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# The Generosity Network New Transformational Tools For Successful Fund Raising

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**A Fundraising Guide for Nonprofit Board Members** John Wiley & Sons

We are entering a new era—an era of impact. The largest intergenerational transfer of wealth in history will soon be under way, bringing with it the potential for huge increases in philanthropic funding. Engine of Impact shows how nonprofits can apply the principles of strategic leadership to attract greater financial support and leverage that funding to maximum effect. As

Good to Great author Jim Collins writes in his foreword, this book offers "a detailed roadmap of disciplined thought and action for turning a good nonprofit into one that can achieve great impact at scale." William F. Meehan III and Kim Starkey Jonker identify seven essential components of strategic leadership that set high-achieving organizations apart from the rest of the nonprofit sector. Together, these components form an "engine of impact"—a system that organizations must build, tune, and fuel if they hope to make a real difference in the world. Drawing on decades of teaching, advising, grantmaking, and research, Meehan and Jonker provide an actionable guide that

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executives, staff, board members, and donors can use to jumpstart their own performance and to achieve extraordinary results for their organization. Along with setting forth best practices using real-world examples, the authors outline common management challenges faced by nonprofits, showing how these challenges differ from those faced by for-profit businesses in important and often-overlooked ways. By offering crucial insights on the fundamentals of nonprofit management, this book will help leaders equip their organizations to fire on all cylinders and unleash the full potential of the nonprofit sector. Visit

[www.engineofimpact.org](http://www.engineofimpact.org) for additional information.

*Diversity, Transformative Knowledge, and Civic Education* John Wiley & Sons

*Be Fearless* is researched-based call to action for those seeking to live extraordinary lives and bring about transformational change. LOS ANGELES TIMES BESTSELLER \* NATIONAL BESTSELLER Weaving together storytelling, practical tips and inspiration, the book will teach you how to put the five fearless principles to work so that you too can spark the sorts of remarkable breakthroughs that can impact the world. Philanthropist, investor, and technology pioneer Jean Case brings to life the five *Be Fearless* principles common to the people and organizations that bring about transformational change. When National

Geographic Chairman Jean Case set out to investigate the core qualities of great change makers, past and present, from inventors to revolutionaries, she found five surprising traits they all had in common. These weren't wealth, privilege, or even genius. What all of these exceptional men and women shared was that they had chosen to make a "big bet," take bold risks, learn from their failures, reach beyond their bubbles, and let urgency conquer fear. Throughout *Be Fearless*, Jean vividly illustrates these principles through storytelling—from her own transformational life experiences, to Jane Goodall's remarkable breakthroughs in understanding and protecting chimpanzees, to celebrity chef José Andrés' decision to be a "first responder" and take his kitchen to the sites of devastating hurricanes to feed the hungry, to Madame C.J. Walker's vision to build a hair care empire that would employ thousands across the country, and more. She shares new insights to stories you might think you know—like Airbnb's tale of starting from scratch to transform the hospitality industry, to John F. Kennedy's history-making moonshot—and gems from changemakers you've never heard of.

*Taking the Work Out of Networking* Routledge

From the founders of nonprofits Water.org & WaterEquity Gary White and Matt Damon, the incredible true story of two unlikely allies on a mission to end the global water crisis for good On any given morning, you might wake up and shower with water, make your coffee with water, flush your toilet with water—and think nothing of it. But around the world, more than three-quarters of a billion people can't do any of that—because they have no clean water source near their homes. And 1.7 billion don't have access to a toilet. This crisis

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affects a third of the people on the planet. It keeps kids out of school and women out of work. It traps people in extreme poverty. It spreads disease. It 's also solvable. That conviction is what brought together movie actor Matt Damon and water expert and engineer Gary White. They spent years getting the answer wrong, then halfway right, then almost right. Over time, they and their organization, Water.org, have found an approach that works. Working with partners across East Africa, Latin America, South Asia, and Southeast Asia, they 've helped over 40 million people access water and/or sanitation. In *The Worth of Water*, Gary and Matt take us along on the journey—telling stories as they uncover insights, try out new ideas, and travel between the communities they serve and the halls of power where decisions get made. With humor and humility, they illuminate the challenges of launching a brand-new model with extremely high stakes: better health and greater prosperity for people all over the world. *The Worth of Water* invites us to become a part of this effort—to match hope with resources, to empower families and communities, and to end the global water crisis for good. All the authors ' proceeds from the sale of this book will be donated to Water.org.

Vital Voices John Wiley & Sons

Financial giving can be its own spiritual path. We have a deep potential for meaning-making and life satisfaction when we look to grow from being occasional, haphazard donors to deliberate, ambitious ones - the life-changing transition from donor to philanthropist. With easy-to-read guidance, *The Generosity Path* sheds new light on our finances - connecting money to our values, beliefs, and loves - promoting skills and

strategies in charitable giving. Starting from a very personal place, it helps readers to find clarity in their own experience and then focus on their areas of passion to build a plan of action. Inspiring personal stories help demonstrate the development of financial generosity, the challenges involved, and the deeper benefits we all might expect from being more intentional with our giving. Creative tools for reflection and practice guide readers' progress. This practical yet wise volume also features information about collective giving in a community setting, family, or giving circle. Ideal for religious and civic organizations, *The Generosity Path* includes a discussion guide for group use.

Learning to Lead Hachette UK

Philanthropy has existed in various forms in all cultures and civilizations throughout history, yet most people know little about it and its distinctive place in our lives. Why does philanthropy exist? Why do people so often turn to philanthropy when we want to make the world a better place? In essence, what is philanthropy? These fundamental questions are tackled in this engaging and original book. Written by one of the founding figures in the field of philanthropic studies, Robert L. Payton, and his former student sociologist Michael P. Moody, *Understanding Philanthropy* presents a new way of thinking about the meaning and mission of philanthropy. Weaving together accessible theoretical explanations with fascinating examples of philanthropic action, this book advances key scholarly debates about philanthropy and offers practitioners a way of explaining the rationale for their nonprofit efforts.

*Inspiring Courage* Emerson & Church

Just when the world needs it most, a new style of social engagement is emerging: Active Citizenship. A key member of one of New York's most civic-minded families—one that has supported many of America's notable

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institutions and deserving programs—Jonathan Tisch has devoted a lifetime to “active citizenship.” It’s an idea that uses the power of practical creativity and grassroots participation to solve seemingly intractable problems. In *Citizen You*, Tisch challenges readers to join this movement and points the way toward making our world a better place, one person and one neighborhood at a time. Tisch has filled *Citizen You* with accounts of people who you’ll meet, such inspirational individuals as: Scott Harrison, who has used the networking and marketing skills he developed as a night club promoter to help over a million people in the developing world get access for the first time to clean, safe drinking water. Steffi Coplan, whose *Broadway2Broadway* project brought out the hidden musical talents of kids at an inner city school. Eric Schwarz, who decided to do something about America’s under-performing schools, and parlayed a single classroom mentoring project into the nationwide Citizens Schools movement. Chris Swan, who is training a new generation of “citizen engineers” to make sure that the projects they build aren’t just structurally sound but also environmentally and socially sustainable. Dave Nelson, who traded his role as an executive at IBM for a job at a struggling nonprofit that teaches kids about the power of entrepreneurship—and discovered a host of new challenges and rewards in the process. Through these and many other remarkable stories, you’ll learn how today’s active citizens are transforming thinking about social change. Rather than short-term fixes and hand-me-down charity, they’re striving to build sustainable, systemic solutions to our most challenging problems, building and empowering communities rather than fostering dependency. And they’re using a host of new tools, from online networking and private-public partnerships to corporate engagement and social entrepreneurship, to redefine how change can happen. *Citizen You* is a potent antidote to pessimism. At a time of unprecedented challenges on the national and world stage, when active citizenship is not a choice but a necessity, *Citizen You* dares us to reshape the social, political, and intellectual structures that have long confined us, and offers fresh thinking that redefines the very concept of activism. For more information and ideas about how to be an active citizen go to [www.citizenyou.org](http://www.citizenyou.org)

*Delusional Altruism* Moody Publishers  
*Transformational Philanthropy: Entrepreneurs and Nonprofits* is a practical guide on attracting entrepreneurs to nonprofit organizations as an investor, donor and true philanthropist. It provides insight into the decision making patterns, expectations, and philanthropic behaviors of entrepreneurs. The primary use of this book will be for those in the philanthropic world to understand how to approach entrepreneurs for donations and contributions. The book includes real world examples, industry statistics, case studies, interviews, and important how-to tips related to entrepreneurs.

*Transformational Philanthropy* Greenleaf Book Group  
By 2025, Americans will likely be donating over half a trillion dollars annually to nonprofit organizations. Those philanthropic gifts will transform significant parts of America's civic sector landscape. Philanthropy is entering an era of unprecedented growth and innovation. Established foundations such as Ford and Rockefeller are doubling down on programs tackling long-simmering problems, including global inequality, less-than-stellar education, and uneven access to health care. Many foundations are engaging in advocacy on controversial issues, exploring venture philanthropy solutions, and experimenting with impact investing. And philanthropists such as Bill Gates, Warren Buffett, New York's high-profile financiers, and Silicon Valley's billionaires are planning to put their wealth to work as never before: Mark

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Zuckerberg and Priscilla Chan recently pledged to donate 99 percent of their Facebook shares during their lifetimes, and nearly 150 others have signed the Giving Pledge to increase dramatically their "giving while living." In *Putting Wealth to Work*, Joel L. Fleishman provides expert analysis of contemporary philanthropy, offering invaluable insight for those engaging with and affected by charitable foundations. This is the fascinating and definitive account of philanthropy today, and an indispensable guide to understanding its inner workings, impact, and expansive potential.

**Leading Without Authority** Stylus Publishing, LLC

Cut through the networking noise and start building the powerful, real relationships needed to succeed in our digital world. If you think of networking as schmoozing at boring cocktail parties or scrolling through LinkedIn for new contacts to add, think again. In the social media age, you need a modern roadmap for creating and cultivating meaningful connections to stand out from the crowd and achieve any of your goals, no matter how big or small. In *Build Your Dream Network*, acclaimed business columnist and networking expert J. Kelly Hoey offers a fresh new approach to mastering this timeworn skill in a world where everyone is posting, liking, and friending fast and furiously, but many are failing to leverage their connections successfully. Hoey presents innovative strategies for forming strong relationships—the genuine, mutually beneficial, long-lasting kind—using all of the social tools at your disposal. She also reveals creative and surprisingly simple ways to harness the power of your network to accomplish any ambition, from landing your dream job or a coveted account or client to successfully crowdfunding a new business venture. *Build Your Dream Network* will help you:

- Determine the most effective ways to connect with others so you

- don't clutter your calendar with dead-end coffee dates and informational interviews -
- Synchronize IRL networking efforts with your digital outreach -
- Turn "closed door" conversations into strong personal relationships and business opportunities -
- Eliminate FOMO by keeping your networking efforts focused

Packed with infographics, flowcharts, and encouraging advice, *Build Your Dream Network* shows how small adjustments in your daily routine, generosity, and goal-focused efforts are all it takes to set you apart and ignite the powerful connections that will lead to major opportunities for success.

**Achieving Excellence in Fundraising** PublicAffairs

Everything you need to know as a nonprofit board member to raise more money and help your organization succeed in meeting its goals. Engaging and informative, this practical guide to fundraising contains valuable insights that nonprofit boards need to succeed in raising money in today's dynamic economic environment. While written expressly for board members, this useful handbook also provides advice to executive directors and advancement staff on how to partner with your board to build an unstoppable fundraising team. *A Fundraising Guide for Nonprofit Board Members* shows you how to raise more money by building board leadership and skills in fundraising. This book covers it all—the board's leadership role in fundraising; how to organize and train your board to raise funds; building a team with board and staff; raising funds for operations, major gifts and capital campaigns; how to ask for gifts; plus a guide for conducting a board retreat that will lead to fundraising success. Demystifies the ask by providing a straightforward guide on how to ask for, and close, gifts. Features case studies, real

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life examples, and checklists in an easy to reference format Offers sample materials for a board retreat on building the successful fundraising team Also by Julia Ingraham Walker: *Nonprofit Essentials: Jump-Starting the Stalled Fundraising Campaign* Entertaining, practical, and easy to use, this book will become a must-read for all board members, executive directors, and staff who want to build an effective fundraising team.

The Generosity Network Penguin

The second edition of this best-selling book provides new and updated information that every beginning fundraiser or board member needs. Case studies and real-life examples provide practical guidance and an overview of the field while giving board members and development staff, managers, and directors a platform from which to operate their fundraising programs. This primer remains a must-have for anyone entering the fundraising or studying for the CFRE exam.

The Science of Generosity Simon and Schuster Responding to the global shift from the Information Age to the Intuition Age, Penny Peirce, a respected leader in the intuition development movement, offers effective, easy-to-follow guidance to help you develop the power of perception and imagination to live effortlessly and joyfully in this new age. With a growing holistic view of the world and a greater awareness of personal and collective energy, our level of perception is transforming from something singular—the physical form—to a greatly expanded awareness that includes intuition, past and present, right and left brain, and heart and body. As our perceptive ability evolves, we must relearn the principles of how we live, create, and grow in order to be successful in the rapidly transforming reality of the Intuition Age. Written with clarity, insight, and humor, *Leap of Perception* is a comprehensive guide that shows us how to adapt to an expanding paradigm of perception.

You will learn to materialize the situations you want, resolve conflict in relationships, expand your creativity, reduce exhaustion and anxiety from multitasking, ease fear caused by the transformation process, and develop new skills like telepathy, clairvoyance, applied empathy, rapid healing, and more. Building on her first two books, *The Intuitive Way: The Definitive Guide to Increasing your Awareness and Frequency: the Power of Personal Vibration*, author Penny Peirce once again translates a powerful and complex concept into an effective life practice that is accessible to everyone.

*How to Raise \$1 Million Dollars (or More!) in 10 Bite-sized Steps* Deepak Chopra

This newest edition of the classic book shows how anyone can align and integrate values, passions, and dreams for their communities and families into their plans. *Inspired Philanthropy* explains how to make a difference by creating giving and legacy plans, tells what questions to ask nonprofits, and spells out how to help partner with advisors and nonprofit leaders for inspired outcomes. In addition to overall updates to statistics, the new edition includes a discussion of the implications of the Buffett gift to the Gates Foundation; new legacy planning tools; expanded resources on youth, giving circles, and communities of color; key questions for advisors and donors; and worksheets and resources available on the enclosed CD.

Your Network Is Your Net Worth Jones & Bartlett Learning

Using the author's extensive experience of advising public, private and non-profit sectors on personal, organization, and community behavioral and systems change knowledge and tools, this book applies a new lens to the question of how to respond to climate change. It offers a scientifically rigorous understanding of the negative mental health and psychosocial impacts of climate change and argues that

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overlooking these issues will have very damaging consequences. The practical assessment of various methods to build human resilience offered by Transformational Resilience then makes a powerful case for the need to quickly expand beyond emission reductions and hardening physical infrastructure to enhance the capacity of individuals and groups to cope with the inevitable changes affecting all levels of society. Applying a trauma-informed mental health and psychosocial perspective, Transformational Resilience offers a groundbreaking approach to responding to climate disruption. The book describes how climate disruption traumatizes societies and how effective responses can catalyze positive learning, growth, and change.

**The Generosity Path** Indiana University Press  
In the tradition of Octavia Butler, here is radical self-help, society-help, and planet-help to shape the futures we want. Change is constant. The world, our bodies, and our minds are in a constant state of flux. They are a stream of ever-mutating, emergent patterns. Rather than steel ourselves against such change, Emergent Strategy teaches us to map and assess the swirling structures and to read them as they happen, all the better to shape that which ultimately shapes us, personally and politically. A resolutely materialist spirituality based equally on science and science fiction: a wild feminist and afro-futurist ride! adrienne maree brown, co-editor of Octavia's Brood: Science Fiction from Social Justice Movements, is a social justice facilitator, healer, and doula living in Detroit.

#### *Citizen You* Currency

Through a broad scope of quotations, poems, and true-life stories, Inspiring Courage offers inspiration to help us authentically live life to the fullest, even against all odds. How can we manage to move forward in the face of hardship, when the odds aren't in our favor? Inspiring Courage offers us a beautiful companion to the challenges of daily life—it is a book of inspiration and a resource for finding strength when the very notion of courage seems unfathomable. This collection of quotations,

poetry, and uplifting accounts of ordinary acts of life-changing courage—often in the face of fear—are carefully selected to open us up to living life fully, from a place of strength and love. In this book we are inspired to all kinds of courage: courage to live a human life, courage to face disaster, and courage to help an ailing world. Included are stories of ordinary people who have faced illness, loss, and discrimination, and taken on political challenges and the environmental crisis. Selected poems and quotations include figures like Martin Luther King, Jr., Mark Twain, the Buddha, Maya Angelou, Rainer Maria Rilke, Pema Chodron, Rumi, Wendell Berry, Ralph Waldo Emerson, and many more.

#### Cause Selling the Sanford Way Macmillan

Outlines new approaches to networking that reflect shifting cultural values and improved digital technologies, sharing instructional case studies and practical tips for network building using online social media and in-person interactions.

#### Engine of Impact John Wiley & Sons

A guide to improving networking skills provides a self-assessment test and fifty-two weeks of exercises that assist in all aspects of networking.

#### *Creating a World Without Poverty*

Greenwood Publishing Group

Fundraising experts Karen Brooks Hopkins of the Brooklyn Academy of Music and Carolyn Stolper Friedman of the Contemporary Museum of Art in Chicago offer important insights into today's best fundraising strategies for arts and cultural organizations of all sizes. New to this edition is an in-depth examination of corporate sponsorships, as well as a detailed chapter on endowment campaigns. All statistics, appendixes, and examples have been updated, and many helpful examples, including pledge forms, campaign statements, and sponsorship contracts, are also included.

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*Genius of Generosity Book: Lessons from a Secret  
Pact Between Two Friends Crown*

Cause Selling is the key to forming long-term relationships that ensure the future of your nonprofit. The Sanford Institute of Philanthropy's Cause Selling Cycle explores the eight steps that successful fundraisers must take to achieve and surpass their goals. Based on proven for-profit business principles, these steps have been uniquely formulated to combine the best of the business world with the heart of nonprofit fundraising.