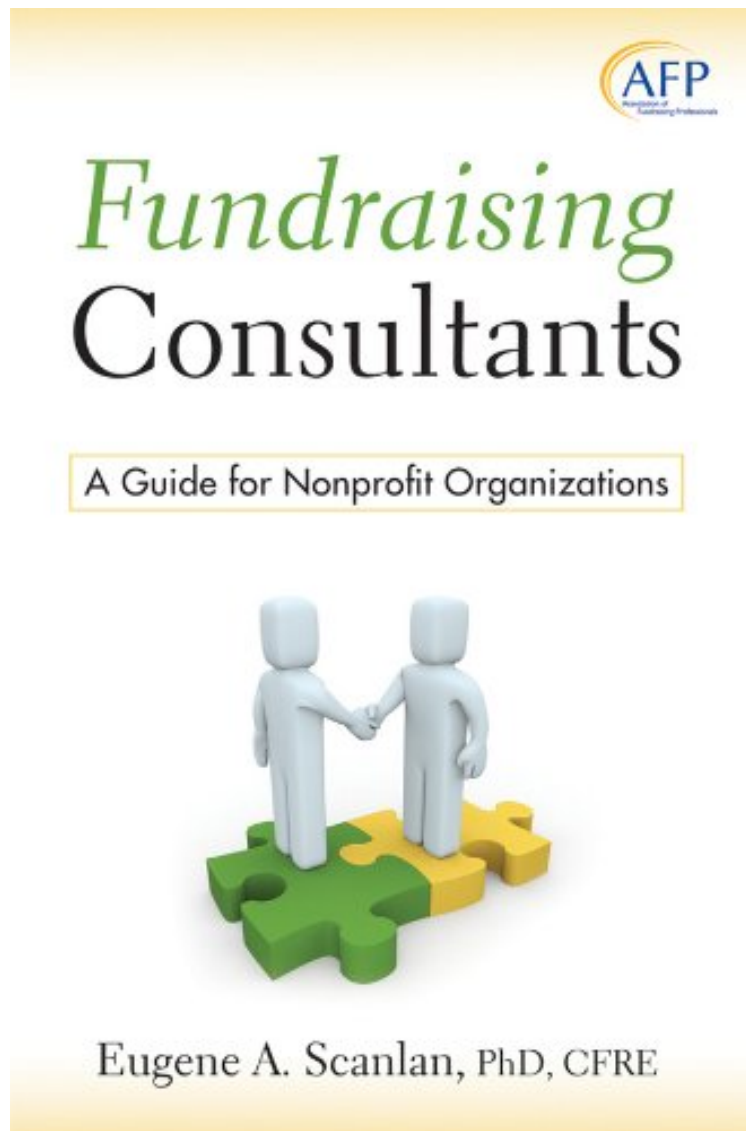


[Download] Fundraising Consultants: A Guide for Nonprofit Organizations (The AFP/Wiley Fund Development Series)

Fundraising Consultants: A Guide for Nonprofit Organizations (The AFP/Wiley Fund Development Series)

E. A. Scanlan

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Selecting and working with fundraising consultants can be daunting, but Gene Scanlon makes the process almost a breeze with his insights into ideas, concepts and information leading to critical decisions. From stories, to advice, to samples, Gene offers a comprehensive look at consulting from both sides of the table.

Praise for Fundraising Consultants "In Fundraising Consultants: A Guide for Nonprofit Organizations, Gene Scanlan provides a thoughtful and deliberative guide for how to select, develop, and maintain successful relationships with consultants that can help organizations achieve their goals. It is also an excellent resource for consultants, both new and experienced, on how to best serve our clients." Barbara L. Ciconte, CFRE, Senior Vice President, Consulting Services Donor Strategies, Inc. "Finally, a book that provides a balanced and informative perspective about fundraising consulting. Gene provides solid information for organizations to consider when using a consultant while also describing the consultant's point of view. All this can only lead to a more effective use of consultants and more successful nonprofits." Sandra Renner, MSW, CFRE, Renner Consulting Strategic Philanthropic Counsel "This book is an excellent source for a development or foundation director to read before hiring any type of consultant. It guides you through the search process and tells you how to evaluate your prospects. This is especially important for small development offices or foundations that rely on outsourcing fundraising projects or campaigns to consultants. It even suggests how to use consultants as a creative resource!" Jeanne G. Jacob, CAE, CFRE, Executive Director Goodwin House Foundation