

## **Get on Board Workshop & Speaker Series**

**February 26, 2019**

### **Building a Culture of Philanthropy**

#### **USEFUL RESOURCES**

##### **CULTURE OF PHILANTHROPY: THE BASICS**

Building a Culture of Philanthropy, by THE NONPROFIT WHISPERER, Nonprofit Quarterly, June 18, 2018

[https://nonprofitquarterly.org/2018/06/18/the-nonprofit-whisperer-building-a-culture-of-philanthropy/?utm\\_source=email&utm\\_medium=social&utm\\_campaign=SocialWarfare](https://nonprofitquarterly.org/2018/06/18/the-nonprofit-whisperer-building-a-culture-of-philanthropy/?utm_source=email&utm_medium=social&utm_campaign=SocialWarfare)

Pure gold – the 34 fundamental foundations of fundraising, by Ken Burnett for SOFII, May 12, 2016

<http://sofii.org/article/pure-gold-the-34-fundamental-foundations-of-fundraising>

“Bright Spots” Report a Goldmine for Nonprofits about Successful Fundraising at the Grassroots, by Ruth McCambridge, Nonprofit Quarterly, September 15, 2017

<https://nonprofitquarterly.org/2017/09/15/new-bright-spots-report-a-goldmine-for-nonprofits-about-successful-fundraising-at-the-grassroots/>

Not Just Money: Equity Issues in Cultural Philanthropy, by Helicon Collaborative with funding from the Surdna Foundation, 2017

<https://medium.com/helicon-collaborative/not-just-money/home>

##### **INSPIRING DONOR LOYALTY**

Creative and effective ways to inspire donor loyalty, by Jose van Herpt, Hilborn: Charity eNews, February 3, 2016

[https://www.charityinfo.ca/articles/creative-and-effective-ways-to-inspire-donor-loyalty?utm\\_source=eNews%253A+Feb+4%252C+2016&utm\\_campaign=Feb+4+eNews&utm\\_medium=email](https://www.charityinfo.ca/articles/creative-and-effective-ways-to-inspire-donor-loyalty?utm_source=eNews%253A+Feb+4%252C+2016&utm_campaign=Feb+4+eNews&utm_medium=email)

Operation Thank You, by Cathy Barrick and Rickesh Lakhani, Hilborn: Charity eNews, June 6, 2017

<https://charityinfo.ca/articles/Operation-Thank-You>

60% of your donors never give again: Smart ways to retain, renew and upgrade your donors, by Nicola Dickinson, Hilborn: Charity eNews, Nov 4, 2015

[https://www.charityinfo.ca/articles/smart-ways-to-retain-renew-and-upgrade-your-donors?utm\\_source=eNews%253A+Nov+5%252C+2015&utm\\_campaign=Nov+5+eNews&utm\\_medium=email](https://www.charityinfo.ca/articles/smart-ways-to-retain-renew-and-upgrade-your-donors?utm_source=eNews%253A+Nov+5%252C+2015&utm_campaign=Nov+5+eNews&utm_medium=email)

## **LEADERSHIP FROM WITHIN**

Is fundraising REALLY a priority in your organization,? by Mena Gainpaulsingh, Hilborn: Charity eNews, June 15, 2017

<https://charityinfo.ca/articles/IsFundraisingReallyPriority>

Fundraising on a budget and understanding the fundraising budget, by Simone Joyaux, Nonprofit Quarterly, September 8, 2016

<https://nonprofitquarterly.org/2016/09/08/fundraising-on-a-budget-and-understanding-the-fundraising-budget/>

The Non Profit Achievement Gap: Seven Ways Small and Medium Non Profits Stunt Their Own Fundraising, by Armando Zumaya, Vice President of Development at Goodwill Industries, LINKEDIN POST, July 21, 2014

<https://www.linkedin.com/pulse/20140721214235-23815363-the-non-profit-achievement-gap-seven-ways-small-and-medium-non-profits-stunt-their-own-fundraising/>

From Chaos to Control, by Sharron Batsch, Hilborn: Charity eNews, May 14, 2014

[https://www.charityinfo.ca/articles/From\\_chaos\\_to\\_control?utm\\_source=eNews%253A+Feb+4%252C+2016&utm\\_campaign=Feb+4+eNews&utm\\_medium=email](https://www.charityinfo.ca/articles/From_chaos_to_control?utm_source=eNews%253A+Feb+4%252C+2016&utm_campaign=Feb+4+eNews&utm_medium=email)

## **THE BOARD'S ROLE**

The Board's Role in Fund Development, by Andrea McManus, Alberta Libraries Trustees Association, 2009

[https://www.librarytrustees.ab.ca/documents/Education/BDP/AB-BoardsRoleinFundDevel\\_09-print.pdf](https://www.librarytrustees.ab.ca/documents/Education/BDP/AB-BoardsRoleinFundDevel_09-print.pdf)

The Board and Fundraising, by Kim Klein, Grassroots Fundraising Journal, 1997

<http://www.ncdsv.org/images/The%20Board%20and%20Fundraising.pdf>

Involving your board members in fund development, by Simone Joyaux, PDF download at simonejoyaux.com

[https://www.simonejoyaux.com/downloads/involvingboardinfund\\_development.pdf](https://www.simonejoyaux.com/downloads/involvingboardinfund_development.pdf)

Creating fundraising savvy boards, by Cynthia J. Armour, Creative Trust blog, April 2014

<http://www.creativetrust.ca/2014/04/creating-fundraising-savvy-boards/>

Helping your board to fundraise, by Cynthia J. Armour, Charity Village, May 30, 2012

[https://charityvillage.com/cms/content/topic/fundraising\\_q\\_a\\_helping\\_your\\_board\\_to\\_fundraise#.WxF9-0gvxPY](https://charityvillage.com/cms/content/topic/fundraising_q_a_helping_your_board_to_fundraise#.WxF9-0gvxPY)

Having trouble getting some of your non-profit board members motivated? by Dr Lawrence Hunt, NPdirection, October 17, 2016

<https://www.npdirection.com/blog/58043c731abfd7272bd7546c>

## THE FUNDRAISER'S ROLE

How to inspire a culture of philanthropy in your organization, by Jennifer Wilson, Hilborn: Charity eNews, July 11, 2018

<https://charityinfo.ca/articles/InspirePhilanthropy>

Embracing change to strengthen your culture of philanthropy, by Juniper Locilento: PRESENTATION for Fundraising Day, AFP (Association of Fundraising Professionals) Greater Toronto Chapter, May 25, 2017

<http://afptoronto.org/blog/embracing-change-to-strengthen-your-culture-of-philanthropy/>

Donor Retention—A Call to Action and to Organization-wide Quality Performance, by Simone Joyaux, Nonprofit Quarterly, October 21, 2016

[https://nonprofitquarterly.org/2016/10/21/donor-retention-call-action-organization-wide-quality-performance/?utm\\_source=Daily+Newswire&utm\\_campaign=0647bdc3f7-](https://nonprofitquarterly.org/2016/10/21/donor-retention-call-action-organization-wide-quality-performance/?utm_source=Daily+Newswire&utm_campaign=0647bdc3f7-)

[Daily\\_Digest\\_235810\\_20\\_2016&utm\\_medium=email&utm\\_term=0\\_94063a1d17-0647bdc3f7-12391361](https://nonprofitquarterly.org/2016/10/21/donor-retention-call-action-organization-wide-quality-performance/?utm_source=Daily+Newswire&utm_campaign=0647bdc3f7-Daily_Digest_235810_20_2016&utm_medium=email&utm_term=0_94063a1d17-0647bdc3f7-12391361)

## SUCCESSFUL CAMPAIGNS

WEBINAR: Fundraising Bright Spots: The Secrets of Successful Fundraising from Individuals , Nonprofit Quarterly, April 18, 2017 – 1 hour 2 minutes

[https://nonprofitquarterly.org/2017/04/18/bright-spots-fundraising-secrets/?utm\\_source=Daily+Newswire&utm\\_campaign=6ac0117612-](https://nonprofitquarterly.org/2017/04/18/bright-spots-fundraising-secrets/?utm_source=Daily+Newswire&utm_campaign=6ac0117612-)

[EMAIL\\_CAMPAIGN\\_2017\\_04\\_18&utm\\_medium=email&utm\\_term=0\\_94063a1d17-6ac0117612-12391361](https://nonprofitquarterly.org/2017/04/18/bright-spots-fundraising-secrets/?utm_source=Daily+Newswire&utm_campaign=6ac0117612-EMAIL_CAMPAIGN_2017_04_18&utm_medium=email&utm_term=0_94063a1d17-6ac0117612-12391361)

Asking the Right Person for the Right Amount, by Kim Klein, Nonprofit Quarterly, September 21, 2006

<https://nonprofitquarterly.org/2006/09/21/asking-the-right-person-for-the-right-amount/>

Asking and teaching don't mix, by Fraser Green, Hilborn: Charity eNews, Dec 4, 2014

<https://www.charityinfo.ca/articles/asking-and-teaching-dont->

[mix?utm\\_source=eNews%253A+Dec+4%252C+2014&utm\\_campaign=Dec+4+eNews&utm\\_medium=email](https://www.charityinfo.ca/articles/asking-and-teaching-dont-mix?utm_source=eNews%253A+Dec+4%252C+2014&utm_campaign=Dec+4+eNews&utm_medium=email)