

# The New Normal: Updating Your Fund Development Plan

Virginia Beall Ball Library - Indiana Youth Institute



## [The complete guide to fundraising management](#)

Stanley Weinstein  
HV41.9 .U5 W46 2009



## [Jump-starting the stalled fundraising campaign](#)

Julia Ingraham Walker  
HG177 .W345 2009



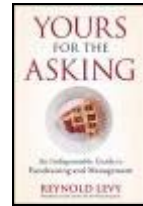
## [Fundraising principles and practice](#)

Adrian Sargeant  
HG177 .S27 2010



## [Brandraising: how nonprofits raise visibility and money through smart communications](#)

Sarah Durham  
HD62.6 .D87 2010



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

Reynold Levy  
HG177 .L47 2008



## [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 annual campaign.](#) By Erik J. Daubert. (HG177 .D38 2009)

[The ask: how to ask for support for your nonprofit cause, creative project, or business venture.](#) By Laura Fredricks. (HG177 .F68 2010)

[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)

[The budget-building book for nonprofits: a step-by-step guide for managers and boards.](#) By Murray Dropkin. (HG4027.65 .D76 2007)

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

[Effective fundraising for nonprofits: real-world strategies that work.](#) By Iona M. Bray. (HG177.5 .U6 B73 2008)

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

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

[Fired-up fundraising: turning board passion into action.](#) By Gail Perry. (HG177 .P47 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 mistakes that bedevil all boards (and staff too): a 1-hour guide to identifying and overcoming obstacles to your success.** By Kay Sprinkel Grace. (HV41.9 .U5 G713 2009)

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

**The influential fundraiser: using the psychology of persuasion to achieve outstanding results.** By Bernard Ross. (HG177 .R667 2009)

**Internet management for nonprofits: strategies, tools & trade secrets.** (HD62.6 .I58 2010)

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

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

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### **Turning Data Into Dollars (July 2009)**

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