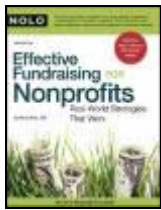


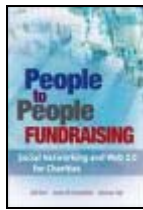
# Fundraising for Small Nonprofits

Virginia Beall Ball Library - Indiana Youth Institute



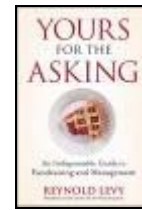
[Effective fundraising for nonprofits: real-world strategies that work](#)

Ilona M. Bray  
HG177.5 .U6 B73 2008



[People to people fundraising: social networking and Web 2.0 for charities](#)

HV41.2 .P46 2007



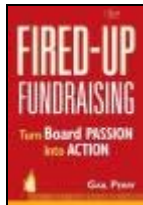
[Yours for the asking: an indispensable guide to fundraising and management](#)

Reynold Levy  
HG177 .L47 2008



[Winning grants: step by step](#)

Mim Carlson  
HG177 .C374 2008



[Fired-up fundraising: turning board passion into action](#)

Gail Perry  
HG177 .P47 2007



[Winning gifts: make your donors feel like winners](#)

Thomas D. Wilson  
HV41.2 .W57 2008

## OTHER BOOKS:

[The 11 questions every donor asks and the answers all donors crave: how you can inspire someone to give, and give again.](#) By Harvey McKinnon. (HV40 .M14 2008)

[The accidental fundraiser.](#) By Julie Still. (HG177 .S755 2007)

[The ask: how to ask anyone for any amount for any purpose.](#) By Laura Fredricks. (HG177 .F68 2006)

[Ask without fear!: a simple guide to connecting donors with what matters to them most.](#) By Marc A. Pitman. (HG177 .P57 2008)

[Beyond the collection plate: overcoming obstacles to faithful giving.](#) By Michael Durall. (BV770 .D87 2003)

[Black tie optional: a complete special events resource for nonprofit organizations.](#) By Harry A. Freedman. (HV41.9 .U5 F74 2007)

[Breakthrough fundraising letters: how to write direct mail donation request appeals that attract more donors, raise more money, and build stronger relationships.](#) By Alan Sharpe. (HV41.2 .S53 2007)

[Capital campaigns: a guide for board members and others who aren't professional fundraisers but who will be the heroes who create a better community.](#) By Stuart R. Grover. (HG4027.65 .G76 2006)

[The disappearing donor: where your ministry's lapsed givers went, and why.](#) By E. Dale Berkey. (BV772.5 .B47 2005)

[Essential principles for fundraising success: an answer manual for the everyday challenges of raising money.](#) By G. Douglass Alexander. (HG177 .A374 2005)

[Ethical fundraising: a guide for nonprofit boards and fundraisers.](#) (HG177 .E83 2008)

[Fearless fundraising for nonprofit boards.](#) By Dave Sternberg. (HV41.2 .G46 2008)

[The Foundation Center's guide to proposal writing.](#) By Jane C. Geever. (HG177.5 .U6 G44 2007)

[Friendraising: community engagement strategies for boards who hate fundraising but love making friends.](#) By Hildy Gotlieb. (HV41.9 .U5 G68 2006)

[Fundraising analytics: using data to guide strategy.](#) By Joshua Birkholz. (HG177 .B49 2008)

[The fundraising feasibility study: it's not about the money.](#) (HG177 .F865 2007)

[Fundraising for social change.](#) By Kim Klein. (HV41.9 .U5 K57 2007)

[Fundraising in times of crisis.](#) By Kim Klein. (HV41.9 .U5 K574 2004)

[Fund raising and marketing in the one-person shop: achieving success with limited resources.](#) By Michael J. Henley and Diane L. Hodiak. (HV41.9 .U5 H45 2002)

[Fund raising realities every board member must face: a 1-hour crash course on raising major gifts for nonprofit organizations.](#) By David Lansdowne. (HG177.5 .U6 L36 2007)

[How to write fundraising materials that raise more money: the art, the science, the secrets.](#) By Tom Ahern. (HV41.2 .A43 2007)

[How to write successful fundraising letters.](#) By Mal Warwick. (HV41.2 .W378 2008)

[Keep your donors: the guide to better communications & stronger relationships.](#) By Tom Ahern. (HG177 .A34 2008)

[Nonprofit essentials: the development plan.](#) By Linda Lysakowski. (HD62.6 .L97 2007)

[Nonprofit essentials: effective donor relations.](#) By Janet Hedrick. (HV41.2 .H43 2009)

[Nonprofit essentials: recruiting and training fundraising volunteers.](#) By Linda Lysakowski. (HV41.5 .L98 2005)

[The operational plan: how to create a yearlong fundraising plan.](#) (HG177 .O63 2008)

[Over goal!: what you must know to excel at fundraising today.](#) By Kay Sprinkel Grace. (HV41.2 .G726 2006)

[Perfect phrases for writing grant proposals: hundreds of ready-to-use phrases to present your organization, explain your cause, and get the funding you need.](#) By Beverly A. Browning. (HG177 .B768 2008)

[Prospect research: a primer for growing nonprofits.](#) By Cecilia Hogan. (HG177 .H64 2008)

[Raising money through bequests: how your organization can profit from the biggest intergenerational transfer of wealth in history.](#) By David Valinsky. (HV25 .V35 2007)

[ROI for nonprofits: the new key to sustainability.](#) By Tom Ralser. (HG4028 .C4 R35 2007)

[Storytelling for grantseekers: a guide to creative nonprofit fundraising.](#) By Cheryl Clarke. (HV41.2 .C53 2009)

[Yours, mine, and ours: creating a compelling donor experience.](#) By Barry McLeish. (HD62.6 .M397 2007)

\*\*\*\*\*  
IYT's **Virginia Beall Ball Library** is a collection of books, journals, reports, video/audio tapes, curriculum guides and other materials of use to youth workers, policymakers and nonprofit managers. Our materials are available for free loan to anyone working on behalf of children and youth in Indiana. The librarian is on hand to assist you with customized reference work and will recommend materials that can provide the valuable information you need.

Lisa Habegger  
Director of Library Services  
Virginia Beall Ball Library

Indiana Youth Institute  
603 E. Washington St., Suite 800  
Indianapolis, IN 46204

[www.ivi.org/library](http://www.ivi.org/library)  
Call: 800-343-7060 or 317-396-2725  
E-mail: [library@ivi.org](mailto:library@ivi.org)