

Development Books/Website Bibliography

Frequently referenced books and websites. (favorites *)

Listed in no particular order:

1. *Generosity Network – Jennifer McCrea and Jeffery Walker
2. Revolution in the Mailbox – Mal Warwick
3. Storytelling for Grantseekers – Cheryl A. Clark
4. Keep Your Donors: The Guide to Better Communications & Stronger Relationships – Tom Ahern
5. Marketing to the Affluent – Thomas Stanley
6. Fundraising for Social Change -- Kim Klein
7. Donor Centered Fundraising -- Penelope Burk
8. * Pre-suasion – Robert Cialdini
9. Beyond Fundraising -- Kay Sprinkel Grace
10. *Made to Stick -- Chip Heath and Dan Heath
11. * Rejection Proof – Jia Jiang
12. Relationship Fundraising -- Ken Burnett
13. *Achieving Excellence in Fund Raising -- Hank Rosso
14. The Seven Faces of Philanthropy -- Russ Alan Prince and Karen Maru File
15. The Influential Fundraiser -- Bernard Ross and Clare Segal
16. *Influence: The Psychology of Persuasion -- Robert Cialdini
17. *Asking -- Jerold Panas
18. Making the Case -- Jerold Panas
19. *Megagifts -- Jerold Panas
20. Fund Raising Realities Every Board Member Must Face -- David Lansdowne
21. Conducting a Successful Fundraising Program: A Comprehensive Guide and Resource -- Kent E. Dove
22. Successful Fundraising – Joan Flanagan
23. Achieving Excellence in Fundraising -- Eugene R. Tempel (Editor)
24. The Artful Journey: Cultivating And Soliciting The Major Gift -- William T. Sturtevant
25. Contagious -- Jonah Berger
26. Good Strategy, Bad Strategy --
27. *Getting to Giving -- Howard Stevenson
28. *Giving and Getting in the Kingdom: A Field Guide – R. Mark Dillon
29. *The Treasure Principle – Randy Alcorn
30. *Tax Economics of Charitable Giving 2014 -- Joseph P Toce, JR. and Byrle M. Abbin
31. *Understanding Wall Street, 5th ed. – Jeffery Little
32. Good to Great and the Social Sector – Jim Collins
33. Forces for Good: Six Practices of High Impact Nonprofits – Leslie Crutchfield
34. Nonprofit management: Principles and Practice 3rd ed. – Michael Worth
35. Give smart: Philanthropy that Gets Results – Tom Tierney
36. The Nonprofit Narrative – Edgar Stoesz
37. Budgeting and Financial Management for Nonprofit Organizations – Lynne Weikart and Greg Chen

Websites

<https://www.commisceo-global.com/>
www.sponsorship.com
<http://www.gg-law.com>
<http://lambresearch.com>
<http://www.thegenerositynetwork.com/>
<http://www.aprahome.org/>
<http://www.nedra.org/>
<http://www.instituteforgiving.org/>
<http://www.ecfa.org/>

The Center for Philanthropy at Indiana University -- www.philanthropy.iupui.edu/
A large site with resources, class and research in fundraising.

Chronicle of Philanthropy -- www.philanthropy.com

The Chronicle is a repository of useful stories, surveys and links. It's the basic weekly source of information on philanthropy in the U.S.

David Lamb's Prospect Research -- <http://www.lambresearch.com>

A very useful, basic research website with links to free prospect sites for finding public information on foundations, major donors and corporations.

ePhilanthropy Foundation -- <http://www.ephilanthropy.org/site/PageServer>

A helpful resource for understanding the world of online giving.

The Foundation Center -- www.foundationcenter.org

The best place to start with a foundation search. Lots of tools for free and for a fee, information on grant writing.

Guidestar -- www.guidestar.org

The best basic research site for foundation inquiries and for getting free copies of a funder's Federal Form 990.

The Nonprofit Times -- <http://www.nptimes.com/>

A useful periodical with basic articles on development.

Philanthropy Magazine -- <http://www.philanthropymagazine.com/>

Useful profiles of donors and foundations.

Resource Alliance -- <http://www.resource-alliance.org/>

A one-stop place for information on international funders and nonprofits. Helpful tools, articles, and conferences supporting international philanthropy.

Charity Channel -- <http://charitychannel.com/>

A site devoted to all-things nonprofit. Special emphasis on answering questions posed by small nonprofits on most aspects of fundraising.

Charity Navigator -- www.CharityNavigator.com

The nation's largest evaluator of charities helps donors understand and discern the true fiscal operations of any of the more than 5000 charities in their databases

Stanford Social Innovation Review -- www.ssireview.org