



# THE CHIEF DEVELOPMENT OFFICER

BEYOND FUNDRAISING, SECOND EDITION

RONALD J. SCHILLER

# The Chief Development Officer Beyond Fundraising



**Kim Klein**

## **The Chief Development Officer Beyond Fundraising:**

**The Chief Development Officer** Ronald J. Schiller, 2021 The Chief Development Officer Beyond Fundraising is a guide not only to those preparing for or serving in the role of CDO but also to those charged with selecting appointing and supporting CDOs It includes ten chapters each presenting a role beyond frontline fundraising and fundraising program management in which today s top CDOs excel Relationship Builder in Chief Shaper of a Culture that Embraces Philanthropic Partnership Visible Leader in Diversity Equity and Inclusion Strategist and Planner Trusted Advisor on Board Matters Thought Partner Visionary and Confident Sight Raiser Resilient Optimist Talent Magnet and Mentor Sponsor and Ally to Future CDOs Each chapter includes a description of the elements of the role illustrations of how CDOs excel and advice on preparing for the role The book encourages anyone with an interest in the CDO position to take steps to prepare well ahead of stepping into the position It also encourages mentors supervisors and other industry leaders to identify those with potential for success in the CDO role provide resources such as this book and create opportunities for them to gain experience and skill that they will need when they step into this complex challenging yet extremely important and deeply rewarding role industry leaders to identify those with potential for success in the CDO role provide resources such as this book and create opportunities for them to gain experience and skill that they will need when they step into this complex challenging yet extremely important and deeply rewarding role industry leaders to identify those with potential for success in the CDO role provide resources such as this book and create opportunities for them to gain experience and skill that they will need when they step into this complex challenging yet extremely important and deeply rewarding role

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deeply rewarding role

**Fundraising** Michael J. Worth, 2024-08-06 The Second Edition of Fundraising Principles and Practice by best selling author Michael Worth offers an updated comprehensive introduction to fundraising that focuses on both theory and practice The text is designed to engage students in thinking critically about issues in fundraising and philanthropy to prepare them for careers in the nonprofit sector Worth explores key topics like donors annual giving programs major gift programs and corporate and foundation giving and campaigns A chapter on international and global fundraising and philanthropy covers key considerations obstacles and strategies for managing international NGOs and global organizations and coverage of planned giving and digital fundraising reflect important current trends

**Fundraising for Social Change** Kim Klein, 2011-04-18 This bestselling book is one of the most widely used in the field by nonprofit organizations across the country A soup to nuts description of how to build maintain and expand an individual donor program this book is often called the Bible of grassroots fundraising Praise for the Sixth Edition of Fundraising for Social Change People love Kim s fundraising wisdom and her keen ability to connect fund development with what matters in our communities I always recommend Fundraising for Social Change to organizations in need of a book with ideas they can use right away as well as information about how to build a successful long term fundraising program Steve Lew senior projects director CompassPoint Nonprofit Services I used Fundraising for Social Change as a textbook for my class for many years and often recommend it to grassroots organizations as a primer for developing a fundraising strategy Kim s years of experience and her own broad knowledge of the field give the book heft and credibility Her pragmatism and sense of humor make it readable and engaging Maria Mottola executive director New York Foundation The information and inspiration we have received from Kim Klein s books have been key to our grassroots fundraising efforts Some people go back to Proust I go back to her specifics about how to write a fundraising plan that actually works Bob Fulkerson state director Progressive Leadership Alliance of Nevada PLAN Kim makes me a believer again whenever I am in her presence be it through her spoken or written word While she provides the basics of raising money in an accessible form what I truly value is the deep sense of purpose she reawakens in me as a fundraiser activist Miguel Gavalda fundraising coach and trainer Grassroots Institute for Fundraising Training Whatever role I am in I turn to Fundraising for Social Change Working with Kim to present Fundraising for Social Change workshops in communities changes lives both professional and personal including mine She offers hands on experience and extraordinary human values to the nonprofit sector as well as skilled expertise in teaching others how to make fundraising fun and meaningful to our whole life Jaune Evans development chair Yerba Buena Center for the Arts

**The Essential Academic Dean or Provost** Jeffrey L. Buller, 2015-09-08 The go to reference for academic leaders seeking practical answers to everyday challenges The Essential Academic Dean or Provost explains the how of academic leadership providing a practical comprehensive reality based reference for almost any problem challenge or opportunity This updated second edition includes new chapters on the difference between leadership and management in higher education

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**Investor Relations and Financial Communication** Alexander V. Laskin, 2021-12-09 Equips students and professionals with the fundamental skills and knowledge needed to succeed in investor relations and financial communication Investor Relations and Financial Communication is a comprehensive up to date introduction to the investor relations and financial communication profession Written by a leading educator and professional consultant this authoritative textbook provides the well rounded foundation necessary for anyone wanting to begin a career as an Investor Relations Officer IRO Detailed yet accessible chapters describe all essential aspects of the field including communication skills basic financial knowledge legal and regulatory guidelines professional standards and practices and more Organized in five sections the book first identifies and defines the jobs available in investor relations and financial communication detailing the responsibilities titles salaries and key players in the industry After thoroughly explaining the disclosure of financial and non financial information the author describes the regulatory environment in which professionals operate and offers expert insight into issues of corporate governance environmental sustainability social responsibility shareholder activism and crisis management Subsequent sections highlight the day to day activities of investor relations and financial communication professionals and discuss the future of the field This invaluable textbook also Describes the responsibilities of the Investor Relations Officer throughout initial public offering periodic reporting and performance evaluation Discusses the role of investor relations professionals in disclosing financial information and educating the investment community Emphasizes the various skills that IROs must possess in order to do their jobs successfully such as marketing and securities law compliance Includes end of chapter review questions activities and lists of

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**Handbook of Critical Perspectives on Nonprofit Organizing and Voluntary Action** Roseanne M. Mirabella, Tracey M. Coule, Angela M. Eikenberry, 2024-08-06 This insightful Handbook brings together leading and emerging scholars within the field of nonprofit organization serving as a call to action for academics to interrogate key contemporary issues such as backsliding and authoritarianism It meticulously distinguishes traditional often marginalist perspectives from nuanced counterarguments to balance out the field

**Managing Human Resources for Nonprofits** Kunle Akingbola, 2015-06-05 The core resources and capabilities of any nonprofit organization lie in their human capital their knowledge skills and behaviors are critical to the achievement of the organization's mission and performance Thus effective management of this key resource is integral to the nonprofit organization's success This book focuses on the unique characteristics challenges and contribution of human resource management to the strategic objectives of the nonprofit It explores contemporary issues that place the management of people at the intersection between the mission strategy and performance of the organization The book Uses the latest theory to build models that explain the determinants and dimensions of strategic HRM within the nonprofit sector Examines the core HRM functions in the context of the nonprofit sector to provide insight into how nonprofits can optimize HRM contributions to performance Provides a step by step process to develop implement and manage HR practices that are aligned with the strategy of the nonprofit organization Demonstrates how to integrate volunteer management into strategic HRM Using examples from around the world as well as cases to facilitate learning this book is ideal for students and professionals interested in strategic human resource management and nonprofit management

**NACUBO Business Officer** National Association of College and University Business Officers, 2005

**Sustainable Revenue for Museums** Samantha Chmelik, 2019-08-23 Understanding revenue sources is vital for ensuring the long term stability and sustainability of museums historic sites zoos and botanic gardens Sustainable Revenue for Museums delves into the strategies and tactics that museum professionals funders and experts use to generate and manage their revenue Museum professionals of all experience levels will find immediately actionable revenue generation and management practices Sustainable Revenue for Museums begins with a compilation of the most recent industry wide revenue data with breakdowns by different revenue types institution discipline number of employees and revenue type contribution to total institutional revenue The next five sections of the book are Passive Income Contributed Income Fundraising Contributed Income Grants Earned Income Museum Services Earned Income Retail Services In each of these sections more than 50 museum professionals funders and experts contribute to chapters focusing on specific revenue sources Topics covered include Investment Income Membership Capital Campaigns Major Gifts Fundraising Crowdfunding Special Events Partnerships and Board Member Participation Grants

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