronic venue as they look to branding, marketing, and increasing visibility and contact with supporters and potential supporters. Yee Won Chong describes the building blocks that will get you started with electronic communications and how to use them: website management, email engagement, and social networking to spread the word about your work.</p>	<p>Chong, Yee Won</p>	<p>May/Jun 2010</p>	<p>Communications & Donor Relations</p>
<p>Social Media and Fundraising: Our Great Experiment</p>	<p>by Darshan Khalsa. From the Grassroots Fundraising Journal, Volume 30, Number 3. Printer-friendly single article PDF download. 3 pages. The constituency of Choice USA, a youth-led organization working for reproductive justice, is online 24/7. Challenging itself to keep up, the group turned to social media to turn out a record number of attendees for its annual fundraiser. Here's how.</p>	<p>Khalsa, Darshan</p>	<p>May/June 2011</p>	<p>Communications & Donor Relations</p>

<p>Communicating by Committee: How to Make it Work for You</p>	<p>by Karolo Aparicio and Berklee Lowrey-Evans. From the Grassroots Fundraising Journal, Volume 30, Number 3. Printer-friendly single article PDF download. 3 pages. Groups that reach out to their members through many avenues—email, web, tweeting, Facebook, blogs, and print—risk overburdening supporters with too much information too often— unless they coordinate their communications. International Rivers couldn't afford to dedicate a staff position to the task, but a committee has taken on the job and has lots to teach about how to make it work.</p>	<p>Aparicio, Karolo and Berklee Lowrey-Evans</p>	<p>May/June 2011</p>	<p>Communications & Donor Relations</p>
<p>Committed for the Long Haul: Tips on Successfully Stewarding Your Mid-Level Donors</p>	<p>By Will Cordery. From the May/June 2012 Grassroots Fundraising Journal, Volume 31, Number 3. Printer-friendly single article PDF download. 2 pages. Get new ideas about how to keep your mid-level donors engaged in your organization, year after year. Learn ways to put stewardship in action for donors who need more than a newsletter but are not interested in a personal visit.</p>	<p>Cordery, Will</p>	<p>May/June 2012</p>	<p>Communications & Donor Relations</p>
<p>Donor Perspectives on Giving</p>	<p>Read three donor perspectives on giving and learn what we, as fundraisers, can do to better navigate the donor/fundraiser relationship.</p>	<p>Fine, Margie & Ryan Li Dahlstrom</p>	<p>May/June 2013</p>	<p>Communications & Donor Relations</p>

Using Surveys to Strengthen Donor Relationships	Former GIFT co-director and Journal editor Stephanie Roth breaks down what to include (and what not to include) in donor surveys, and explains how they can be used to improve your donor relationships.	Roth, Stephanie	May/June 2013	Communications & Donor Relations
Understanding Donor Motivations (Including Your Own!): A Training Exercise	Use this exercise to practice articulating your passion for the work, while gaining a deeper sense of what drives your donors to give.	Rao, Uma	May/June 2013	Communications & Donor Relations
Love & Systems	Nisha Anand walks us through essential systems and simple acts of love that will help us build lasting relationships with our donors.	Anand, Nisha	May/June 2014	Communications & Donor Relations
Communicating through Design	Design Action Collective members Nadia Khastagir and Poonam Whabi show us how effective design of our newsletters, annual reports, website, and e-newsletters can strengthen the impact of our fundraising communications.	Khastagir, Nadia & Poonam Whabi	May/June 2014	Communications & Donor Relations
Visit a Donor, Not an ATM	If the thought of meeting with donors in person makes you sick to your stomach, this is the article for you. Stephanie Roth will quell your anxiety with these practical tips for non-ask donor meetings.	Roth, Stephanie	May/June 2017	Communications & Donor Relations
Lessons From the Other Side of the Table.	By Sue Merrilees. From the Grassroots Fundraising Journal, Volume 23, Number 6. Printer-friendly single article PDF download. 5 pages. A fundraiser becomes the prospect—and learns important lessons about soliciting major gifts.	Merrilees, Sue	Nov/Dec 2004	Communications & Donor Relations

<p>Five Ways to Ride the Wave of the Media Buzz & Fundraising Blogs: Five to Watch</p>	<p>By Nzinga Koné-Miller & Manish Vaidya. From the Grassroots Fundraising Journal, Volume 28, Number 6. Printer-friendly single article PDF download. 2 pages. Working on an issue that's in the news these days? Here's how to turn that hot topic into greater member involvement—and more donations for your organization. Five fundraising blogs that are worth carving out a few minutes a day to read.</p>	<p>Kone-Miller, Nzinga and Manish Vaidya</p>	<p>Nov/Dec 2009</p>	<p>Communications & Donor Relations</p>
<p>Building Authenticity in Major Donor Relationships</p>	<p>Former GIFT Board Member Tanya Mote reminds us that while certain aspects of grassroots fundraising are rooted in formulas and systems, our success ultimately lies in our ability to be present and responsive to our supporters.</p>	<p>Mote, Tanya</p>	<p>Nov/Dec 2014</p>	<p>Communications & Donor Relations</p>
<p>Tips for Taking Your Twitter Game to the Next Level</p>	<p>Meena Hussain explains the ins and outs of Twitter and shows us how to compose engaging tweets that will expand our reach.</p>	<p>Hussain, Meena</p>	<p>Nov/Dec 2015</p>	<p>Communications & Donor Relations</p>
<p>Swimming With the Current on Facebook</p>	<p>Karen Topakian shares how two groups effectively use Facebook to grow and activate their base of supporters.</p>	<p>Topakian, Karen</p>	<p>Nov/Dec 2015</p>	<p>Communications & Donor Relations</p>
<p>Telling Your Story With Data</p>	<p>In the first of a three-part series on infographics, John Won explains what data stories are, and how you can use them to attract support for your cause.</p>	<p>Won, John</p>	<p>Nov/Dec 2015</p>	<p>Communications & Donor Relations</p>
<p>The One Thing You Must Do to Prep for Year-End Fundraising</p>	<p>Are you ready for the busiest fundraising month of the year? Caryn Stein provides a checklist to ensure your donors' giving experiences go smoothly.</p>	<p>Stein, Caryn</p>	<p>Nov/Dec 2015</p>	<p>Communications & Donor Relations</p>

<p>Raising Money from Religious Institutions.</p>	<p>By Richard I. Male. From the Grassroots Fundraising Journal, Volume 22, Number 5. Printer-friendly single article PDF download. 4 pages. Religious institutions support nonprofit organizations as a way of living out their "faith in action." Here's a primer on how to tap into the millions of dollars that flow from religious and faith-based organizations back into the community in the form of grants and loans to nonprofit organizations.</p>	<p>Male, Richard I.</p>	<p>Sep/Oct 2003</p>	<p>Communications & Donor Relations</p>
<p>Creating Effective Annual Reports</p>	<p>By Zach Hochstadt & Jennie Winton. From the Grassroots Fundraising Journal, Volume 28, Number 5. Printer-friendly single article PDF download. 4 pages. Not all organizations publish annual reports, but they can be a great way to communicate your accomplishments with your donors, supporters, and other constituents. Here are tips on what information should be included and how to put together a compelling annual report.</p>	<p>Hochstadt, Zach & Jennie Winton</p>	<p>Sep/Oct 2009</p>	<p>Communications & Donor Relations</p>
<p>More Lessons From the Other Side of the Table</p>	<p>By Sue Merrilees. From the Grassroots Fundraising Journal, Volume 28, Number 5. Printer-friendly single article PDF download. 3 pages. The tables were turned on long-time fundraiser Sue Merrilees when she joined a Capital Campaign committee at her alma mater. She shares what she learned about what not to do, and how to help your team have a positive and successful experience.</p>	<p>Merrilees, Sue</p>	<p>Sep/Oct 2009</p>	<p>Communications & Donor Relations</p>

<p>Are You Missing the (Social Networking) Bandwagon?</p>	<p>By Nzinga Koné-Miller. From the Grassroots Fundraising Journal, Volume 28, Number 5. Printer-friendly single article PDF download. 2 pages. First and foremost, keep in mind that email is the best way to build online fundraising success. Once your email program is working well for you, you may want to expand your visibility to social networking sites. Koné-Miller describes when the time might be right and where to start.</p>	<p>Kone-Miller, Nzinga</p>	<p>Sep/Oct 2009</p>	<p>Communications & Donor Relations</p>
<p>Nurturing Relationships Today and for Years to Come</p>	<p>by Kevin Johnson. From the Grassroots Fundraising Journal, Volume 29, Number 5. Printer-friendly single article PDF download. 5 pages. "Moves management" has become a phrase of art in fundraising. Kevin Johnson shows how this method of creating and maintaining authentic relationships with donors works.</p>	<p>Johnson, Kevin</p>	<p>Sep/Oct 2010</p>	<p>Communications & Donor Relations</p>
<p>After the Yes: Twelve Questions You Can Ask Donors</p>	<p>by Andy Robinson and Harvey McKinnon. From the Grassroots Fundraising Journal, Volume 29, Number 5. Printer-friendly single article PDF download. 2 pages. After the "ask," there are more questions for your major donors. Here are the most important ones to pose, and how.</p>	<p>Robinson, Andy and Harvey McKinnon</p>	<p>Sep/Oct 2010</p>	<p>Communications & Donor Relations</p>

Back to Basics: How to Build Relationships that Last	by Kim Klein. From the Grassroots Fundraising Journal, Volume 30, Number 5. Printer-friendly single article PDF download. 5 pages.You've heard it before, but Kim wants to be sure you hear it again: Find a donor, not a donation. Seek a giver, not a gift. Relationship-building remains the key to good fundraising, but how do you do it? Here are practical ways and examples of how to build relationships with donors	Klein, Kim	Sep/Oct 2011	Communications & Donor Relations
Strategic Communications for Year-Round Donor Engagement	Joleen Ong demonstrates how staying in touch with donors throughout the year—by strategically sharing content through a variety of channels —builds trust and increases the likelihood of them renewing their support.	Ong, Joleen	Sep/Oct 2014	Communications & Donor Relations
Infographics for Outreach, Advocacy & Fundraising	Kyle Andrei and Chris Bernard show how presenting your data visually can make it easier to understand and build interest in your cause.	Andrei, Kyle & Chris Bernard	Sep/Oct 2014	Communications & Donor Relations
How Donors Decide: Lessons From a Year of Exploring Donor Attitudes on Long Island	After a year of working with mystery donors and focus groups on Long Island, Tamara Murray of Wonder: Strategies for Good and Amy Simon of Goodwin Simon Strategic Research, share valuable insights into what makes donors tick.	Murray, Tamara & Amy Simon	Sep/Oct 2016	Communications & Donor Relations
Looking at Fundraising Software Programs.	By Maryann Osmond. From the Grassroots Fundraising Journal, Volume 16, Number 2. Printer-friendly single article PDF download. 4 pages.	Osmond, Maryann	April-97	Databases, Software & Technology

Strategic Databasing.	By Graham Potter. From the Grassroots Fundraising Journal, Volume 17, Number 6. Printer-friendly single article PDF download. 2 pages.	Potter, Graham	December-98	Databases, Software & Technology
Tech Tips: How Technology Can Support Your Organization.	By Cate Gable. From the Grassroots Fundraising Journal, Volume 20, Number 1. Printer-friendly single article PDF download. 3 pages.	Gable, Cate	February-01	Databases, Software & Technology
Fundraising Software Reviews.	By Robin Mathias. From the Grassroots Fundraising Journal, Volume 22, Number 1. Printer-friendly single article PDF download. 3 pages. Two more fundraising software programs to consider for your fundraising needs, with pros and cons of each.	Mathias, Robin	Jan/Feb 2003	Databases, Software & Technology
When You've Outgrown Homegrown Software	By Gene and Marcy Weinbeck. From the Grassroots Fundraising Journal, Volume 25, Number 1. Printer-friendly single article PDF download. 4 pages. Many groups devise ways of keeping track of their donors using Access or Excel. Here are eight ways to know when it's time to invest in an off-the- shelf fundraising software program.	Weinbeck, Gene and Marcy Weinbeck	Jan/Feb 2006	Databases, Software & Technology

<p>Multiple Constituent Groups, One Database? How to Track Everyone Who's Anyone to You</p>	<p>From the July/Aug 2012 Grassroots Fundraising Journal, v31 n4, by Laura Quinn. Printer-friendly single article download, 6 pages. As databases get more sophisticated, groups are always looking for the perfect database that does it all. If you have multiple constituents, use this simple tool to determine whether one database really can meet your needs. Included are case studies of three organizations that chose three different solutions.</p>	<p>Quinn, Laura</p>	<p>July/Aug 2012</p>	<p>Databases, Software & Technology</p>
<p>A Grassroots Fundraiser's Guide to Choosing a Database</p>	<p>Jon Goldberg of Palante Technology walks us through the process of narrowing down the field of databases to a few solid choices for their grassroots clients.</p>	<p>Goldberg, Jon</p>	<p>July/Aug 2013</p>	<p>Databases, Software & Technology</p>
<p>How a Good Fundraising Database Can Help You Raise More Money</p>	<p>By Maria Petulla. From the Grassroots Fundraising Journal, Volume 27, Number 2. Printer-friendly single article PDF download. 4 pages. Organizing your donor records in a usable database is like straightening out your closet: finally, you can find what you need! Maria Petulla explains how using a database can help you be more strategic in your fundraising efforts — and target the right people to ask for the right amount at the right time.</p>	<p>Petulla, Maria</p>	<p>Mar/Apr 2008</p>	<p>Databases, Software & Technology</p>

<p>Finding the Perfect Fundraising Database in an Imperfect World</p>	<p>By Robert Weiner. From the Grassroots Fundraising Journal, Volume 27, Number 2. Printer-friendly single article PDF download. 5 pages. There is no perfect database, but there may be one that's perfect for your group. Robert Weiner provides a roadmap for how to decide what you need — and then find it. Along with a list of database functions to consider, Robert explains "Why Building Your Own Database Should be Your Last Resort."</p>	<p>Weiner, Robert</p>	<p>Mar/Apr 2008</p>	<p>Databases, Software & Technology</p>
<p>Mind Your Own Business: When the Software Business Is Your Business Too</p>	<p>By Eric Leland. From the Grassroots Fundraising Journal, Volume 27, Number 2. Printer-friendly single article PDF download. 3 pages. As we all know, computer technology changes as fast as you can say "world wide web." When it comes to fundraising management software, many of these changes can help you do much more much more easily. But pitfalls abound. Eric Leland reveals some of the current trends in the fundraising software biz that have implications for the way you keep track of donor information and manage your organization's relationships.</p>	<p>Leland, Eric</p>	<p>Mar/Apr 2008</p>	<p>Databases, Software & Technology</p>
<p>A Few Fundraising Software Programs- From Special Issue: "Information Systems for Fundraising"</p>	<p>By Kristen Cashmore. From the Grassroots Fundraising Journal, Volume 21, Number 3. Printer-friendly single article PDF download. 4 pages. A software consultant gives the scoop on four fundraising management programs that are affordable and well- liked.</p>	<p>Cashmore, Kristen</p>	<p>May/Jun 2002</p>	<p>Databases, Software & Technology</p>

<p>The Human Side of Technology.</p>	<p>By Kim Klein. From the Grassroots Fundraising Journal, Volume 21, Number 3. Printer-friendly single article PDF download. 3 pages. From Special Issue: "Information Systems for Fundraising"; For all its enormous benefits, technology cannot do everything. What to keep in mind to accomplish the most basic goal of fundraising: building relationships with donors.</p>	<p>Klein, Kim</p>	<p>May/Jun 2002</p>	<p>Databases, Software & Technology</p>
<p>Software to Support Your Fundraising</p>	<p>By Laura Quinn. From the Grassroots Fundraising Journal, Volume 29, Number 3. Printer-friendly single article PDF download. 4 pages. How do you know what software is out there and what is appropriate for your organization's needs? Laura Quinn, director of Idealware, walks through the types of software that can help your fundraising—from must have to cutting edge.</p>	<p>Quinn, Laura</p>	<p>May/Jun 2010</p>	<p>Databases, Software & Technology</p>
<p>Quick Tips on Using Your Database</p>	<p>By Priscilla Hung. From the Grassroots Fundraising Journal, Volume 29, Number 3. Printer-friendly single article PDF download. 2 pages. GIFT Executive Director Priscilla Hung shows how to get a lot of mileage out of your database by using it to maximize returns from donor appeals, improve evaluation and planning, and make fundraising even more personalized and effective.</p>	<p>Hung, Priscilla</p>	<p>May/Jun 2010</p>	<p>Databases, Software & Technology</p>

Text-to-Donate – Grassroots Style	by Debra Brown. From the Grassroots Fundraising Journal, Volume 30, Number 3. Printer-friendly single article PDF download. 3 pages. Wouldn't we all love to bring in \$40 million with \$5 and \$10 texted donations the way the Red Cross did after the Haiti earthquake? Alas, grassroots groups don't have the resources to mount that kind of text-to-donate campaign. Nonetheless, you can turn your supporters' mobile phones into dollar deliverers with some grassroots workarounds that, in the end, will strengthen your fundraising more than those one-shot \$5 campaigns.	Brown, Debra	May/June 2011	Databases, Software & Technology
CRMs & Fundraising Campaigns: An Integrated Approach	Tomás Aguilar and Mark Sherman share questions to consider when choosing a CRM for your organization, and show how some groups are using their CRMs to enhance their fundraising efforts.	Aguilar, Tomás & Mark Sherman	Sep/Oct 2014	Databases, Software & Technology
Mail Appeals: Will They Open the Envelope?	By Kim Klein. From the Grassroots Fundraising Journal, Volume 12, Number 1. Printer-friendly single article PDF download. 3 pages.	Klein, Kim	February-93	Direct Mail
The Direct Mail Fundraising Letter.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 12, Number 2. Printer-friendly single article PDF download. 3 pages.	Klein, Kim	April-93	Direct Mail
Finding Major Donors by Mail.	By Andy Robinson. From the Grassroots Fundraising Journal, Volume 16, Number 3. Printer-friendly single article PDF download. 3 pages.	Robinson, Andy	June-97	Direct Mail

Testing and Tracking Your Results: Fine-Tuning Your Direct Mail Package to Yield the Best Returns	By Pat Munoz and Amy O'Connor. From the Grassroots Fundraising Journal, Volume 17, Number 3. Printer-friendly single article PDF download. 4 pages.	Munoz, Pat and Amy O'Connor	June-98	Direct Mail
Point/Counterpoint: The Direct Mail Debate.	By Amy O'Connor and Andy Robinson. From the Grassroots Fundraising Journal, Volume 17, Number 6. Printer-friendly single article PDF download. 6 pages. The following articles present two viewpoints on the efficiency of direct mail as a membership acquisition strategy. This dialogue was stimulated by the article, "Testing and Tracking Your Results," by Pat Munoz and Amy O'Connor. Andy Robinson first presents the case against small nonprofits using direct mail to acquire new donors and Amy O'Connor, one of the authors of the original article, responds. These viewpoints are followed by Andy's suggestions for ways to acquire new members without using large direct mail campaigns. The Journal	O'Connor, Amy and Andy Robinson	December-98	Direct Mail
Building a Donor Base with Personal Letters.	By Dan De Vries. From the Grassroots Fundraising Journal, Volume 18, Number 4. Printer-friendly single article PDF download. 4 pages.	De Vries, Dan	August-99	Direct Mail
Asking Current Donors for Money: Why, How and How Often.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 19, Number 1. Printer-friendly single article PDF download. 4 pages.	Klein, Kim	February-00	Direct Mail

Fundraising Appeal Makeover	By Nicole Hsiang. From the Grassroots Fundraising Journal, Volume 29, Number 1. Printer-friendly single article PDF download. 3 pages. Our letter-wrangler finds that even a letter that is appealing for its personal tone and engaging style can be strengthened with attention to some basic improvements. Nicole's tips can be applied to your next fundraising appeal.	Hsiang, Nicole	Jan/Feb 2010	Direct Mail
Direct Mail Lists: Going Beyond Your Inner Circle	By Suzie McGuire. From the Grassroots Fundraising Journal, Volume 26, Number 4. Printer-friendly single article PDF download. 4 pages. If you're ready to use direct mail to build a large donor base, Suzie McGuire suggests putting the services of a list broker to work to find the best lists for your group. The information here is useful even if you're doing much smaller mailings.	McGuire, Suzie	Jul/Aug 2007	Direct Mail
Direct Mail: Down but Not Out	By Amy O'Connor. From the Grassroots Fundraising Journal, Volume 29, Number 2. Printer-friendly single article PDF download. 3 pages. Contrary to popular belief, direct mail is still an efficient and effective way to acquire new members. One key ingredient is a good list. O'Connor shares how to find the best lists and use them to get the greatest return.	O'Connor, Amy	Mar/Apr 2010	Direct Mail
Building a Better Direct Mail Fundraising Appeal	Creating an effective fundraising appeal is easier said than done. Peter Schoewe shares secrets to success based on years of testing and experience.	Schoewe, Peter	Mar/Apr 2014	Direct Mail

Dissecting a Fundraising Letter	By Nicole Hsiang and Karen Topakian. From the Grassroots Fundraising Journal, Volume 27, Number 3. Printer-friendly single article PDF download. 3 pages. Two experienced and successful appeal writers explain the key elements in crafting effective fundraising letters. See line by line how they wrote a successful appeal for the Agape Foundation.	Hsiang, Nicole & Karen Topakian	May/Jun 2008	Direct Mail
Turning E-Mail Subscribers into Donors	by Katie Schuessler. From the Grassroots Fundraising Journal, Volume 28, Number 3. Printer-friendly single article PDF download. 1 page. Once in the Internet waters, you may be able to increase your fundraising success, as the Northwest Coalition for Alternatives to Pesticides did, by merging the new and the old: using direct mail to garner donations from your e-mail list.	Schuessler, Katie	May/Jun 2009	Direct Mail
More Money in the Mailbox: Eleven Tips for Improving Your Mailings.	By Andy Robinson. From the Grassroots Fundraising Journal, Volume 24, Number 6. Printer-friendly single article PDF download. 2 pages. Have returns from your mail appeals been declining? Andy Robinson shares his ideas for how to boost those numbers back up.	Robinson, Andy	Nov/Dec 2005	Direct Mail

Direct Mail Techniques That Smaller Organizations Should Avoid	By Stephen Hitchcock. From the <i>Grassroots Fundraising Journal</i> , Volume 21, Number 5. Printer-friendly single article PDF download. 2 pages. Some techniques used in direct mail are no longer effective and others just don't work for smaller organizations. Here are ten that Hitchcock, a principal in Mal Warwick & Associates, says should get the boot.	Hitchcock, Stephen	Sep/Oct 2002	Direct Mail
The Fundraising Letter.	By Kim Klein. From the <i>Grassroots Fundraising Journal</i> , Volume 23, Number 5. Printer-friendly single article PDF download. 3 pages. Mail appeals continue to be a useful tool for informing people about your organization and even raising money! Kim tells you how to get them to read your letter.	Klein, Kim	Sep/Oct 2004	Direct Mail
Can this Letter be Saved? Strengthening a Fundraising Appeal	By Karen Topakian. From the <i>Grassroots Fundraising Journal</i> , Volume 28, Number 5. Printer-friendly single article PDF download. 4 pages. generationFIVE, an organization that works on ending child sexual abuse, agreed to have their recent fundraising appeal critiqued by fundraising expert Karen Topakian. You'll get some important tips for improving your fundraising letters.	Topakian, Karen	Sep/Oct 2009	Direct Mail

Four Essential Tips to Motivate Individual Donors	by Mara Perez. From the Grassroots Fundraising Journal, Volume 30, Number 5. Printer-friendly single article PDF download. 3 pages. Engaging donors through direct mail appeals requires speaking to values and outcomes: both theirs and yours. Mara Perez offers four tips—and an example—of how your appeals can better align with your donors.	Perez, Mara	Sep/Oct 2011	Direct Mail
Selling Social Change: How to Earn Money from Your Mission.	By Andy Robinson. From the Grassroots Fundraising Journal, Volume 17, Number 2. Printer-friendly single article PDF download. 4 pages.	Robinson, Andy	April-98	Earned Income
Selling Social Change: A Bog is Their Business.	By Andy Robinson. From the Grassroots Fundraising Journal, Volume 18, Number 6. Printer-friendly single article PDF download. 3 pages.	Robinson, Andy	December-99	Earned Income
Business Planning for Enterprising Nonprofits.	By Andy Robinson. From the Grassroots Fundraising Journal, Volume 21, Number 4. Printer-friendly single article PDF download. 5 pages. Increasing numbers of nonprofits are "making money from their mission" through income-generating businesses. In this adaptation from his new book, "Selling Social Change (Without Selling Out)," Andy Robinson describes the early and critical steps for a nonprofit starting a business: assigning responsibility and planning.	Robinson, Andy	Jul/Aug 2002	Earned Income

A Case for Social Enterprise	Nonprofits are increasingly turning to social enterprise as a way to diversify income streams. Building off their workshop at the 2016 Money for Our Movements conference, Julie Voyles and Sonya Ulibarri share how social enterprise can increase revenue while advancing our social justice missions.	Voyles, Julie & Sonya Ulibarri	July/Aug 2017	Earned Income
The Curriculum Mixtape: Raising Funds while Supporting Youth Movement Building	From the March-April 2013 Grassroots Fundraising Journal, v32, n2, 6 pages. Learn how Detroit Future Youth Network responded to losing its seed funding by developing a tool that both strengthened their leadership and helped them become less reliant on grants—the Curriculum Mixtape.	Carter, Dakarai	Mar/Apr 2013	Earned Income
Organizational Assessment: Developing an Earned Income Strategy that Works for You	From the March-April 2013 Grassroots Fundraising Journal, v32, n2, 4 pages. Use this worksheet to determine whether or not your group is ready to develop an earned income strategy.	Robinson, Andy	Mar/Apr 2013	Earned Income
Sliding Scale: Why, How, and Sorting Out Who	Have you or your group struggled to offer affordable fees that increase access without compromising your bottom line? Read about Hadassah Damien's approach to sliding scale that is both clear and equitable.	Damien, Hadassah	Nov-Dec 2016	Earned Income
Grassroots Grants: Words and Layout — Mastering the Basics	By Andy Robinson. From the Grassroots Fundraising Journal, Volume 15, Number 6. Printer-friendly single article PDF download. 2 pages.	Robinson, Andy	December-96	Foundation, Corporate & Government Grants

Site Visits: The Make It or Break It Decision.	By Susan Castelli. From the Grassroots Fundraising Journal, Volume 16, Number 5. Printer-friendly single article PDF download. 4 pages.	Castelli, Susan	October-97	Foundation, Corporate & Government Grants
Connecting with Corporate Funders.	By Linda Zukowski. From the Grassroots Fundraising Journal, Volume 17, Number 1. Printer-friendly single article PDF download. 5 pages.	Zukowski, Linda	February-98	Foundation, Corporate & Government Grants
What Makes a Good Proposal-In "real people" language.	By Dimitra Tasiouras. From the Grassroots Fundraising Journal, Volume 19, Number 6. Printer-friendly single article PDF download. 3 pages.	Tasiouras, Dimitra	December-00	Foundation, Corporate & Government Grants
Time to Reclaim Your Power in Funder Relationships	Dalya reminds us that funders rely on nonprofits to fulfill their missions, and offers concrete tips for interrupting common power dynamics between grantseekers and grantmakers.	Massachi, Dalya	Jan-Feb 2017	Foundation, Corporate & Government Grants
Fundraising Medicine: Creating Gift Acceptance Policies.	By Rick Cohen. From the Grassroots Fundraising Journal, Volume 21, Number 1. Printer-friendly single article PDF download. 3 pages. Will that grant a corporation is offering you make them look better while you feel worse? The National Center for Responsive Philanthropy learned the value of judging prospective gifts with mission-related criteria in hand.	Cohen, Rick	Jan/Feb 2002	Foundation, Corporate & Government Grants
Building Relationships with Grantmakers	Feeling stuck with your institutional fundraising? Use these tips and resources provided by Sheryl Kaplan to get your grantseeking back on track.	Kaplan, Sheryl	Jan/Feb 2015	Foundation, Corporate & Government Grants

Fundraising from Corporations: Old and New Approaches.	By Richard I. Male. From the Grassroots Fundraising Journal, Volume 23, Number 4. Printer-friendly single article PDF download. 5 pages. Nonprofits are developing partnerships with corporations that generate more than \$14 billion for a variety of causes each year. Here's how to think about developing such a partnership with businesses and corporations in your area.	Male, Richard I.	Jul/Aug 2004	Foundation, Corporate & Government Grants
Finding Foundation Funders.	By Andy Robinson. From the Grassroots Fundraising Journal, Volume 23, Number 2. Printer-friendly single article PDF download. 5 pages. Getting grants involves more than writing a good proposal. In this article, grantseeker and author Andy Robinson talks about the importance of research and how to do it.	Robinson, Andy	Mar/Apr 2004	Foundation, Corporate & Government Grants
Grant Proposal Makeover: Can This Proposal Be Saved?	By Cheryl A. Clarke and Susan P. Fox. From the Grassroots Fundraising Journal, Volume 26, Number 2. Printer-friendly single article PDF download. 5 pages. The authors review the kind of writing that might sink your proposal like a stone—to the bottom of the grant reviewer's pile— and how to float it back up with clear communication.	Clarke, Cheryl A. and Susan P. Fox.	Mar/Apr 2007	Foundation, Corporate & Government Grants

Looking Downtown: How Nonprofits Can Partner with Local Governments	By Mike Roque. From the Grassroots Fundraising Journal, Volume 28, Number 2. Printer-friendly single article PDF download. 5 pages. Getting to know your local government agencies- and making sure they know you - can position your nonprofit for funding opportunities you may never have dreamed of.	Roque, Mike	Mar/Apr 2009	Foundation, Corporate & Government Grants
Writing Stronger & Smarter Proposals	Randall Quan demonstrates how better understanding the funding process, and taking an unconventional approach to structuring and writing our proposals, can increase the likelihood of getting approved.	Quan, Randall	Mar/Apr 2015	Foundation, Corporate & Government Grants
Gutsy Grantseeking for Grassroots Organizations	As grassroots organizations, it can be tough to get our share of the philanthropic pie while staying true to our missions. Dana Textoris and Matt Carter examine some of these challenges while sharing tips for overcoming them.	Textoris, Dana & Matt Carter	Mar/Apr 2016	Foundation, Corporate & Government Grants
Navigating Corporate Giving for Grassroots Groups	With 31 years of fundraising experience under his belt, Armando Zumaya has seen the good, the bad, and the ugly. Read his advice for grassroots groups considering corporate sponsorships to maximize your success while avoiding potential pitfalls.	Zumaya, Armando	May/June 2016	Foundation, Corporate & Government Grants
Corporate Funding: More Straight Forward Than You Think	In the last three years, Advocates for Youth has raised \$700,000 in corporate gifts. Here's how they did it while staying true to their mission.	Starks, Jennifer & Eleanor Allen	May/June 2016	Foundation, Corporate & Government Grants
Losing Foundation or Government Funding: How to Cope.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 13, Number 1. Printer-friendly single article PDF download. 5 pages.	Klein, Kim	February-94	Hard Times & Crises

A Report from the Streets: Feeding the Homeless and Other Nonprofit Fundraising in the '90s	By Terrell L. Garrett. From the Grassroots Fundraising Journal, Volume 14, Number 3. Printer-friendly single article PDF download. 3 pages.	Garrett, Terrell L.	June-95	Hard Times & Crises
Editorial-Beyond the "Contract on America".	By Kim Klein. From the Grassroots Fundraising Journal, Volume 14, Number 4. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	August-95	Hard Times & Crises
Help! We Need Money Fast.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 15, Number 3. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	June-96	Hard Times & Crises
How We Raised Money in a Hurry.	By Mary Humphries. From the Grassroots Fundraising Journal, Volume 18, Number 6. Printer-friendly single article PDF download. 3 pages.	Humphries, Mary	December-99	Hard Times & Crises
Raising Money In Uncertain Times.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 21, Number 1. Printer-friendly single article PDF download. 3 pages. Since the events of last fall, many nonprofits wonder whether their fundraising strategies should change with the times. Some things will be different, but fundraising will go on.	Klein, Kim	Jan/Feb 2002	Hard Times & Crises
Fundraising in Times of Crisis.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 22, Number 4. Printer-friendly single article PDF download. 5 pages. The economy is in a decline, government funding in slashed, and nonprofits are to do more and more with less and less. How can you fundraise in these times? Kim Klein has the answer.	Klein, Kim	Jul/Aug 2003	Hard Times & Crises

<p>How We Survived an Embezzlement.</p>	<p>By Teresa Erickson. From the Grassroots Fundraising Journal, Volume 24, Number 2. Printer-friendly single article PDF download. 5 pages. Teresa Erickson's group was shocked to find that an employee had stolen tens of thousands of dollars from their organization. A careful recovery plan, as well as deep, personal contact with donors, put them back on their feet. Erickson tells us what happened and shares important lessons for all organizations about preventing internal theft.</p>	<p>Erickson, Teresa</p>	<p>Mar/Apr 2005</p>	<p>Hard Times & Crises</p>
<p>Five Tips for Nonprofits to Survive & Thrive-Now and into the Future</p>	<p>By Kim Klein. From the Grassroots Fundraising Journal, Volume 28, Number 2. Printer-friendly single article PDF download. 3 pages. Yes, we are all facing a struggling economy, but these unpredictable economic times are exciting ones to be working in nonprofits. Kim offers five important steps your organization can take to raise money now.</p>	<p>Klein, Kim</p>	<p>Mar/Apr 2009</p>	<p>Hard Times & Crises</p>
<p>What to Do if You Are in a Financial Crisis</p>	<p>by Kim Klein. From the Grassroots Fundraising Journal, Volume 30, Number 2. Printer-friendly single article PDF download. 4 pages. In Reliable Fundraising in Unreliable Times, Kim Klein explained how to survive and thrive in unstable economic times. This excerpt adapted from that book focuses on how to assess whether your organization is in a crisis and what to do about it.</p>	<p>Klein, Kim</p>	<p>Mar/Apr 2011</p>	<p>Hard Times & Crises</p>

<p>No Money, No Cry: How Four Social Justice Organizations Succeeded in the Face of Financial Insecurity</p>	<p>by Karen Tokapakian. From the Grassroots Fundraising Journal, Volume 30, Number 2. Printer-friendly single article PDF download. 4 pages. Here are the stories of four social justice organizations that, in the face of major financial setbacks, refused to pack up and close. Instead, they developed new organizational models and implemented successful, bold approaches while maintaining core values and building member support.</p>	<p>Topakian, Karen</p>	<p>Mar/Apr 2011</p>	<p>Hard Times & Crises</p>
<p>How Do We Fundraise Now?</p>	<p>No matter how your group is funded or what issues you're focused on, Kim Klein has helpful insights and practical advice for fundraising under 45 for all of us.</p>	<p>Klein, Kim</p>	<p>Mar/Apr 2017</p>	<p>Hard Times & Crises</p>
<p>Weathering the Storms: What Do Grassroots Fundraisers Need to Know?</p>	<p>The current political climate has raised concerns about infiltration and attacks from both the private sector and the state. Rachel Herzing share steps we can take to protect ourselves before a crisis strikes.</p>	<p>Herzing, Rachel</p>	<p>Mar/Apr 2017</p>	<p>Hard Times & Crises</p>
<p>How to Prepare Your Nonprofit for an Economic Recession</p>	<p>By Richard Male. From the Grassroots Fundraising Journal, Volume 27, Number 3. Printer-friendly single article PDF download. 2 pages. Longtime fundraising consultant Richard Male provides helpful tips for navigating these uncertain economic times. You won't be surprised to learn that paying more attention to building donor relationships could help you avoid a crisis.</p>	<p>Male, Richard</p>	<p>May/Jun 2008</p>	<p>Hard Times & Crises</p>

Eight Ways to Raise \$2500 (or more) in Ten Days (or less, sometimes).	By Kim Klein and Stephanie Roth. From the Grassroots Fundraising Journal, Volume 22, Number 5. Printer-friendly single article PDF download. 2 pages. Need to raise some money in a hurry? Kim and Stephanie offer eight ways to raise the money you need to get you through a short-term funding pinch.	Klein, Kim and Stephanie Roth	Sep/Oct 2003	Hard Times & Crises
Conducting a Major Gifts Campaign.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 5, Number 3. Printer-friendly single article PDF download. 4 pages.	Klein, Kim	June-86	Major Gifts
Going Back to Major Donors.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 7, Number 3. Printer-friendly single article PDF download. 3 pages.	Klein, Kim	June-88	Major Gifts
How to Develop a High- Dollar Giving Club.	By Carol Blanton. From the Grassroots Fundraising Journal, Volume 12, Number 4. Printer-friendly single article PDF download. 4 pages.	Blanton, Carol	August-93	Major Gifts
Major Donor Cultivation: Steps to Success.	By R. Daniel Shephard. From the Grassroots Fundraising Journal, Volume 14, Number 5. Printer-friendly single article PDF download. 3 pages.	Shephard, Daniel	October-95	Major Gifts
Asking in the Age of the Machine: How to Deal with the Electronic Moat.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 17, Number 2. Printer-friendly single article PDF download. 4 pages.	Klein, Kim	April-98	Major Gifts
Donor Rating for Small Organizations.	By Sue Merrilees. From the Grassroots Fundraising Journal, Volume 17, Number 3. Printer-friendly single article PDF download. 2 pages.	Merrilees, Sue	June-98	Major Gifts

Getting Major Gifts: The Basics.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 18, Number 5. Printer-friendly single article PDF download. 4 pages.	Klein, Kim	October-99	Major Gifts
Asking the Right Person for the Right Amount.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 19, Number 6. Printer-friendly single article PDF download. 4 pages.	Klein, Kim	December-00	Major Gifts
Starting a Major Gifts Program	Kim Klein walks us through the necessary steps to starting a major gifts program, from setting goals to preparing solicitation materials to asking for renewals.	Klein, Kim	Jan/Feb 2016	Major Gifts
Connecting With the Humanity of Our Donors	Paul Jolly examines individual and institutional challenges that can get in the way of growing relationships with our supporters.	Jolly, Paul	Jan/Feb 2016	Major Gifts
Surveys and Segments: Building Your Major Donor Strategy	When Jack Hui Litster first started as Inter Pares' major gift fundraiser, he was overwhelmed by the size of the donor list. Learn how he and his colleagues used surveys and segmenting to deepen relationships and increase revenue for their organization.	Litster, Jack Hui	Jan/Feb 2016	Major Gifts
My Adventures in Fundraising: My Trip to Los Angeles.	By Shahira Tejani. From the Grassroots Fundraising Journal, Volume 20, Number 2. Printer-friendly single article PDF download. 2 pages. The first in our new series of first- person accounts, this essay explores the similarities and differences between canvassing and major gift solicitation.	Tejani, Shahira	Mar/Apr 2001	Major Gifts

Triumphs & Trainwrecks in Major Gifts Fundraising	Paul Jolly reflects on his many years fundraising—both as development staff and as a consultant—to share essential elements of a successful major gifts program	Jolly, Paul	Mar/Apr 2015	Major Gifts
My Adventures in Fundraising: My First Major Donor Visit.	By Sonya Garcia. From the Grassroots Fundraising Journal, Volume 20, Number 3. Printer-friendly single article PDF download. 2 pages. An organizer is hooked on fundraising with a successful first major donor ask.	Garcia, Sonya	May/Jun 2001	Major Gifts
More Askers = More Money: An All-Staff Approach to Major Gifts	By Andy Robinson. From the Grassroots Fundraising Journal, Volume 26, Number 3. Printer-friendly single article PDF download. 4 pages. Although we encourage nonprofits to engage their board members in soliciting major gifts, mixed results on that front have led some organizations to try a different approach. Andy Robinson describes how one group trains and supports staff members to make an intensive annual push for these larger donations, and how you can use their approach.	Robinson, Andy	May/Jun 2007	Major Gifts
Asking for a Major Gift: A Team Training Exercise	By Priscilla Hung. From the May/June 2012 Grassroots Fundraising Journal, Volume 31, Number 3. Printer-friendly single article PDF download. 1 page. Prepping your team to ask for major gifts? Practice and role-plays are crucial to the preparation. Use this exercise at your next meeting or team training to help people feel more comfortable with the process.	Hung, Priscilla	May/June 2012	Major Gifts

The Importance of Upgrading	How can we keep donors motivated to give? When is it appropriate and how often should we ask donors to give more? Kim Klein answers these questions and more in this updated version of her classic article.	Klein, Kim	May/June 2014	Major Gifts
Major Donor Surveys: A Three Year Case Study	In the sequel to his January-February 2016 article, "Surveys and Segments: Building Your Major Donor Strategy," Jack Hui Litster shares lessons learned in the three years since Inter Pares first launched their major donor survey.	Litster, Jack Hui	May/June 2017	Major Gifts
Do What You're Told: A Major Gifts Campaign That Works	By Thomas R. Petersen. From the Grassroots Fundraising Journal, Volume 27, Number 5. Printer-friendly single article PDF download. 3 pages. Trained in getting major gifts by Journal co-founder Kim Klein, Tom Petersen put what he learned into action for his organization--and succeeded. He explains what works and what was challenging--and how you can be successful, too.	Petersen, Thomas R.	Sep/Oct 2008	Major Gifts
Raising Major Gifts: From \$250 to \$250,000	by Will Cordery. From the Grassroots Fundraising Journal, Volume 29, Number 5. Printer-friendly single article PDF download. 4 pages. Whatever amount your organization designates as a major gift, finding and nurturing relationships with major donors follows some basic principles. Will Cordery, former Project South Development Director now with Amnesty International, explains.	Cordery, Will	Sep/Oct 2010	Major Gifts

The Soul of Money Meets the Grassroots Fundraising Journal	by Beth Raps. From the Grassroots Fundraising Journal, Volume 29, Number 5. Printer-friendly single article PDF download. 1 page. What kind of teachings can someone who raises money from the super-wealthy and who is wealthy herself share with grassroots fundraising activists? Beth Raps finds that Lynne Twist, author of The Soul of Money, has a message that can be perceived as both radical and useful for grassroots fundraising.	Raps, Beth	Sep/Oct 2010	Major Gifts
Membership Pays: The Role of Members in Grassroots Fundraising.	By Sara Mersha. From the Grassroots Fundraising Journal, Volume 19, Number 4. Printer-friendly single article PDF download. 3 pages.	Mersha, Sara	August-00	Membership
Meeting Your Mission through Member-Driven Fundraising	By Rona Fernandez. From the Grassroots Fundraising Journal, Volume 27, Number 1. Printer-friendly single article PDF download. 4 pages. Rona Fernandez profiles three organizations that rely on members not only to pay dues and engage actively as leaders, but also to participate in raising money for the cause.	Fernandez, Rona	Jan/Feb 2008	Membership

<p>Revitalizing Your Membership Program: Why Do You Need Members--and Why Do They Need You?</p>	<p>By Ellis M.M. Robinson. From the Grassroots Fundraising Journal, Volume 21, Number 4. Printer-friendly single article PDF download. 5 pages. Once you know why members are vital to your organization—and what they want from it—you can build a strong membership program that can also help build your fundraising program.</p>	<p>Robinson, Ellis M.M.</p>	<p>Jul/Aug 2002</p>	<p>Membership</p>
<p>Early Focus on Membership Brings Stability: The Southwest Workers Union Story.</p>	<p>By Ruben Solis. From the Grassroots Fundraising Journal, Volume 24, Number 4. July/August 2005, Printer-friendly single article PDF download. 2 pages. An early commitment to membership has kept this economic justice organization focused on social change from the grassroots.</p>	<p>Solis, Ruben</p>	<p>Jul/Aug 2005</p>	<p>Membership</p>
<p>Navigating Race and Class in Fundraising</p>	<p>Learn how Community Coalition in South Los Angeles built internal support for launching their membership program, using "Race Retreats" for staff to explore their relationship with money and overcome their hesitancy to ask their working class Black and Latinx constituents to invest financially in the work.</p>	<p>Franks, Laresha</p>	<p>July/Aug 2016</p>	<p>Membership</p>

<p>Making the Most of In- House Prospects.</p>	<p>By Ellis M.M. Robinson. From the Grassroots Fundraising Journal, Volume 22, Number 3. Printer-friendly single article PDF download. 6 pages. Someone who contacts you, "out of the blue," is one of your best prospects for becoming a new member. In this adaptation from her new book on building membership programs, Ellis Robinson shares her tools for how to convert interested inquirers into members.</p>	<p>Robinson, Ellis M.M.</p>	<p>May/Jun 2003</p>	<p>Membership</p>
<p>Seeding Justice: Revenue-Generating Membership and Fundraising Canvasses for Community Organizing</p>	<p>After the 2008 financial crisis, many social justice groups were forced to rethink their dependence on foundation funding. Learn how base-building organizing groups from around the U.S. have built cost-effective membership and fundraising canvasses to grow a sustainable source of funding from the grassroots.</p>	<p>Center for Popular Democracy</p>	<p>May/Jun 2016</p>	<p>Membership</p>
<p>Recovery and Raising Money.</p>	<p>By Miguel P. From the Grassroots Fundraising Journal, Volume 21, Number 5. Printer-friendly single article PDF download. 2 pages. Fundraising in 12-Step fellowships relies on basic grassroots fundraising principles and the passion of their members, showing that ordinary people can raise the money they need for their cause.</p>	<p>P., Miguel</p>	<p>Sep/Oct 2002</p>	<p>Membership</p>

Dues Worth Paying	by Larry Kleinman. From the Grassroots Fundraising Journal, Volume 30, Number 5. Printer-friendly single article PDF download. 4 pages. Over 25 years, a farmworker union's membership dues system has brought in \$2 million. The director of Pineros y Campesinos Unidos del Noroeste (PCUN) explains how it works and why their members renew year after year.	Kleinman, Larry	Sep/Oct 2011	Membership
A Committed Relationship: One Group's Experience.	By Judith Siers. From the Grassroots Fundraising Journal, Volume 16, Number 6. Printer-friendly single article PDF download. 2 pages.	Siers, Judith	December-97	Monthly Giving
Developing a Monthly Donor Program.	By Harvey McKinnon. From the Grassroots Fundraising Journal, Volume 19, Number 5. Printer-friendly single article PDF download. 2 pages.	McKinnon, Harvey	October-00	Monthly Giving
Building People-Powered Organizations Through Sustainership	Kristin Campbell and Allison Budschalow of Media Mobilizing Project share the how and why of their highly successful monthly sustainer program.	Campbell, Kristin & Allison Budsclalow	July/Aug 2014	Monthly Giving
Monthly Donors: A Success Story.	By Sandra Francour. From the Grassroots Fundraising Journal, Volume 24, Number 2. Printer-friendly single article PDF download. 2 pages. Instituting a monthly pledge program has brought Sandra Francour's organization dependable monthly operating income as well as pleased and enthusiastic donors.	Francour, Sandra	Mar/Apr 2005	Monthly Giving

Monthly Giving Programs: The Basics	By Pat Munoz. From the Grassroots Fundraising Journal, Volume 25, Number 3. Printer-friendly single article PDF download. 4 pages. Want a proven way to bring in additional gifts from committed donors? River Network's Pat Munoz lays out why and how to start a sustainer program.	Munoz, Pat	May/Jun 2006	Monthly Giving
Reciprocity: A Time Banking Project of the Womanist Working	From the Jan/Feb 2018 Grassroots Fundraising Journal, v37 n1. The Womanist Working Collective in Philadelphia is	Piphus, LaTierra	Jan-Feb 2018	New Models
Who's Doing What on the Internet?	By Nick Allen. From the Grassroots Fundraising Journal, Volume 15, Number 6. Printer-friendly single article PDF download. 5 pages.	Allen, Nick	December-96	Online Fundraising
Fundraising on the Internet: Using E-mail and the Web to Acquire and Cultivate Donors	By Nick Allen. From the Grassroots Fundraising Journal, Volume 19, Number 3. Printer-friendly single article PDF download. 3 pages.	Allen, Nick	June-00	Online Fundraising
Put E-mail to Work (Without Becoming a Spam Artist).	By Michael Stein. From the Grassroots Fundraising Journal, Volume 23, Number 1. Printer-friendly single article PDF download. 5 pages. Is e-mail the answer to a prayer? The new magic fundraising bullet? No, but it is an exciting and important new way to raise money. Here's how the e-mail	Stein, Michael	Jan/Feb 2004	Online Fundraising

<p>Viral Fundraising: In the News and On the Net.</p>	<p>By Jason Salzman. From the Grassroots Fundraising Journal, Volume 23, Number 1. Printer-friendly single article PDF download. 2 pages. Here is one group's experience using e-mail to raise money- with impressive results-and some tips for how you can develop an e-mail campaign.</p>	<p>Salzman, Jason</p>	<p>Jan/Feb 2004</p>	<p>Online Fundraising</p>
<p>Online Fundraising Strategies for Small Budgets</p>	<p>By Samantha McGavin & Rachel Gouin. From the Grassroots Fundraising Journal, Volume 28, Number 1. Printer-friendly single article PDF download. 4 pages. Online fundraising is</p>	<p>McGavin, Samantha & Rachel Gouin</p>	<p>Jan/Feb 2009</p>	<p>Online Fundraising</p>
<p>Activating the Social Media Grassroots: Lessons to Cultivating Online Communities</p>	<p>Cayden Mak shares how 18 Million Rising: Activating Asian America effectively uses social media to engage their constituents, building community and resources to support their campaigns.</p>	<p>Mak, Cayden</p>	<p>Jan/Feb 2015</p>	<p>Online Fundraising</p>
<p>Building Online Community: A Key to Fundraising on the Internet</p>	<p>By Mary Ann McGivern. From the Grassroots Fundraising Journal, Volume 26, Number 4. Printer-friendly single article PDF download. 3 pages. Mary Ann McGivern has found a key to fundraising online: make sure your e- list members identify as a community both involved in</p>	<p>McGivern, Mary Ann</p>	<p>Jul/Aug 2007</p>	<p>Online Fundraising</p>

Should Your Online Fundraising Be Going, Going, Gone?	by Nzinga Kone-Miller. From the Grassroots Fundraising Journal, Volume 29, Number 4. Printer-friendly single article PDF download. 2 pages. Online auctions are a popular way to take a traditional off-line strategy online, but consider these questions before you jump in.	Kone-Miller, Nzinga	Jul/Aug 2010	Online Fundraising
"Soy Safista": Turning Community Ownership into Community Dollars	From the July/Aug 2012 Grassroots Fundraising Journal, v 31, n4, by Heather Yandow & Meredith Emmett. Printer-friendly single article download, 4 pages. Student Action with Farmworkers shares the ins and outs of its successful volunteer-led online fundraising campaign. With 20 volunteers and an online platform, learn how they raise almost \$25,000 in just two months. They also share important tips for	Yandow, Heather & Meredith Emmett	July/Aug 2012	Online Fundraising
Using Video in Your Online Campaigns	From the July/August 2012 Grassroots Fundraising Journal, v31 n4, by Nzinga Koné-Miller. Printer-friendly single article download, 3 pages. Free and inexpensive recording, editing, and sharing tools are putting online video into the hands of even the smallest	Kone-Miller, Nzinga	July/Aug 2012	Online Fundraising
Giving Days: Making the Most of 24 Hours	After talking with participants of three different giving days—Give to the Max Minnesota, Give BIG Riverside and Give OUT Day—Priscilla Hung shares lessons learned and helps you figure out whether it makes sense for your group to jump in.	Hung, Priscilla	July/Aug 2013	Online Fundraising

<p>Top Five Fundraising Appeals Mistakes & How to Avoid Them</p>	<p>How long should your subject line be? How can you really connect with your readers? Heather Buchheim of Watershed Online Advocacy & Fundraising answers these questions and more to help you avoid the most common mistakes made in email appeals.</p>	<p>Buchheim, Heather</p>	<p>July/Aug 2013</p>	<p>Online Fundraising</p>
<p>Strengthening Black America's Political Voice Through Online Campaigns and Fundraising</p>	<p>Color Of Change has experienced impressive growth in their membership in recent years, establishing itself as the largest online civil rights organization in the nation. Read what's contributed to their success, and how they plan to continue deepening their relationships with their supporters.</p>	<p>Brown, Sheena</p>	<p>July/Aug 2016</p>	<p>Online Fundraising</p>
<p>Data For Democracy: The NPP Database (by the National Priorities Project).</p>	<p>From the Grassroots Fundraising Journal, Volume 22, Number 2. Printer-friendly single article PDF download. 2 pages. This extensive database has state-level data on needs and federal expenditures on seven issue areas- and is growing. This is where to get the hard facts that will make your case about the need for more money for your issue.</p>	<p>National Priorities Project</p>	<p>Mar/Apr 2003</p>	<p>Online Fundraising</p>
<p>Raising Money with E- mail</p>	<p>By Madeline Stanionis. From the Grassroots Fundraising Journal, Volume 25, Number 2. Printer-friendly single article PDF download. 4 pages. Adapted from Madeline Stanionis's new book, Raising Thousands (if Not Tens of Thousands) of</p>	<p>Stanionis, Madeline</p>	<p>Mar/Apr 2006</p>	<p>Online Fundraising</p>

10 Years, 10 Days, \$10K	Staff and board of the Young Nonprofit Professionals Network set out to mark their 10-year anniversary by raising \$10,000. Read how they adjusted their plans right before launching their campaign and more than doubled their goal.	Boone, Kiara, Autumn Hubbard & Trish Tchume	Mar/Apr 2015	Online Fundraising
Empowering the Latino Grassroots through Crowdfunding	Just 18 months after launching, nearly \$200,000 was raised in a single day on Hispanics in Philanthropy's (HIP) crowdfunding site HIPGive. Alex Parker-Guerrero shares how HIPGive provides an effective platform for Latinoserving organizations to grow their base of individual	Parker-Guerrero, Alex	Mar/Apr 2016	Online Fundraising
Application Service Providers: An Important New Technology Solution for Today's Nonprofit	By Michael Stein and John Kenyon. From the Grassroots Fundraising Journal, Volume 21, Number 3. Printer-friendly single article PDF download. 4 pages. Online programs offer nonprofits a host of services, including fundraising, database management, and volunteer recruitment. Here's how to find—and use—them.	Stein, Michael and John Kenyon	May/June 2002	Online Fundraising
Websites for Fundraising.	By Michael Stein. From the Grassroots Fundraising Journal, Volume 23, Number 3. Printer-friendly single article PDF download. 4 pages. Websites are the fundraising venue of the future. Michael Stein will help you figure out how to make fundraising a	Stein, Michael	May/June 2004	Online Fundraising

<p>How Do I Begin Using the Internet for My Organization?</p>	<p>By Nzinga Kone-Miller. From the Grassroots Fundraising Journal, Volume 28, Number 3. Printer-friendly single article PDF download. 1 page.If you're wondering how to dive in to online fundraising, the water's fine. Here are a few tips for getting your feet wet.</p>	<p>Kone-Miller, Nzinga</p>	<p>May/Jun 2009</p>	<p>Online Fundraising</p>
<p>The Bowl-a-Thon Gets an Online Makeover</p>	<p>By Yasmeen Perez. From the Grassroots Fundraising Journal, Volume 29, Number 3. Printer-friendly single article PDF download. 3 pages. Yasmeen Perez's youth-led membership group raises more than \$60,000 a year through grassroots fundraising. One fun and successful event is their annual bowl-a-thon. Setting the bowling teams up to raise funds online from their friends and supporters proved a very good move. Here's how they did it.</p>	<p>Perez, Yasmeen</p>	<p>May/Jun 2010</p>	<p>Online Fundraising</p>

<p>Harvest's Bounty: One Garden's Experience in an Online Grant Contest</p>	<p>by Diana Lopez. From the Grassroots Fundraising Journal, Volume 30, Number 3. Printer-friendly single article PDF download. 2 pages. Some grant decisions are made by funding boards, but others are driven by popular vote. In this new form of fund-getting, an organization "wins" a grant based on how many supporters vote for their entry in an online contest. Southwest Workers' Union shows how they put their longtime organizing strategies to work to succeed in the competition.</p>	<p>Lopez, Diana</p>	<p>May/June 2011</p>	<p>Online Fundraising</p>
<p>Meeting Your Match: Using Matching Gifts to Supercharge Your Online Fundraising Campaign</p>	<p>by Nzinga Koné-Miller. From the Grassroots Fundraising Journal, Volume 30, Number 3. Printer-friendly single article PDF download. 2 pages. The mere existence of a matching gift significantly increases the likelihood that an individual will donate. Our online specialist shows how to surmount the common stumbling blocks: finding (or creating) the matching gift, knowing how much to try to match, deciding how long to run the campaign, and knowing</p>	<p>Kone-Miller, Nzinga</p>	<p>May/June 2011</p>	<p>Online Fundraising</p>
<p>Raising Money-- and People Power-- Online</p>	<p>By Brian Dever & Erin Barnes. From the May/June 2012 Grassroots Fundraising Journal, Volume 31, Number 3. Printer-friendly single</p>	<p>Dever, Brian & Erin Barnes</p>	<p>May/June 2012</p>	<p>Online Fundraising</p>
<p>Our Multipronged Approach to Crowdfunding: Melding the Old & the New</p>	<p>Read how Prison Radio staff and supporters came together to raise \$60,000 to defend free speech rights for prisoners.</p>	<p>Hanrahan, Noelle & Lyla Denburg</p>	<p>May/June 2015</p>	<p>Online Fundraising</p>

Healing Justice for Black Lives Matter	Learn how a community of healers organized a collective day healing and philanthropy to benefit the Ferguson bail fund.	Lakshmi Piepzna-Samarasinha, Leah & Susan Raffo	May/June 2015	Online Fundraising
Crowdfunding: The New Wave of Online Grassroots Fundraising	By Ezra Berkley Nepon There are new tools to raise money online for all kinds of projects, even those without 501(c)(3) status. Get an orientation to some of the	Nepon, Ezra Berkley	Nov/Dec 2011	Online Fundraising
Raising Money for the Right to Vote.	By Robert Cooney. From the Grassroots Fundraising Journal, Volume 14, Number 4. Printer-friendly single article PDF download. 4 pages.	Cooney, Robert	August-95	Organizing & Movement Building
The Final Word on Lobbying and Political Activity: It's Legal...Except When It's Not	By Kim Klein. From the Grassroots Fundraising Journal, Volume 16, Number 1. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	February-97	Organizing & Movement Building
Campaign for Human Development Dictates Right Turn to Community Organizers.	By Francis Calpotura. From the Grassroots Fundraising Journal, Volume 17, Number 5. Printer-friendly single article PDF download. 2 pages.	Calpotura, Francis	October-98	Organizing & Movement Building

Inspiration from History: The Civil Rights Movement	By Holly Fincke. From the Grassroots Fundraising Journal, Volume 29, Number 1. Printer-friendly single article PDF download. 3 pages. The US Civil Rights Movement in the 1950s and '60s is one example of how grassroots fundraising was a critical, but not widely known, element of the success of these campaigns for racial justice. We can learn from these stories, and use them to inspire our own fundraising efforts.	Fincke, Holly	Jan/Feb 2010	Organizing & Movement Building
Door-to-Door Canvassing: Connecting with the Community	By Janet Upadhye. From the Grassroots Fundraising Journal, Volume 27, Number 4. Printer-friendly single article PDF download. 4 pages. When San Francisco Women Against Rape reinstated its door-to-door canvass for a month each year, they not only brought in new donors, but built stronger connections to their community. Janet Upadhye explains how to run an annual canvass for your	Upadhye, Janet	Jul/Aug 2008	Organizing & Movement Building
We Are Stronger Together: Active Solidarity & Collaborative Fundraising in the South	By Stephanie Guilloud. From the Grassroots Fundraising Journal, Volume 30, Number 4. Printer-friendly single article PDF download. 3 pages. As the anchor and fiscal sponsor for the US Social Forum of 2007 and	Guilloud, Stephanie	July/Aug 2011	Organizing & Movement Building
Viva La Causa: Fundraising Lessons from the United Farm Workers Movement	Rona Fernandez shares fundraising stories from the UFW, showing what can happen when a group moves away from its core constituency as its main	Fernandez, Rona	July/Aug 2014	Organizing & Movement Building

<p>Fundraising for Direct Action & Legal Defense: A Case Study of the 2000 RNC Protests</p>	<p>Learn how a community of activists raised \$200,000 to support the bail fund and legal defense of over 400 people arrested during the 2000 RNC protests.</p>	<p>Nepon, Ezra Berkley</p>	<p>July/Aug 2015</p>	<p>Organizing & Movement Building</p>
<p>Social Justice Agenda for the Nonprofit Sector: A Call to Action.</p>	<p>By Jan Masaoka and Kim Klein. From the Grassroots Fundraising Journal, Volume 23, Number 2. Printer-friendly single article PDF download. 2 pages. How can the nonprofit sector--and each nonprofit group--renew its vision of social justice, and align itself with core issues of equity, equality, fairness, and sustainability? Rick Cohen, Kim Klein, Frances Kunreuther, and Jan Masaoka offer an agenda for joining the conversation.</p>	<p>Masaoka, Jan and Kim Klein</p>	<p>Mar/Apr 2004</p>	<p>Organizing & Movement Building</p>
<p>Being Well Connected: Why Local Politicians Matter to Nonprofits.</p>	<p>By Patrick McLean. From the Grassroots Fundraising Journal, Volume 24, Number 2. Printer-friendly single article PDF download. 4 pages. Contrary to popular opinion, many local politicians have their constituents' well-being at heart. Patrick McLean shows how these politicians can play a valuable role in helping nonprofits meet their goals— and vice versa. A clear-eyed look at developing mutually beneficial</p>	<p>McLean, Patrick</p>	<p>Mar/Apr 2005</p>	<p>Organizing & Movement Building</p>

Always Be Asking: Using Organizing to Build Membership	By Amy O'Connor and Andy Robinson. From the Grassroots Fundraising Journal, Volume 29, Number 2. Printer-friendly single article PDF download. 3 pages. People power is vital to winning on social justice issues, and an engaged membership can also bring in needed donations. Here's	O'Connor, Amy and Andy Robinson	Mar/Apr 2010	Organizing & Movement Building
Fuerza Cooperativa: An Innovative Resource Generation Case Study	From the March-April 2013 Grassroots Fundraising Journal, v32, n2, 6 pages. Make the Road New York (MRNY) launched community-based financial services for its members in 2010, providing significant benefits to their members while providing the group with a new source of revenue to sustain its organizing work.	Miles, Julie & Tony Perlstein	Mar/Apr 2013	Organizing & Movement Building
Weathering the (Super) Storm: Building Power in the Wake of (Un)Natural Disasters	From the March-April 2013 Grassroots Fundraising Journal, v32, n2, 5 pages. Given the history of low-income and communities of color being left out of relief efforts, the Committee Against Anti-Asian Violence (CAA AV) knew they needed to take care of	Wong, Helena	Mar/Apr 2013	Organizing & Movement Building
Resourcing the Movement for Black Lives	William Cordery takes a close look at the role institutional philanthropy has played in supporting the Movement for Black Lives, and how foundations can be more effective partners to social movements.	Cordery, William	Mar/Apr 2016	Organizing & Movement Building

Funding the Impossible Dream: The Movement for Japanese American Redress Part I	As part of our occasional series on fundraising lessons from movement history, Rona Fernandez and Stan Yogi take a close look at the critical role grassroots fundraising played in the Japanese American movement for redress decades after internment.	Fernandez, Rona & Stan Yogi	Mar/Apr 2017	Organizing & Movement Building
Debating Our Role in Government	From the Grassroots Fundraising Journal, Volume 31, Number 2. Printer-friendly single article PDF download. 2 pages. Debate highlights from GIFT's 2010 Money for Our Movements: A	GIFT	March/April 2012	Organizing & Movement Building
Funding the Impossible Dream: The Movement for Japanese American Redress Part II	Rona Fernandez and Stan Yogi finish the story of how Japanese American community groups relied on grassroots volunteers and donors in the movement for redress.	Fernandez, Rona & Stan Yogi	May/June 2017	Organizing & Movement Building
Fundraising & Movement Building: Keynote Speeches from Raising Change 2008: A Social Justice Fundrai	By Robby Rodriguez and Katherine Acey. From the Grassroots Fundraising Journal, Volume 27, Number 6. Printer-friendly single article PDF download. 5 pages. Keynote speakers Robby Rodriguez & Katherine Acey opened GIFT's 2008 Conference by challenging us to increase the power of our movements by thinking	Rodriguez, Robby and Katherine Acey	Nov/Dec 2008	Organizing & Movement Building

<p>Silos Are for Farms: How to Make Fundraising a Part of Your Organizing</p>	<p>By Tina Cincotti. From the Grassroots Fundraising Journal, Volume 28, Number 6. Printer-friendly single article PDF download. 4 pages. How to continue to develop a culture of fundraising—where fundraising and organizing go hand-in-hand—and reap the results in a far stronger organization.</p>	<p>Cincotti, Tina</p>	<p>Nov/Dec 2009</p>	<p>Organizing & Movement Building</p>
<p>Keynote Speeches from Money for Our Movements 2010: A Social Justice Fundraising Conference</p>	<p>by Ai-jen Poo and Cara Page. From the Grassroots Fundraising Journal, Volume 29, Number 6. Printer-friendly single article PDF download. 5 pages. We opened GIFT's 2010 Conference with inspiring stories of how we can fund our work collectively. Ai-jen Poo brings lessons from the National Domestic Workers Alliance on how they raised money and built a movement. Cara Page shared the lessons she has learned about community wealth from being a grassroots worker in the South.</p>	<p>Poo, Ai-Jen and Cara Page</p>	<p>Nov/Dec 2010</p>	<p>Organizing & Movement Building</p>

<p>Fundraising for the United States Social Forum 2010: Reflections from the Resource Mobilization Work</p>	<p>By Sha Grogan-Brown, Michael Leon Guerrero, Priscilla Hung, and Genaro Lopez-Rendon. From the Grassroots Fundraising Journal, Volume 29, Number 6. Printer-friendly single article PDF download. 3 pages. Fundraising for this year's US Social Forum was a prime lesson in raising money for movement-building – and connecting our movement- building values to how we do our fundraising. The Resource</p>	<p>Grogan-Brown, Sha, Michael Leon Guerrero, Priscilla Hung, and Genaro Lopez-Rendon</p>	<p>Nov/Dec 2010</p>	<p>Organizing & Movement Building</p>
<p>Justice and Peace Shares—A Case Study in Collaborative Funding</p>	<p>By Andy Heaslet. From the Grassroots Fundraising Journal, Volume 29, Number 6. Printer-friendly single article PDF download. 3 pages. Competing for fundraising dollars isn't going to get us far in the long-run. Seven progressive organizations put this knowledge into practice by banding together to do grassroots fundraising—and reaping the rewards together. Andy Heaslet lays out their process, problems, and</p>	<p>Heaslet, Andy</p>	<p>Nov/Dec 2010</p>	<p>Organizing & Movement Building</p>
<p>Sustaining Organizing: The Impact of the Recession on Community Organizing</p>	<p>By DataCenter and the National Organizers Alliance. From the Grassroots Fundraising Journal, Volume 29, Number 6. Printer-friendly single article PDF download. 2 pages. Two national organizations</p>	<p>DataCenter and the National Organizers Alliance</p>	<p>Nov/Dec 2010</p>	<p>Organizing & Movement Building</p>

Keynote Speeches from Money for Our Movements 2012 Conference	From the Nov/Dec 2012 Grassroots Fundraising Journal. v31 n6. 4 pages. By Saru Jayaraman, Attica Woodson Scott and Kim Klein. Read excerpts from the speeches of three inspiring	Jayaraman, Saru, Attica Woodson Scott, and Kim Klein	Nov/Dec 2012	Organizing & Movement Building
Door to Door Canvassing.	By Lynn Fahselt. From the Grassroots Fundraising Journal, Volume 22, Number 5. Printer-friendly single article PDF download. 6 pages. A well- run canvass program can bring your organization lots of new members, increased political clout, and money. Find out how a canvass works and whether it's the right	Fahselt, Lynn	Sep/Oct 2003	Organizing & Movement Building
Organizing and Fundraising: Sisters in the Struggle.	By Vicki Quatmann. From the Grassroots Fundraising Journal, Volume 23, Number 5. Printer-friendly single article PDF download. 3 pages. A reprint of Vicki's important article, originally published here in 1994, describing the twin pillars of organizing and fundraising to create social change and social justice.	Quatmann, Vicki	Sep/Oct 2004	Organizing & Movement Building
The Power of the Vote	By Paul Getsos. From the Grassroots Fundraising Journal, Volume 27, Number 5. Printer-friendly single article PDF download. 9 pages, including supplemental information.	Getsos, Paul	Sep/Oct 2008	Organizing & Movement Building

Lobbying Legally in the Age of Trump	How much and in what kind of political activity can your group engage? The short answer: it depends. Dive into the details with this helpful resource to avoid	Topakian, Karen	Sep-Oct 2017	Organizing & Movement Building
Everything I Know about Giving I Learned from a Bushel of Vegetables.	By Maria Gonzales. From the Grassroots Fundraising Journal, Volume 15, Number 2. Printer-friendly single article PDF download. 2 pages.	Gonzales, Maria	April-96	Personal Experiences
Everything I Know About Fundraising I Learned Knocking on Doors.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 16, Number 4. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	August-97	Personal Experiences
Henry A. (Hank) Rosso: Mentor and Teacher (memorial).	By Kim Klein. From the Grassroots Fundraising Journal, Volume 18, Number 2. Printer-friendly single article PDF download. 1 pages.	Klein, Kim	April-99	Personal Experiences
Profile of a Donor.	By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 19, Number 2. Printer-friendly single article PDF download. 1 pages.	Roth, Stephanie	April-00	Personal Experiences
A Life in Fundraising	By Kim Klein. From the Grassroots Fundraising Journal, Volume 25, Number 1. Printer-friendly single article PDF download. 5 pages. Kim has spent 30 years in fundraising. Here's the story of her adventures and insights.	Klein, Kim	Jan/Feb 2006	Personal Experiences
Success Stories from Around the World and Around the Block	Compiled by Stephanie Roth. From the Grassroots Fundraising Journal, Volume 25, Number 1. Printer-friendly single article PDF download. 3 pages. Inspiring stories from the U.S. and abroad of	Roth, Stephanie	Jan/Feb 2006	Personal Experiences

<p>Honor a Fundraising Pioneer- Viva Ann Pamela Cunningham!</p>	<p>By Joan Flanagan. From the Grassroots Fundraising Journal, Volume 22, Number 2. Printer-friendly single article PDF download. 2 pages. An early fundraiser saved Mount Vernon from disrepair and disrespect.</p>	<p>Flanagan, Joan</p>	<p>Mar/Apr 2003</p>	<p>Personal Experiences</p>
<p>A Donor Speaks Out.</p>	<p>By Nick Prassas. From the Grassroots Fundraising Journal, Volume 23, Number 2. Printer-friendly single article PDF download. 3 pages. A major donor's reflections on what motivates him to give (or not) has lessons for every fundraiser.</p>	<p>Prassas, Nick</p>	<p>Mar/Apr 2004</p>	<p>Personal Experiences</p>
<p>A Reluctant Fundraiser Rises to the Challenge.</p>	<p>By Rona Fernandez. From the Grassroots Fundraising Journal, Volume 24, Number 6. Printer-friendly single article PDF download. 2 pages. A social worker-turned-executive director at an agency serving Asian and Asian-American seniors tells Rona Fernandez how he came to embrace grassroots fundraising. He talks about cultural dynamics that contributed to his resistance to asking directly for large gifts and what enabled him to be successful in building individual donor support for his agency.</p>	<p>Fernandez, Rona</p>	<p>Nov/Dec 2005</p>	<p>Personal Experiences</p>

<p>"Money, Happiness, Social Justice and the Future"</p>	<p>By Sonya Garcia-Ulibarri and Kim Klein. From the Grassroots Fundraising Journal, Volume 25, Number 6. Printer-friendly single article PDF download. 6 pages. In speeches to 420 activists at the Grassroots Fundraising Journal's conference last August, Sonya</p>	<p>Garcia-Ulibarri, Sonya and Kim Klein</p>	<p>Nov/Dec 2006</p>	<p>Personal Experiences</p>
<p>Reflections on 20 Years at the Grassroots Fundraising Journal.</p>	<p>By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 28, Number 6. Printer-friendly single article PDF download. 3 pages. Our departing editor-in-chief reflects on the importance of the Journal, her favorite articles, and her future with GIFT and the Journal.</p>	<p>Roth, Stephanie</p>	<p>Nov/Dec 2009</p>	<p>Personal Experiences</p>
<p>Training Exercise: Mapping Our Experiences</p>	<p>By GIFT and FIERCE. Lack of knowledge isn't what usually stands in the way of being comfortable with fundraising—prior negative experiences and fears are. Use this fun and simple activity to bring these experiences into the open</p>	<p>FIERCE & GIFT</p>	<p>Nov/Dec 2011</p>	<p>Personal Experiences</p>
<p>My Adventures in Fundraising: There's Always a Lesson to Be Learned.</p>	<p>By Jack Soares, CFRE. From the Grassroots Fundraising Journal, Volume 20, Number 5. Printer-friendly single article PDF download. 2 pages. A successful fundraiser for the Bay Area Girl Scouts finds lessons come with paying attention.</p>	<p>Soares, Jack</p>	<p>Sep/Oct 2001</p>	<p>Personal Experiences</p>

My Biggest Mistakes	From the Sep/Oct 2012 Grassroots Fundraising Journal, v 31, n5. Printer-friendly single article download, 4 pages. Kim Klein shares the three biggest	Klein, Kim	Sep/Oct 2012	Personal Experiences
Fundraisers Anonymous	GIFT talked with several fundraisers of color about the secrets of their success and how nonprofits can better support development staff.	GIFT	Sep/Oct 2013	Personal Experiences
How Much Do You Want to Give? An Excerpt from, "Inspired Philanthropy: Creating	By Tracy Gary and Melissa Kohner. From the Grassroots Fundraising Journal, Volume 18, Number 2. Printer-friendly single article PDF download. 4 pages.	Gary, Tracy and Melissa Kohner	April-99	Philanthropy
Reflections on the Purpose, History and Future of Philanthropy.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 19, Number 1. Printer-friendly single article PDF download. 4 pages.	Klein, Kim	February-00	Philanthropy

The Donor in Us All	By Chris Malcomb. From the Grassroots Fundraising Journal, Volume 27, Number 1. Printer-friendly single article PDF download. 3 pages. What motivates people to become donors? Chris Malcomb describes close encounters with generosity, illustrating how powerful a force it is.	Malcomb, Chris	Jan/Feb 2008	Philanthropy
Giving Within Communities: Center for Participatory Change's Research on Horizontal Giving	By Craig White. From the Grassroots Fundraising Journal, Volume 29, Number 1. Printer-friendly single article PDF download. 3 pages. A nonprofit in Western North Carolina studied the rich networks and features of informal giving that exist in every community, and focused their research on low-income communities and	White, Craig	Jan/Feb 2010	Philanthropy
POOR Magazine's Solidarity Family Model for Revolutionary Giving	POOR Magazine co-founder Tiny (aka Lisa Gray-Garcia) tells the story of POOR's Revolutionary Giving Sessions, where landless, homeless, migrant,	Gray-Garcia, Lisa (AKA Tiny)	Jan/Feb 2014	Philanthropy
The Redistribution Fund: Rethinking Giving	Learn how the Redistribution Fund gifted \$100,000 through a collective decision making process that transformed typical funder/grantee dynamics.	Yang, Stephanie Syd	May/June 2013	Philanthropy

Transforming Philanthropy through Donor Organizing	Four years ago, the Social Justice Fund Northwest began engaging its supporters on a deeper level in building and dispersing resources for the causes they believe in. The result? A six-fold growth in their donor base. Zeke Spier shares how they did it.	Spier, Zeke	May/June 2014	Philanthropy
The Transformative Power of Fundraising	By Pilar Gonzales. From the Grassroots Fundraising Journal, Volume 26, Number 6. Printer-friendly single article PDF download. 4 pages. Longtime fundraiser Pilar Gonzales talks about the links between fundraising, forgiveness, and social justice.	Klein, Kim	Nov/Dec 2007	Philanthropy
Democratizing Philanthropy: Challenging Foundations and Social Justice Organizations	By Christine Ahn. From the Grassroots Fundraising Journal, Volume 28, Number 6. Printer-friendly single article PDF download. 3 pages. Much of foundation funding comes	Ahn, Christine	Nov/Dec 2009	Philanthropy
The Trans Justice Funding Project: Funding a Movement	The Trans Justice Funding Project utilizes a community-led funding model to bring more resources to grassroots trans justice groups. Gabriel Foster shares how they do it.	Foster, Gabriel	Nov/Dec 2014	Philanthropy

<p>Caring For Each Other: Philanthropy in Communities of Color.</p>	<p>By Lisa Durán. From the Grassroots Fundraising Journal, Volume 20, Number 5. Printer-friendly single article PDF download. 4 pages. Most writing about giving away money focuses on affluent, white donors. This article explores the often unrecognized forms philanthropy has taken in communities of color in the United States.</p>	<p>Duran, Lisa</p>	<p>Sep/Oct 2001</p>	<p>Philanthropy</p>
<p>Editorial: The Buffett- Gates Merger</p>	<p>By Kim Klein. From the Grassroots Fundraising Journal, Volume 25, Number 5. Printer-friendly single article PDF download. 2 pages. Warren Buffett's</p>	<p>Klein, Kim</p>	<p>Sep/Oct 2006</p>	<p>Philanthropy</p>
<p>Growing Donor Organizers Through Giving Projects: Four Years Later</p>	<p>From the Jan/Feb 2018 Grassroots Fundraising Journal, v37 n1. Since we first shared about Social Justice Fund Northwest's</p>	<p>Spier, Zeke & Allison Johnson Heist</p>	<p>Jan-Feb 2018</p>	<p>Philanthropy</p>
<p>Choosing a Telephone Fundraising Vendor.</p>	<p>By Bruce Immerman. From the Grassroots Fundraising Journal, Volume 14, Number 1. Printer-friendly single article PDF download. 3 pages.</p>	<p>Immerman, Bruce</p>	<p>February-95</p>	<p>Phone Banking</p>

Revisiting the Phone-a-thon.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 18, Number 2. Printer-friendly single article PDF download. 5 pages.	Klein, Kim	April-99	Phone Banking
How to Run a Successful Volunteer Phonebank.	By Dennis Quirin. From the Grassroots Fundraising Journal, Volume 23, Number 4. Printer-friendly single article PDF download. 6 pages.	Quirin, Dennis	Jul/Aug 2004	Phone Banking
Calling for Dollars: How We Raise Money from an Annual Phonathon	By Doreen Der-McLeod. From the Grassroots Fundraising Journal, Volume 26, Number 5. Printer-friendly single article PDF download. 3 pages. Cameron House is a	Der-McLeod, Doreen	Sep/Oct 2007	Phone Banking
The Why of Planned Giving.	By David Schmeling. From the Grassroots Fundraising Journal, Volume 17, Number 6. Printer-friendly single article PDF download. 3 pages.	Robinson, Andy	December-98	Planned Giving, Endowments & Bequests

Marketing Planned Giving: If You Don't Know Where You're Going, Any Way Will Do!	By David Schmeling. From the Grassroots Fundraising Journal, Volume 18, Number 1. Printer-friendly single article PDF download. 2 pages.	Schmeling, David	February-99	Planned Giving, Endowments & Bequests
Considering Legacy Giving	By Kim Klein. From the Grassroots Fundraising Journal, Volume 26, Number 1. Printer-friendly single	Klein, Kim	Jan/Feb 2007	Planned Giving, Endowments & Bequests
The Value of a Nest Egg: Thinking of Starting an Endowment (PART I).	By Kim Klein. From the Grassroots Fundraising Journal, Volume 24, Number 4. Printer-friendly single article PDF download. 5 pages. Are you ready to start building an organizational nest egg? Kim talks about the good, the not-so-good, and what to consider in deciding to create an endowment or reserve fund.	Adess, Nancy	Jul/Aug 2005	Planned Giving, Endowments & Bequests
Two Steps to a Successful Planned Giving Program	Considering a planned giving program? Read this article to avoid leaving lots of gifts on the table.	Shephard, Dan	July/Aug 2015	Planned Giving, Endowments & Bequests
Is Endowment for Us?	By Christine Graham. From the Grassroots Fundraising Journal, Volume 21, Number 2. Printer-friendly single article PDF download. 3 pages. Endowments are for organizations that plan to be around long into the future. How to know when your group is	Graham, Christine	Mar/Apr 2002	Planned Giving, Endowments & Bequests

Let's Talk about Planned Giving.	By Byron Johnson. From the Grassroots Fundraising Journal, Volume 21, Number 2. Printer-friendly single article PDF download. 3 pages. How to talk about money and death in the same sentence, starting with your most difficult audience.	Johnson, Byron	Mar/Apr 2002	Planned Giving, Endowments & Bequests
Gift Acceptance Policies and Legacy Giving	By Fred Matthews. From the Grassroots Fundraising Journal, Volume 26, Number 2. Printer-friendly single article PDF download. 4 pages. An important element of any group's planning their legacy program is to develop policies that anticipate—and deal with—the types of gifts likely to come in.	Matthews, Fred	Mar/Apr 2007	Planned Giving, Endowments & Bequests
Planning an Endowment Campaign (PART III) Finding Prospects and the Role of Feasibility Studies	By Kim Klein. From the Grassroots Fundraising Journal, Volume 24, Number 6. Printer-friendly single article PDF download. 5 pages. The third article in Kim Klein's series on endowments focuses on creating a list of prospects and doing an affordable	Klein, Kim	Nov/Dec 2005	Planned Giving, Endowments & Bequests
Planning an Endowment Campaign. (Part II)	By Kim Klein. From the Grassroots Fundraising Journal, Volume 24, Number 5. Printer-friendly single article PDF download. 4 pages. The second article in	Klein, Kim	Sep/Oct 2005	Planned Giving, Endowments & Bequests
Gift Planning: Your Guide to Transformational Gifts	Starting a planned giving program can seem like a daunting task. But Impact Communications tells us not to believe the hype. They debunk common myths	Impact Communications	Sep/Oct 2016	Planned Giving, Endowments & Bequests

21 Common Questions about Asking for Money.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 2, Number 3. Printer-friendly single article PDF download. 4 pages.	Klein, Kim	June-83	Principles of Fundraising
Responding to Put-Offs.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 3, Number 5. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	October-84	Principles of Fundraising
Ten Mistakes You Can Avoid.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 13, Number 5. Printer-friendly single article PDF download. 3 pages. Kim shares the ten	Klein, Kim	October-94	Principles of Fundraising
When in Doubt, Think.	By Andy Robinson. From the Grassroots Fundraising Journal, Volume 14, Number 2. Printer-friendly single article PDF download. 2 pages. Fundraising	Robinson, Andy	April-95	Principles of Fundraising
Fundraising and Equity: The Importance of Coffee Cans.	By Judy Levine. From the Grassroots Fundraising Journal, Volume 15, Number 1. Printer-friendly single article PDF download. 3 pages.	Levine, Judy	February-96	Principles of Fundraising
Opportunistic Fundraising.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 15, Number 5. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	October-96	Principles of Fundraising
Asking for Money...The Close.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 16, Number 3. Printer-friendly single article PDF download. 3 pages.	Klein, Kim	June-97	Principles of Fundraising

When Fundraising Strategies Wear Out.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 17, Number 5. Printer-friendly single article PDF download. 5 pages.	Klein, Kim	October-98	Principles of Fundraising
Security: The Ultimate Trap.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 18, Number 1. Printer-friendly single article PDF download. 4 pages.	Klein, Kim	February-99	Principles of Fundraising
The Importance of Having a Broad Base of Donors.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 18, Number 5. Printer-friendly single article PDF download. 1 pages.	Klein, Kim	October-99	Principles of Fundraising
The Perennial Question of Clean and Dirty Money.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 19, Number 2. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	April-00	Principles of Fundraising
Emotional Intelligence and Nonprofit Success: Three Keys to Effective Fundraising.	By Amy O'Connor. From the Grassroots Fundraising Journal, Volume 19, Number 3. Printer-friendly single article PDF download. 4 pages.	O'Connor, Amy	June-00	Principles of Fundraising
Building Cultural Diversity into Fundraising.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 19, Number 5. Printer-friendly single article PDF download. 5 pages.	Klein, Kim	October-00	Principles of Fundraising

The Middle Way	No matter how your group defines "mid-level" donors, chances are these supporters aren't given the attention they deserve. Learn how to shift your focus to the middle of the donor pyramid.	Raps, Beth	Jan-Feb 2017	Principles of Fundraising
Book Review: You Can Do It! A Volunteer's Guide to Raising Money for Your Group in Words and Picture	By Helen Kim. From the Grassroots Fundraising Journal, Volume 23, Number 1. Printer-friendly single article PDF download. 2 pages. Combining a training manual and workbook, this book gives both seasoned and novice fundraisers a highly accessible and user-	Kim, Helen	Jan/Feb 2004	Principles of Fundraising
Getting It Right From the Start: Building a Grassroots Fundraising Program	By Dean Spade. From the Grassroots Fundraising Journal, Volume 24, Number 1. Printer-friendly single article PDF download. 3 pages. You've read about the importance of building a base of individual donors to support your work in these	Spade, Dean	Jan/Feb 2005	Principles of Fundraising
Why Good Fundraisers are Never Paid on Commission	By Kim Klein. From the Grassroots Fundraising Journal, Volume 25, Number 1. Printer-friendly single article PDF download. 2 pages. Five important reasons you should hire	Klein, Kim	Jan/Feb 2006	Principles of Fundraising
The Fine Art of Asking for the Gift	By Kim Klein. From the Grassroots Fundraising Journal, Volume 25, Number 1. Printer-friendly single article PDF download. 4 pages. An all-time favorite. How to ask a prospect for money, and what you can expect from your efforts.	Klein, Kim	Jan/Feb 2006	Principles of Fundraising

<p>The Ten Most Important Things You Can Know About Fundraising</p>	<p>By Kim Klein. From the Grassroots Fundraising Journal, Volume 25, Number 1. Printer-friendly single article PDF download. 4 pages. Kim's lessons from 30 years in fundraising.</p>	<p>Klein, Kim</p>	<p>Jan/Feb 2006</p>	<p>Principles of Fundraising</p>
<p>The Effect of an Election Year on Fundraising.</p>	<p>By Kim Klein. From the Grassroots Fundraising Journal, Volume 23, Number 4. Printer-friendly single article PDF download. 1 pages. Will your fundraising be affected by this election</p>	<p>Klein, Kim</p>	<p>Jul/Aug 2004</p>	<p>Principles of Fundraising</p>
<p>Ethics and Fundraising</p>	<p>By Kim Klein. From the Grassroots Fundraising Journal, Volume 25, Number 4. Printer-friendly single article PDF download. 3 pages. What does it mean to act ethically in fundraising? Kim explores the easy and the not-so-easy paths.</p>	<p>Klein, Kim</p>	<p>Jul/Aug 2006</p>	<p>Principles of Fundraising</p>
<p>From Pledge Drives to Parties: What Works in Community Radio Fundraising</p>	<p>Prometheus Radio Development & Communications Director Julia Wierski describes the creative fundraising efforts of three community-supported radio stations.</p>	<p>Wierski, Julia</p>	<p>July/Aug 2013</p>	<p>Principles of Fundraising</p>

Getting Over the Fear of Asking.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 20, Number 2. Printer-friendly single article PDF download. 5 pages. The most requested topic in Kim Klein's training	Klein, Kim	Mar/Apr 2001	Principles of Fundraising
Training Exercise: Polishing Up Your Case Statement and Putting It to Use	by GIFT. From the Grassroots Fundraising Journal, Volume 30, Number 2. Printer-friendly single article PDF download. 2 pages. For many organizations, the case statement is an outdated document living a lonely life in a file drawer. But when brought into the light, it can be the cornerstone for raising money. Here's a one-hour exercise in bringing your case statement back to life to work for you.	GIFT	Mar/Apr 2011	Principles of Fundraising
15 Tips for an Excellent Problem Statement	How do you persuade a prospective supporter to care about the issues you're working on? Use these 15 tips developed by Judy Kunofsky to effectively make your case.	Kunofsky, Judy	Mar/Apr 2014	Principles of Fundraising
Raising Money for a 501 (c)(4): Building Your Toolkit for Civic Engagement	by Dara Silverman. From the Grassroots Fundraising Journal, Volume 31, Number 2. Printer-friendly single article PDF download. 4 pages. Starting a 501(c)(4)? Learn fundraising lessons from three longtime 501(c)(4) organizations on how to find new donors, how to ask members to donate, as well as how to integrate fundraising strategies and messaging with political education.	Silverman, Dara	March/April 2012	Principles of Fundraising

Successful Fundraising-- From Nonprofits to Running for Office	by Jennifer S. Pae. From the Grassroots Fundraising Journal, Volume 31, Number 2. Printer-friendly single article PDF download. 3 pages. Jennifer Pae draws from her own experience as well as interviews other nonprofit leaders who ran for office to glean the top	Pae, Jennifer	March/April 2012	Principles of Fundraising
How Running for Office Helped Me Make the Ask	by Haile Johnston. From the Grassroots Fundraising Journal, Volume 31, Number 2. Printer-friendly single article PDF download. 3 pages. Haile Johnston of Center for Progressive Leadership (CPL) shares his story on how, even after years of running a nonprofit organization, it took running for office for him to learn the importance of the donor ask. Also features CPL 's "Habits of Highly Effective Fundraisers."	Johnston, Haile	March/April 2012	Principles of Fundraising
Dear Kim....	By Kim Klein. From the Grassroots Fundraising Journal, Volume 23, Number 3. Printer-friendly single article PDF download. 2 pages. Advice column for the	Klein, Kim	May/Jun 2004	Principles of Fundraising
Using Your Money to Make Money	By Pat Munoz. From the Grassroots Fundraising Journal, Volume 27, Number 3. Printer-friendly single article PDF download. 4 pages. Any amount of money in your group's checking account that isn't needed during the next 30 days could be earning you more money as an investment. Pat Munoz of River Network spells out how to keep your	Munoz, Pat	May/Jun 2008	Principles of Fundraising
Hit the Ground Running: Fundraising Priorities for New Executive Directors	Recently become an executive director? Here's a detailed primer for your first 18 months on the job.		May/June 2015	Principles of Fundraising

Looking at the Numbers.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 23, Number 6. Printer-friendly single article PDF download. 2 pages. Every year the profession counts up the givers and receivers. Though the numbers can be staggering, they remind us of some important fundamentals. Kim demystifies the numbers.	Klein, Kim	Nov/Dec 2004	Principles of Fundraising
Almost There: Eight Strategies to Boost Your Year-End Fundraising Campaign	Avi Cummings and Ari Wohlfeiler provide concrete tips for making the most of your year-end fundraising efforts.	Cummings, Avi & Ari Wohlfeiler	Nov/Dec 2014	Principles of Fundraising
How to Raise \$50,000 in Six Weeks	By Kim Klein. From the Grassroots Fundraising Journal, Volume 26, Number 5. Printer-friendly single article PDF download. 5 pages. Short, intensive	Klein, Kim	Sep/Oct 2007	Principles of Fundraising
It's Not About The Stuff: Choosing the Right Fundraising Strategy for Your Donors	From the Jan/Feb 2018 Grassroots Fundraising Journal, v37 n1. Judy Levine shares practical tips for ensuring the right person asks the right prospect for the right	Levine, Judy	Jan-Feb 2018	Principles of Fundraising
Trading Mailing Lists.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 8, Number 6. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	December-89	Prospect Identification & Research

Spring Cleaning: When to Take Names Off Your Mailing List.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 9, Number 2. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	April-90	Prospect Identification & Research
Prospect Identification: You Already Know All the People You Need to Know to Raise All the Money You Want	By Kim Klein. From the Grassroots Fundraising Journal, Volume 16, Number 2. Printer-friendly single article PDF download. 3 pages.	Klein, Kim	April-97	Prospect Identification & Research
How to Create an Effective Acquisition Strategy.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 20, Number 1. Printer-friendly single article PDF download. 5 pages.	Klein, Kim	February-01	Prospect Identification & Research
An Introduction to Prospect Research.	By Michel Hudson. From the Grassroots Fundraising Journal, Volume 22, Number 1. Printer-friendly single article PDF download. 4 pages. Sophisticated prospect research is now available to grassroots organizations through the Internet. Here's how to use it effectively and ethically. Including, "Giving Internet Research a Shot," by Kim Klein (Kim learns more about herself, and prospect	Hudson, Michel	Jan/Feb 2003	Prospect Identification & Research

Who Do You Know?	GIFT Board Member Sha Grogan- Brown provides an interactive exercise that will help your fundraising team think creatively and concretely to develop	Grogan- Brown, Sha	July/Aug 2014	Prospect Identification & Research
Rural Fundraising: Looking Beyond the Locals.	By Andy Robinson. From the Grassroots Fundraising Journal, Volume 22, Number 2. Printer-friendly single article PDF download. 3 pages. Are your local donors tapped out? Andy Robinson uncovers seven places to look for donors outside of your local community.	Robinson, Andy	Mar/Apr 2003	Prospect Identification & Research
Fundraising In Your Own Back Yard: Inviting Clients to Be Donors	By Rona Fernandez. From the Grassroots Fundraising Journal, Volume 29, Number 2. Printer-friendly single article PDF download. 3 pages. Many groups that provide direct services overlook an important constituency for prospective donors: their clients. Learn five important lessons from	Fernandez, Rona	Mar/Apr 2010	Prospect Identification & Research
Jump-Start Your Fundraising with Prospect Research	Armando Zumaya explains why prospect research should be part of every grassroots fundraising program, and provides tips for getting started.	Zumaya, Armando	Mar/Apr 2014	Prospect Identification & Research
Direct Mail on a Shoestring: Finding the Lists You Need for Affordable Prospecting	By Ellis M.M. Robinson. From the Grassroots Fundraising Journal, Volume 26, Number 3. Printer-friendly single article PDF download. 5 pages. Direct mail remains	Robinson, Ellis M.M.	May/Jun 2007	Prospect Identification & Research

What You Don't Know Won't Help You: Major Gift Prospect Research	by Barbara Pierce. From the Grassroots Fundraising Journal, Volume 29, Number 5. Printer-friendly single article PDF download. 3 pages. Here's a tour of web-based tools that can reveal whether your major donors or prospects have the potential for even greater gifts than you imagined.	Pierce, Barbara	Sep/Oct 2010	Prospect Identification & Research
How to Do a Raffle.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 6, Number 6. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	December-87	Special Events
The Bowl-A-Thon.	By Lucy Grugett. From the Grassroots Fundraising Journal, Volume 12, Number 1. Printer-friendly single article PDF download. 2 pages.	Grugett, Lucy	February-93	Special Events
How to Produce (and Raise Money from) an Ad Journal.	By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 13, Number 2. Printer-friendly single article PDF download. 5 pages.Selling ads to local	Roth, Stephanie	April-94	Special Events
The Mother's Day Luncheon, Part 2.	By Jacqueline Kaplan. From the Grassroots Fundraising Journal, Volume 15, Number 2. Printer-friendly single article PDF download. 3 pages.	Kaplan, Jacqueline	April-96	Special Events
Making the Most of Your Anniversary.	By Lucy Grugett and Stephanie Roth. From the Grassroots Fundraising Journal, Volume 15, Number 3. Printer-friendly single article PDF download. 3 pages.	Grugett, Lucy and Stephanie Roth	June-96	Special Events

The Correct Use of Special Events.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 18, Number 1. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	February-99	Special Events
Putting on a House Party.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 18, Number 4. Printer-friendly single article PDF download. 3 pages.	Klein, Kim	August-99	Special Events
Throwing a Fun, Profitable and Mission-Aligned Event: The InterNASHional Food Crawl	Here's how the Tennessee Immigrant & Refugee Rights Coalition has grown an event that embraces local immigrant and refugee communities while bringing in thousands of unrestricted dollars to support their work	Harris, Lindsey & Karla Vazquez	Jan-Feb 2017	Special Events

Auctions for Fundraising.	By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 24, Number 1. Printer-friendly single article PDF download. 6 pages. As an occasion in themselves or as part of another fundraising event, auctions—whether live, silent, or online—can bring in several hundred or several thousand dollars! The Journal's Editor tells you	Roth, Stephanie	Jan/Feb 2005	Special Events
A Step-by-Step Guide to Organizing a Fundraising Dinner	By Mimi Ho. From the Grassroots Fundraising Journal, Volume 25, Number 1. Printer-friendly single article PDF download. 6 pages. Plan carefully, pay attention to detail, and involve a group of enthusiastic volunteers and	Ho, Mimi	Jan/Feb 2006	Special Events
11 Steps to a Great Donor Cultivation Event	By Jean Van't Hul. From the Grassroots Fundraising Journal, Volume 27, Number 1. Printer-friendly single article PDF download. 5 pages. Here's another way to create a personal connection with your donors. Jean Van't Hul shows how events can be used to bring donors closer to your organization—and	Van't Hul, Jean	Jan/Feb 2008	Special Events
Lessons from a Fallen Tent: When Your Event Doesn't Go as Planned	From the Jan/Feb 2013 Grassroots Fundraising Journal, v32 n1, 3 pages. Ever planned an event and everything seemed to go wrong, including losing your site a few hours before the event began? Learn how this community event in Evanston, IL was able to respond quickly and make their event work despite	Kowalke, Christine	Jan/Feb 2013	Special Events

<p>Developing a Rap that Raises Money</p>	<p>From the Jan/Feb 2013 Grassroots Fundraising Journal, v32 n1, 5 pages. Mark Toney shares his best tips for planning a successful event, especially the fundraising pitch. This guide will help you take your event to the next level.</p>	<p>Toney, Mark</p>	<p>Jan/Feb 2013</p>	<p>Special Events</p>
<p>Six Tips for Creating a Fun, High-Impact Special Event</p>	<p>From the Jan/Feb 2013 Grassroots Fundraising Journal, v32 n1, 2 pages. Learn how POWER —a San Francisco- based racial, economic and ecological justice organization—was able to create a fun community building event while raising money along the way.</p>	<p>Dominguez, Aspen</p>	<p>Jan/Feb 2013</p>	<p>Special Events</p>
<p>After the Lights Go Out: Turning Your Special Event into Future Gold.</p>	<p>By Gail Metzger. From the Grassroots Fundraising Journal, Volume 22, Number 4. Printer-friendly single article PDF download. 3 pages. If you think the end of your special event means the end of your work on it, think again. Here are ways to increase your event's fundraising potential- after the event is over.</p>	<p>Metzger, Gail</p>	<p>Jul/Aug 2003</p>	<p>Special Events</p>

<p>Prepare and Manage a Special Events Campaign Budget (PART I).</p>	<p>By Lauren Goldstein. From the Grassroots Fundraising Journal, Volume 24, Number 4. Printer-friendly single article PDF download. 5 pages. How do you know if your special event will raise money? This excerpt from The Special Events Toolbox by the Executive Director of Cause Effective provides thorough instruction for how to create a budget for your events, real-life examples, and a helpful checklist.</p>	<p>Goldstein, Lauren</p>	<p>Jul/Aug 2005</p>	<p>Special Events</p>
<p>Gentlemen Concerned: A Fun Event Raising Serious Funds</p>	<p>By Gil Gerald. From the Grassroots Fundraising Journal, Volume 26, Number 4. Printer-friendly single article PDF download. 5 pages. Gil Gerald shows how a small group of volunteers raised thousands of dollars each year through an annual party, then donated the funds to the serious business of providing for people with HIV/AIDS.</p>	<p>Gerald, Gil</p>	<p>Jul/Aug 2007</p>	<p>Special Events</p>
<p>The Nuts and Bolts of Organizing Great Special Events</p>	<p>By Laurie Earp. From the Grassroots Fundraising Journal, Volume 28, Number 4. Printer-friendly single article PDF download. 7 pages. Here is (almost) everything you need to know to organize, plan, and successfully execute a special event that meets your organization's goals and involves your stakeholders in the process.</p>	<p>Earp, Laurie</p>	<p>Jul/Aug 2009</p>	<p>Special Events</p>

<p>Not Your Cookie-Cutter Gala: Integrating Culture & Community Into Special Events</p>	<p>By Rona Fernandez. From the Grassroots Fundraising Journal, Volume 28, Number 4. Printer-friendly single article PDF download. 3 pages. The cultural values and traditions of your group can provide ideas for out-of-the-ordinary special events that draw a crowd, raise money, and give your supporters and donors a fun, memorable experience. Here are three examples of creative--and successful--</p>	<p>Fernandez, Rona</p>	<p>Jul/Aug 2009</p>	<p>Special Events</p>
<p>Inspiring Stories in Challenging Times: A Fabulous, Fun & Financially Successful Gala Dinner</p>	<p>By Elmer Roldan. From the Grassroots Fundraising Journal, Volume 28, Number 4. Printer-friendly single article PDF download. 3 pages. Learn how the Community Coalition in Southeast Los Angeles, which organizes low-income people of color to change public policy, has built a</p>	<p>Roldan, Elmer</p>	<p>Jul/Aug 2009</p>	<p>Special Events</p>
<p>Integrating Online & Offline Publicity for Your Event</p>	<p>By Nzinga Kone-Miller. From the Grassroots Fundraising Journal, Volume 28, Number 4. Printer-friendly single article PDF download. 1 page. Using web-based communications along with standard invitations and mailings, you can get many more people to your event--and reach audiences who are more likely to respond to one or the other approach.</p>	<p>Kone-Miller, Nzinga</p>	<p>Jul/Aug 2009</p>	<p>Special Events</p>

<p>Matching Fundraising to Mission: How to Do a Clean-a-Thon.</p>	<p>By Elana Gravitz. From the Grassroots Fundraising Journal, Volume 24, Number 3. Printer-friendly single article PDF download. 5 pages. The Nokomis Healthy Seniors Program organizes an annual pledge-raising event that benefits both the organization and the seniors it serves. Here's how they've made their clean-a-thon an increasingly successful event.</p>	<p>Gravitz, Elana</p>	<p>May/Jun 2005</p>	<p>Special Events</p>
<p>A Fresh Approach to a House Party Pays Off</p>	<p>By Susan Studer King. From the Grassroots Fundraising Journal, Volume 25, Number 3. Printer-friendly single article PDF download. 3 pages. The Ohio Environmental Council made a bundle on its most recent house party by updating their old formula and having very generous hosts.</p>	<p>King, Susan Studer</p>	<p>May/Jun 2006</p>	<p>Special Events</p>
<p>Raising Money from a Car Wash-a-thon</p>	<p>By Linda Cowan. From the Grassroots Fundraising Journal, Volume 26, Number 3. Printer-friendly single article PDF download. 3 pages. A car wash-a-thon is much more than a simple car wash. Save Our Cumberland Mountains' car wash-a-thon brought in the most money they had ever raised from a single event. Here's how they</p>	<p>Cowan, Linda</p>	<p>May/Jun 2007</p>	<p>Special Events</p>
<p>Networked Fundraising: Raising Money to the Third Degree</p>	<p>by Megan J. Peterson. From the May/ June 2012 Grassroots Fundraising Journal, Volume 31, Number 3. Printer-friendly single article PDF download. 3 pages. Bowl-a-Thons can be great fundraisers. But what happens when you take it to the next level by doing a</p>	<p>Peterson, Megan J.</p>	<p>May/June 2012</p>	<p>Special Events</p>

<p>Making Special Events Work for You - from Special Issue: "Special Events!"</p>	<p>By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 21, Number 6. Printer-friendly single article PDF download. 3 pages. Are special events a great fundraising strategy or a high-risk effort? Grassroots Fundraising Journal editor Stephanie Roth puts special events in perspective and tells how to get the most out</p>	<p>Roth, Stephanie</p>	<p>Nov/Dec 2002</p>	<p>Special Events</p>
<p>The Details of Special Events: How to Be an Event Jedi - From Special Issue: "Special Events!"</p>	<p>By Ali Vogt. From the Grassroots Fundraising Journal, Volume 21, Number 6. Printer-friendly single article PDF download. 5 pages. The key to smoothly running special events is to be compulsive about details. Event consultant and producer Ali Vogt shows how to have the Force be with you.</p>	<p>Vogt, Ali</p>	<p>Nov/Dec 2002</p>	<p>Special Events</p>
<p>Pledge-Raising Events: Making Your Effort Count in Dollars - From Special Issue: "Special Events!"</p>	<p>By Moli Steinert and Donna Canali. From the Grassroots Fundraising Journal, Volume 21, Number 6. Printer-friendly single article PDF download. 2 pages. Events that inspire people to take part in physically challenging activities can raise a lot of money through pledges to the participants.</p>	<p>Steinert, Moli and Donna Canali</p>	<p>Nov/Dec 2002</p>	<p>Special Events</p>
<p>Tips on Working with Special Events Consultants.</p>	<p>By Ron Wong. From the <i>Grassroots Fundraising Journal</i>, Volume 21, Number 6. Printer-friendly single article PDF download. 3 pages. Is it time to turn your events over to an event planner? Event producer Ron Wong explains what to look for and how to work with a consultant.</p>	<p>Wong, Ron</p>	<p>Nov/Dec 2002</p>	<p>Special Events</p>

<p>The Evolution of a Special Event: Fundraising at the Santa Cruz Montessori School.</p>	<p>By Kristine Albrecht and Christiane Carman. From the Grassroots Fundraising Journal, Volume 22, Number 6. Printer-friendly single article PDF download. 4 pages. Two volunteer fundraising coordinators built an auction event into a six-figure fundraising success. They tell you how.</p>	<p>Albrecht, Kristine and Christiane Carman</p>	<p>Nov/Dec 2003</p>	<p>Special Events</p>
<p>The Peloton Project: How the Lance Armstrong Foundation Builds a Broad Base of Individual Donors</p>	<p>By Mike Kelly. From the Grassroots Fundraising Journal, Volume 24, Number 6. Printer-friendly single article PDF download. 3 pages. The Lance Armstrong Foundation has successfully raised \$5.6 million for its work on behalf of cancer survivors through a pledge-</p>	<p>Kelly, Mike</p>	<p>Nov/Dec 2005</p>	<p>Special Events</p>
<p>Racing for Fundraising</p>	<p>By Shelana deSilva. From the Grassroots Fundraising Journal, Volume 26, Number 6. Printer-friendly single article PDF download. 4 pages. Putting on its own</p>	<p>deSilva, Shelana</p>	<p>Nov/Dec 2007</p>	<p>Special Events</p>
<p>Managing a Special Events Budget Part II.</p>	<p>By Lauren Goldstein. From the Grassroots Fundraising Journal, Volume 24, Number 5. Printer-friendly single article PDF download. 2 pages. In this follow-up article, Lauren Goldstein</p>	<p>Goldstein, Lauren</p>	<p>Sep/Oct 2005</p>	<p>Special Events</p>
<p>Let's Do a Fundraising Event! (Or Not): Crafting Fundraising Event Criteria for Your Organization</p>	<p>How do you determine an event fundraising goal? How can we ensure our events are aligned with our organizational culture and values? Rona Fernandez answers these questions and more, as part of the critical process of developing fundraising event criteria.</p>	<p>Fernandez, Rona</p>	<p>Sep/Oct 2015</p>	<p>Special Events</p>

The How, Why (and Why Not) of Working With Celebrities	Priscilla Hung takes a hard look at whether working with celebrities makes sense for our organizations, and how to make the most of it when we do.	Hung, Priscilla	Sep/Oct 2015	Special Events
How to Overcome Eventphobia	For those of us who tend to shy away from events, Christa Orth helps us overcome our fears by walking us through the key ingredients to stellar special	Orth, Christa	Sep/Oct 2015	Special Events
A Legacy of Cross-Class Fundraising: How One Group Survived and Thrived	When the board of Third Wave Fund (TWF) began sunseting the group in 2012, the grantees and grassroots leaders it had supported over the years would not accept its closure.	Orth, Christa	Sep-Oct 2017	Special Events
Organizational Development: The Seven Deadly Sins. Part 1	By Andrea Ayvazian. From the Grassroots Fundraising Journal, Volume 5, Number 2. Printer-friendly single article PDF download. 4 pages. Part 1 in a 2-part	Ayvazian, Andrea	April-86	Team Building, Fundraising Culture & Sustainability
Organizational Development: The Seven Deadly Sins. Part 2	Grassroots Fundraising Journal, Volume 5, Number 3. Printer-friendly single article PDF download. 2 pages. Part 2 in a 2-part series	Ayvazian, Andrea	June-86	Team Building, Fundraising Culture & Sustainability
Building Multi-Racial Organizations.	By Stephanie Roth and Robin Ferguson. From the Grassroots Fundraising Journal, Volume 11, Number 3. Printer-friendly single article PDF download. 4	Roth, Stephanie and Robin Ferguson	June-92	Team Building, Fundraising Culture & Sustainability
When Money Isn't the Problem.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 12, Number 5. Printer-friendly single article PDF download. 5 pages.	Klein, Kim	October-93	Team Building, Fundraising Culture & Sustainability
Who's to Blame When Nonprofit Executive Staff Mess Up?	By Bob Zimmerman. From the Grassroots Fundraising Journal, Volume 14, Number 2. Printer-friendly single article PDF download. 2 pages.	Zimmerman, Bob	August-95	Team Building, Fundraising Culture & Sustainability

Identifying and Correcting Unhealthy Organizational Dynamics.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 16, Number 4. Printer-friendly single article PDF download. 4 pages.	Klein, Kim	August-97	Team Building, Fundraising Culture & Sustainability
Hiring a Development Director.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 16, Number 4. Printer-friendly single article PDF download. 4 pages.	Klein, Kim	August-97	Team Building, Fundraising Culture & Sustainability
Make Fundraising Your Career.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 17, Number 1. Printer-friendly single article PDF download. 3 pages.	Klein, Kim	February-98	Team Building, Fundraising Culture & Sustainability
Hiring a Fundraising Consultant.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 18, Number 3. Printer-friendly single article PDF download. 2 pages.	Klein, Kim	June-99	Team Building, Fundraising Culture & Sustainability
Making the Transition from Organizer to Executive Director: How I Learned to Stop Worrying and Love	By Mike Roque. From the Grassroots Fundraising Journal, Volume 18, Number 4. Printer-friendly single article PDF download. 4 pages.	Roque, Mike	August-99	Team Building, Fundraising Culture & Sustainability

<p>The Executive Director and the Development Director: Building the Team.</p>	<p>By Maria Pilar Gonzales. From the Grassroots Fundraising Journal, Volume 18, Number 5. Printer-friendly single article PDF download. 2 pages.</p>	<p>Gonzales, Maria Pilar</p>	<p>October-99</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>Best Practices of Effective Organizations: On One Page.</p>	<p>By Marianne Philbin. From the Grassroots Fundraising Journal, Volume 21, Number 1. Printer-friendly single article PDF download. 2 pages. The strategies, structures, and best practices that contribute to the development of healthy organizations —on one page. UPDATED October 2006 to include section on Evaluation and Planning.</p>	<p>Philbin, Marianne</p>	<p>Jan/Feb 2002</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>Grow Your Own Development Director.</p>	<p>By Linda Ann Miles. From the Grassroots Fundraising Journal, Volume 24, Number 1. Printer-friendly single article PDF download. 4 pages. Can't afford to hire (or can't find) a seasoned development professional? Linda Miles explains how to nurture one when starting with the right "seed."</p>	<p>Miles, Linda Ann</p>	<p>Jan/Feb 2005</p>	<p>Team Building, Fundraising Culture & Sustainability</p>

Time to Merge? Financial & Fundraising Implications	By Priscilla Hung. From the Grassroots Fundraising Journal, Volume 28, Number 1. Printer-friendly single article PDF download. 4 pages. We decided to share the lessons we learned from the merger of the Grassroots Fundraising Journal with GIFT last year, especially	Hung, Priscilla	Jan/Feb 2009	Team Building, Fundraising Culture & Sustainability
Time Management for Fundraisers	By Kim Klein. From the Grassroots Fundraising Journal, Volume 29, Number 1. Printer-friendly single article PDF download. 4 pages. Journal founder Kim Klein states that the purpose of time management is to be happy, not just to get more things done in a day. Adapted from her new book, Reliable Fundraising in	Klein, Kim	Jan/Feb 2010	Team Building, Fundraising Culture & Sustainability
Fundraising & Finance: Learning to Speak the Same Language	by Margi Clark. From the Grassroots Fundraising Journal, Volume 30, Number 1. Printer-friendly single article PDF download. 4 pages. Despite their similarities—dealing with money, numbers, data—fundraising and finance often don't speak the same language and therefore run into trouble trying to communicate. Margi Clark explains three keys to	Clarke, Margi	Jan/Feb 2011	Team Building, Fundraising Culture & Sustainability
Build Your Fundraising Team: Tools & Rewards	Christa Orth shares tips for building effective fundraising teams, highlighting the success of Sylvia Rivera Law Project and Eastern Massachusetts Abortion Fund in creating strong fundraising cultures and increased financial sustainability of their work.	Orth, Christa	Jan/Feb 2014	Team Building, Fundraising Culture & Sustainability

<p>Book Review: The Executive Director's Guide (written by Deborah Linnell, Zora Radosevich, Jonathan S</p>	<p>Review by Kim Fellner. From the Grassroots Fundraising Journal, Volume 22, Number 4. Printer-friendly single article PDF download. 1 page. Our reviewer calls this small volume, "a concise introduction and reminder of the components that any executive director must consider to run an organization."</p>	<p>Fellner, Kim</p>	<p>Jul/Aug 2003</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>Reclaiming Our Social Justice Organizations</p>	<p>By Anne Tapp. From the Grassroots Fundraising Journal, Volume 25, Number 4. Printer-friendly single article PDF download. 5 pages. When a battered women's shelter reoriented its focus from service to social justice, it also transformed its board, staff, and fundraising. Tapp discusses the rationale and process of embracing a broader social justice agenda.</p>	<p>Tapp, Anne</p>	<p>Jul/Aug 2006</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>The Quality of Life Benefit</p>	<p>From the Grassroots Fundraising Journal, Volume 25, Number 4. Printer-friendly single article PDF download. 2 pages. As a supplement to health insurance and retirement planning, a Quality of Life Benefit that rewards employees for taking care of themselves can be an inexpensive way to show employees you care about their good health.</p>	<p>TREC</p>	<p>Jul/Aug 2006</p>	<p>Team Building, Fundraising Culture & Sustainability</p>

Steps to Hiring a First Development Staff Member: The GSA Network Experience	By Ruth Herring. From the Grassroots Fundraising Journal, Volume 29, Number 4. Printer-friendly single article PDF download. 4 pages. Careful planning and time spent developing the fundraising capacity of the executive director of this gay-rights advocacy group put it in a strong position when it was ready to hire its first development staff person. Here's how they did it.	Herring, Ruth	Jul/Aug 2010	Team Building, Fundraising Culture & Sustainability
Shared Leadership: Creating New Models of Management	By Ruth Zerezghi. From the Grassroots Fundraising Journal, Volume 29, Number 4. Printer-friendly single article PDF download. 4 pages. Many groups are moving to collective leadership models to develop organizational structures that promote sustainability, sharing, and leadership development. Zerezghi looks	Zerezghi, Ruth	Jul/Aug 2010	Team Building, Fundraising Culture & Sustainability
Should We Hire a Fundraising Consultant?	by Stephanie Roth. From the Grassroots Fundraising Journal, Volume 29, Number 4. Printer-friendly single article PDF download. 3 pages. When you feel overwhelmed with the job, where can you turn for help? A fundraising consultant may be the answer. Learn what a fundraising consultant can (and can't) do, and how to best use one to help your organization.	Roth, Stephanie	Jul/Aug 2010	Team Building, Fundraising Culture & Sustainability
Developing Fundraising Leadership	By Marjorie Childress. From the Grassroots Fundraising Journal, Volume 30, Number 4. Printer-friendly single article PDF download. 3	Childress, Marjorie	July/Aug 2011	Team Building, Fundraising Culture & Sustainability

How We Raise \$500,000 Without a Development Director	By Yael Falicov. From the Grassroots Fundraising Journal, Volume 30, Number 4. Printer-friendly single article PDF download. 2 pages. See how an organization of five, mostly part-time, staff members divide up their fundraising responsibilities to jointly bring in all the money their organization needs.	Falicov, Yael	July/Aug 2011	Team Building, Fundraising Culture & Sustainability
Dear Director	By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 30, Number 4. Printer-friendly single article PDF download. 2 pages. Wish you could say what you're really thinking? Former Journal editor Stephanie Roth writes the	Roth, Stephanie	July/Aug 2011	Team Building, Fundraising Culture & Sustainability
Creating an Organizational Fundraising Strategy	Use this exercise to develop a fundraising strategy that is aligned with your mission and organizational values.	GIFT	July/Aug 2014	Team Building, Fundraising Culture & Sustainability
Shifting Your Organization's Fundraising Mindset	If a deeply ingrained fear of fundraising or a reluctance to prioritize it (or both!) exists at your organization, this article is a must read. Familiarize yourself with the practices and mindsets of groups with robust individual donor programs, as well as tips for overcoming common objections to grassroots	Topakian, Karen	July/Aug 2016	Team Building, Fundraising Culture & Sustainability

<p>If You Build It They Will Come: Creating a Culture of Fundraising</p>	<p>Does creating a culture of fundraising seem like an insurmountable task at your organization? Beth Rayfield shows us how we can overcome challenges and get on the path towards greater financial sustainability.</p>	<p>Rayfield, Beth</p>	<p>July/Aug 2017</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>What Bugs Development Directors.</p>	<p>By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 23, Number 2. Printer-friendly single article PDF download. 3 pages. A discussion with long-time development directors reveals what bothers them most on the job -- and some suggestions for change.</p>	<p>Roth, Stephanie</p>	<p>Mar/Apr 2004</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>Love 'Em or Lose 'Em: Keeping Good Fundraisers</p>	<p>By Mary Humphries. From the Grassroots Fundraising Journal, Volume 25, Number 2. Printer-friendly single article PDF download. 3 pages. Fundraising consultant Mary Humphries analyzes the turnover in fundraising staff- and tells us what we must do to stem it.</p>	<p>Humphries, Mary</p>	<p>Mar/Apr 2006</p>	<p>Team Building, Fundraising Culture & Sustainability</p>

<p>A Healthy Workplace + Positive Fundraising Culture = Retention of Fundraising Staff</p>	<p>By Jennifer Pelton. From the Grassroots Fundraising Journal, Volume 28, Number 2. Printer-friendly single article PDF download. 4 pages. How can your organization prevent high turnover among fundraising staff? Jennifer Pelton describes what it takes to build a positive-and productive-fundraising culture, whether you're hiring your first development director or improving conditions for your current staff.</p>	<p>Pelton, Jennifer</p>	<p>Mar/Apr 2009</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>Compassionate Communication: Navigating Challenges in the Fundraising Workspace</p>	<p>by Judith Katz. From the Grassroots Fundraising Journal, Volume 30, Number 2. Printer-friendly single article PDF download. 4 pages. Communication skills are crucial in all our work, but especially in dealing with donors and during times of crisis. Katz shows what the method called Compassionate (or Nonviolent) Communication</p>	<p>Katz, Judith</p>	<p>Mar/Apr 2011</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>Creating a Culture of Fundraising In Your Organization.</p>	<p>By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 20, Number 3. Printer-friendly single article PDF download. 2 pages. Fundraising needs to be integrated into all aspects of an organization's work and structure and fundraising staff should be included in program discussions, plans, and activities. Stephanie Roth provides 10 tips for how to create a culture of fundraising.</p>	<p>Roth, Stephanie</p>	<p>May/Jun 2001</p>	<p>Team Building, Fundraising Culture & Sustainability</p>

<p>Building Self-Sufficiency: A Grassroots Fundraising Success Story in Brazil</p>	<p>By Stephanie Roth. From the Grassroots Fundraising Journal, Volume 22, Number 3. Printer-friendly single article PDF download. 3 pages. An organization that serves low- income communities in Sao Paulo, Brazil is financially self-sufficient without government, foundation, or corporate support. Learn how this social service organization raises its entire- and substantial - budget</p>	<p>Roth, Stephanie</p>	<p>May/Jun 2003</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>"Our Goal is to Exceed Our Goal" or How to Avoid Undermining Your Fundraising Efforts</p>	<p>By Marianne Philbin and Jo Moore. From the Grassroots Fundraising Journal, Volume 25, Number 3. Printer-friendly single article PDF download. 3 pages. Fundraising Committees can get into big trouble when they get off track continually reworking their goals. Philbin and Moore have seen these pitfalls- and explain how to avoid them.</p>	<p>Philbin, Marianne and Jo Moore</p>	<p>May/Jun 2006</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>Stop the Burnout! 20 Tips to Help You Fundraise for the Long Haul</p>	<p>by Manish Vaidya. From the Grassroots Fundraising Journal, Volume 28, Number 3. Printer-friendly single article PDF download. 4 pages. Fundraisers, especially for small groups,</p>	<p>Vaidya, Manish</p>	<p>May/Jun 2009</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>Sharing Leadership Across Generations: A Case Study</p>	<p>by Priscilla Hung & Stephanie Roth. From the Grassroots Fundraising Journal, Volume 28, Number 3. Printer-friendly single article PDF download. 3 pages. At GIFT, we have been a living laboratory of working across generations. The organization's first co-directors share what they've learned about both sharing</p>	<p>Hung, Priscilla and Stephanie Roth</p>	<p>May/Jun 2009</p>	<p>Team Building, Fundraising Culture & Sustainability</p>

<p>Bringing Mindfulness to Fundraising</p>	<p>By Beth G. Raps. From the May/June 2012 Grassroots Fundraising Journal, Volume 31, Number 3. Printer-friendly single article PDF download. 3 pages. Many people practice mindfulness, meditation, and being present in their lives. But mindfulness can also help us overcome the stress</p>	<p>Raps, Beth G.</p>	<p>May/June 2012</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>To Have Ultimate Mission Impact, There Is Only One Solution</p>	<p>Sheree Allison calls out common nonprofit practices that can sabotage our fundraising efforts. Learn how to avoid these potential pitfalls and set ourselves up for maximize impact.</p>	<p>Allison, Sheree</p>	<p>Nov-Dec 2016</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>Beyond the Basics: The Role of the Primary Fundraiser.</p>	<p>By Mary Humphries. From the Grassroots Fundraising Journal, Volume 22, Number 6. Printer-friendly single article PDF download. 4 pages. Long-time development director and fundraising consultant Mary Humphries describes five key elements of any fundraiser's job. They may surprise you.</p>	<p>Humphries, Mary</p>	<p>Nov/Dec 2003</p>	<p>Team Building, Fundraising Culture & Sustainability</p>

<p>Finding Your Inner Fundraiser: A Self-Assessment Tool</p>	<p>By Stephanie Roth and Kim Klein. From the Grassroots Fundraising Journal, Volume 25, Number 6. Printer-friendly single article PDF download. 2 pages. Here's a tool to help your potential fundraising team identify skills and experience they already have that can be applied to fundraising.</p>	<p>Roth, Stephanie and Kim Klein</p>	<p>Nov/Dec 2006</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>Four Steps to Building a Fundraising Culture: A Case Study</p>	<p>By Manish Vaidya. From the Grassroots Fundraising Journal, Volume 26, Number 6. Printer-friendly single article PDF download. 3 pages. A longstanding prisoners' rights group becomes more intentional and systematic in its efforts to create a culture of fundraising. Here's how they're doing it.</p>	<p>Vaidya, Manish</p>	<p>Nov/Dec 2007</p>	<p>Team Building, Fundraising Culture & Sustainability</p>
<p>Brown Bois Building a Sustainable Future</p>	<p>From the Sep/Oct 2012 Grassroots Fundraising Journal, v 31, n5. Printer-friendly single article download, 3 pages, by Dolores Chandler & B. Cole. The Brown Boi Project has its</p>	<p>Chandler, Dolores & B. Cole</p>	<p>Sep/Oct 2012</p>	<p>Team Building, Fundraising Culture & Sustainability</p>

Fundraising from Our Roots: A Skill Share from the Young Women's Empowerment Project	From the Sep/Oct 2012 Grassroots Fundraising Journal, v 31, n5. Printer-friendly single article download, 3 pages, by C Angel Torres, Naima Paz, Daphnie Williams, Dominique	Torres, Angel C, Naima Paz, Daphnie Williams, Dominique McKinney, & Shira Hassan	Sep/Oct 2012	Team Building, Fundraising Culture & Sustainability
Translating Training to Culture Change: Two Case Studies	From the Sep/Oct 2012 Grassroots Fundraising Journal, v 31, n5. Printer-friendly single article download, 4 pages, by Priscilla Hung & Steve Lew. Ever struggled to apply what you learn at fundraising trainings? Learn from two organizations, Center for the Pacific Asian Family and Self-Help Graphics & Art, that participated in the Fundraising Academy for Communities of Color about how they leveraged the training program to build a	Hung, Priscilla & Steve Lew	Sep/Oct 2012	Team Building, Fundraising Culture & Sustainability
Developing Member Leaders: The FIERCE Model	FIERCE shares their leadership and fundraising development models, and explains how the two work together to support the development of their member leaders.	FIERCE	Sep/Oct 2013	Team Building, Fundraising Culture & Sustainability

The Case, Simplified	Use this training exercise by Andrea Kihlstedt and Andy Robinson to help your fundraising team members develop a pitch that is too	Robinson, Andy & Andrea Kihlstedt	Sep/Oct 2014	Team Building, Fundraising Culture & Sustainability
How People's Action Institute and People's Action Built a Strong Individual Giving Program	By Mary Grace Wolf, Gaby Wagener-Sobrero & Arturo Clark. From the Nov-Dec 2017 GFJ, v36, n6. When People's Action Institute and People's Action set out to develop their individual donor program, they soon realized their contributor list was small and outdated. Learn how they grew their base of supporters through various	Wolf, Mary Grace, Gaby Wagener-Sobrero & Arturo Clark	Nov-Dec 2017	Team Building, Fundraising Culture & Sustainability
Taking the Plunge: Is it Time to Hire a Grassroots Fundraiser?	From the July/August Grassroots Fundraising Journal, v31 n4, by Stephanie Roth. Printer-	Roth, Stephanie	July/Aug 2012	Team Building, Fundraising Culture &
Why People of Color Need to Be Good Fundraisers.	By Mike Roque. From the Grassroots Fundraising Journal, Volume 17, Number 5. Printer-friendly single article PDF download. 3 pages.	Roque, Mike	October-98	Trends in Fundraising & Nonprofit Sector
Growing Your Own: Finding (People of Color) Fundraisers in Our Midst	By Byron Johnson. From the Grassroots Fundraising Journal, Volume 31, Number 1. Printer-friendly single article PDF download. 3 pages. With people of color disproportionately underrepresented as	Johnson, Byron	Jan/Feb 2012	Trends in Fundraising & Nonprofit Sector

Why People of Color (Still) Need to be Good Fundraisers	Mike Roque revisits his 1998 article and shares insights into what has and hasn't changed in the last 16 years.	Roque, Mike	July/Aug 2014	Trends in Fundraising & Nonprofit Sector
How to Take Advantage of Changing Demographics in Fundraising	By Mike Roque. From the Grassroots Fundraising Journal, Volume 29, Number 2. Printer-friendly single article PDF download. 2 pages. People of color will	Roque, Mike	Mar/Apr 2010	Trends in Fundraising & Nonprofit Sector
Emily Post-Capitalism and the Revolutionary Etiquette of Crowdfunding	Have you ever come across a crowdfunding campaign and questioned its appropriateness? Ezra Berkley Nepon and Annie Danger discuss the ethics	Nepon, Ezra Berkley & Annie Danger	Mar/Apr 2014	Trends in Fundraising & Nonprofit Sector
Fundraising and Generational Change: A Conversation with the Authors of Working Across Generations	by Kim Klein. From the Grassroots Fundraising Journal, Volume 28, Number 2. Printer-friendly single article PDF download. 4 pages. An interview with the authors of the new book, Working Across Generations, about the impact of generational change on fundraising and how the four generations now working in nonprofits--and spanning 80 years of experience--can get the most out of working with each other.	Klein, Kim	May/Jun 2009	Trends in Fundraising & Nonprofit Sector

Unintended Consequences: How Income Inequality Affects Fundraising	How can we continue to build resources in our communities when most donors have less and less to give? Kim Klein shows us how.	Klein, Kim	May/June 2015	Trends in Fundraising & Nonprofit Sector
Data, Donor Retention, and the Secret to Fundraising Success	Heather Yandow surveyed 119 small nonprofits with revenues under \$2 million to identify our fundraising strengths and challenges. Here's what she found.	Yandow, Heather	Nov-Dec 2016	Trends in Fundraising & Nonprofit Sector
Resourcing: Fundraising as Part of Supporting and Building Community	By Susan Raffo Resourcing is a new way to think about fundraising that moves beyond just getting the money, but draws on many resources—of belonging, nurturance, and regeneration—from one's community. This shift helps us move beyond old attitudes and traumas related to money to see fundraising as	Raffo, Susan	Nov/Dec 2011	Trends in Fundraising & Nonprofit Sector
Pay Equity in Social Justice Movements: How Are We Balancing Resources & Our Values?	RoadMap consultant Margi Clarke breaks down data from the recent Wages of Peace and Justice report, calling into question why folks working for social justice earn less than their nonprofit counterparts.	Clarke, Margi	Sep/Oct 2013	Trends in Fundraising & Nonprofit Sector
Underdeveloped: Real Talk from GIFT about Challenges in Nonprofit Fundraising	Get real talk from GIFT about challenges in development brought to light in CompassPoint and Haas Jr. Fund's report, Underdeveloped.	GIFT	Sep/Oct 2013	Trends in Fundraising & Nonprofit Sector

The POC Majority: Preparing Your Organization for Demographic Shifts	People of color are fast becoming the majority across the United States. Baby Boomers are reaching retirement age, and Millennials are increasing	Yogi, Stan	Sep/Oct 2016	Trends in Fundraising & Nonprofit Sector
Raising Money from Donor-Advised Funds: Navigating Today's Increasingly Complex	By Jason Franklin. From the Nov-Dec 2017 GFJ, v36, n6. As donor-advised fund (DAF) contributions approach one quarter of annual foundation grants, being able to engage	Franklin, Jason	Nov-Dec 2017	Trends in Fundraising & Nonprofit Sector
Is Fiscal Sponsorship Right for You?	By Priscilla Hung. From the Nov-Dec 2017 GFJ, v36, n6. Raising money outside of the nonprofit industrial complex can be challenging. Yet, incorporating into a	Hung, Priscilla	Nov-Dec 2017	Trends in Fundraising & Nonprofit Sector
The Corporate Volunteer Connection: What's In It for Them? What's In It for You?	By Elisabeth Ptak. From the Grassroots Fundraising Journal, Volume 14, Number 3. Printer-friendly single article PDF download. 4 pages.	Ptak, Elisabeth	June-95	Volunteers
When Everyone is a Volunteer.	By Kim Klein. From the Grassroots Fundraising Journal, Volume 18, Number 3. Printer-friendly single article PDF download. 1 pages.	Klein, Kim	June-99	Volunteers

Volunteers Are Changing: How Volunteer Programs Can Adapt.	By Will Murray. From the Grassroots Fundraising Journal, Volume 19, Number 2. Printer-friendly single article PDF download. 2 pages.	Murray, Will	April-00	Volunteers
Supporting Volunteer Fundraisers	From the Grassroots Fundraising Journal, Volume 31, Number 1. Printer-friendly single article PDF download. 4 pages. Karen Topakian interviewed five groups from around the country to share real-life examples, tips, and lessons on successfully supporting volunteer fundraisers and board members. Here's what she learned.	Topakian, Karen	Jan/Feb 2012	Volunteers
Create an Effective Volunteer Fundraising Team	By Nisha Anand. From the Grassroots Fundraising Journal, Volume 31, Number 1. Printer-friendly single article PDF download. 4 pages. Here's a step-by-step guide to building a volunteer fundraising team, including recruiting tips, a sample	Anand, Nisha	Jan/Feb 2012	Volunteers

<p>Making Volunteer Fundraising Work for You</p>	<p>From the Jan/Feb 2013 Grassroots Fundraising Journal, v32 n1, 4 pages. Julia Rhee describes how the Asian Pacific American Vagina Monologues production built community through performance. Read how they leveraged volunteer skills and resources to make their event a success.</p>	<p>Rhee, Julia</p>	<p>Jan/Feb 2013</p>	<p>Volunteers</p>
<p>Building Your Fundraising Team: Working with Volunteers</p>	<p>By Kim Klein. From the Grassroots Fundraising Journal, Volume 27, Number 4. Printer-friendly single article PDF download. 3 pages. Kim explains why it's important to bring volunteers into fundraising (we can't do it all by ourselves!) and how volunteers are like donors — treat them with respect, honesty, and appreciation and watch their fundraising skills and enthusiasm grow.</p>	<p>Klein, Kim</p>	<p>May/Jun 2008</p>	<p>Volunteers</p>
<p>In Praise of Amateurs: Why Volunteers Make the Best Fundraisers.</p>	<p>By Andy Robinson. From the Grassroots Fundraising Journal, Volume 23, Number 6. Printer-friendly single article PDF download. 3 pages. Andy gives five good reasons for volunteers to take the lead in asking for money.</p>	<p>Robinson, Andy</p>	<p>Nov/Dec 2004</p>	<p>Volunteers</p>

<p>Grassroots Lobbying for Change: Mobilizing Your Community</p>	<p>By Amy Showalter. From the Grassroots Fundraising Journal, Volume 25, Number 6. Printer-friendly single article PDF download. 4 pages. Some of the most extraordinary policy achievements in recent decades were accomplished because grassroots volunteers lobbied government decision makers. This article explains how to find, train, and motivate volunteers to carry out advocacy efforts and demystifies the lobbying</p>	<p>Showalter, Amy</p>	<p>Nov/Dec 2006</p>	<p>Volunteers</p>
<p>No Staff? No c3 Status? No Problem!</p>	<p>By Kaytee Riek, Che Gossett, Max Ray, and Virg Parks. ACT UP Philadelphia stays true to its mission and constituents, makes an impact, and raises—and saves— money, all without 501(c)(3) status. They present their top ten tips for how you, too, can thrive as an all-volunteer group. From the Grassroots Fundraising Journal, Volume 30, Number 6. Printer-friendly single article PDF download. 3 pages.</p>	<p>Reik, Kaytee, Che Gossett, Max Ray, and Virg Parks</p>	<p>Nov/Dec 2011</p>	<p>Volunteers</p>
<p>Raising Money in All- Volunteer Organizations.</p>	<p>By Kim Klein. From the Grassroots Fundraising Journal, Volume 21, Number 5. Printer-friendly single article PDF download. 6 pages. Most grassroots</p>	<p>Klein, Kim</p>	<p>Sep/Oct 2002</p>	<p>Volunteers</p>
<p>The Care and Feeding of Volunteers.</p>	<p>By Michael McKee. From the Grassroots Fundraising Journal, Volume 24, Number 5. Printer-friendly single article PDF download. 5 pages. Because most of us</p>	<p>McKee, Michael</p>	<p>Sep/Oct 2005</p>	<p>Volunteers</p>

The Voluntary Shift	by Judy Levine. From the Grassroots Fundraising Journal, Volume 30, Number 5. Printer-friendly single article PDF download. 4 pages. Volunteers, including board members, have long been crucial to the effective operation of nonprofits. But diminishing leisure time—and increasing work and family commitments—mean nonprofits have to change how we recruit and retain this important segment of our workforce.	Levine, Judy	Sep/Oct 2011	Volunteers
Workplace Fundraising Supports Community-Based Organizations.	By Nan Langen Steketee. From the Grassroots Fundraising Journal, Volume 19, Number 4. Printer-friendly single article PDF download. 3 pages.	Steketee, Nan Langen	August-00	Workplace Giving
Starting a Community-Based Umbrella Fundraising Organization.	By Rick Cohen. From the Grassroots Fundraising Journal, Volume 19, Number 6. Printer-friendly single article PDF download. 3 pages.	Cohen, Rick	December-00	Workplace Giving