

IN THE

*Trenches*TM

Manual

Prospect Research is a Verb

Fundraising is the Subject

Meredith Hancks

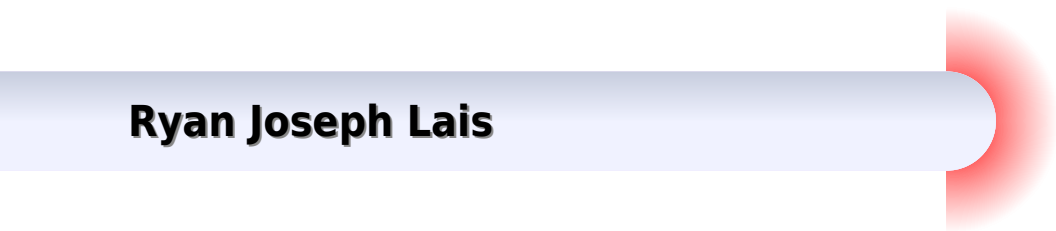
Cara Rosson

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- Organize your research into useful templates for all audiences
- Research a prospect for everything from an address to a xylophone collection

Prospect Research Is A Verb Fundraising Is The Subject In The Trenches

Ryan Joseph Lais



Prospect Research Is A Verb Fundraising Is The Subject In The Trenches:

Prospect Research Is a Verb: Fundraising Is the Subject Meredith Hancks, Cara Rosson, 2013-04 Prospect Research Is a Verb Fundraising Is the Subject is a prospect research manual that's down to earth easy to follow and even fun to read Meredith Hancks and Cara Rosson divide the manual into four Parts each dealing with a specific aspect of project research They make innovative use of the old fashioned gift pyramid to provide a surprisingly helpful visual aid for examining the levels of research required for different types of prospects In chapters 1 through 10 you will learn about the foundations for the profession This information lays the groundwork for each of the next sections of chapters Chapters 11 through 16 discuss basic research skills for foundational prospects generally considered annual fund prospects When presented with a very preliminary request for research you will probably need the information in this section Chapters 17 through 22 Middle of the Road build upon the first two sections of chapters but can also stand alone In these chapters you will learn about research for real estate gift capacity and networks This chapter is the starting point for identifying potential major gift prospects Finally chapters 23 through 27 address the types of research you will conduct when completing a full profile or preparing for a solicitation for a major gift ask Throughout the authors offer helpful and interesting sidebars and take the time to give you specifics About the Authors Meredith Hancks author of the well received Getting Started in Prospect Research What You Need to Know to Find Who You Need to Find uses data daily to uncover hidden gems in the database at Western Illinois University where she is the Director of Prospect Research and Management She is serving the wider nonprofit community as Chair of the Best Practices in Prospect Development subcommittee for the Association of Advancement Services Professionals and as Vice President for the Illinois Chapter of the Association of Professional Researchers for Advancement She is currently a Doctoral Candidate at the University of Minnesota completing an Ed D in Higher Education Administration Cara Rosson has been doing internet and prospect research for well over ten years now She has worked as a prospect research analyst for Florida State University and Bradley University and has done executive recruiting and sourcing for a small boutique agency BizWerks She lives in Peoria Illinois with two boys and two basset hounds She loves traveling reading and community organizing and activism About the CharityChannel In the Trenches Series You'll know an In the Trenches book not just by its cover but by the author's fun upbeat writing style But don't be fooled by its down to earth approach and ample use of sidebars In the Trenches books are authoritative and cover what a beginner should know to get started and progress rapidly and what a more experienced nonprofit sector practitioner needs to move forward in the subject

Getting Started in Prospect Research: What You Need to Know to Find Who You Need to Find Meredith L. Hancks, 2011-10-01 Hancks shares a nuts and bolts guide to setting up a research shop and discovering who an organization's donors really are She is the director of Prospect Research and Management at Western Illinois University and she serves the wider nonprofit community as Chair of the Best Practices in Prospect Development subcommittee for the Association of

Advancement Services Professionals *Prospect Research for Fundraisers* Jennifer J. Filla, Helen E. Brown, 2013-03-18

Essential tools for implementing right sized prospect research techniques that help nonprofit organizations reach their fundraising goals Written especially for front line fundraisers Prospect Research for Fundraisers presents a practical understanding of prospect research prospect management and fundraising analytics demonstrating how research can be used to raise more money Filled with examples case studies interviews and stories this unique book is structured around the fundraising cycle and illustrates the myriad of current and ever changing prospect research tools and techniques available to boost an organization s fundraising effectiveness From essential overviews to how to search skills this practical book gives development officers the tools to understand how to use prospect research in ways that best fit their goals for each stage of the fundraising cycle Provides practical insight to understand the best use of each prospect research tool and technique Features a companion website with a variety of online tools to help readers implement key concepts Part of the AFP Fund Development Series Prospect Research for Fundraisers provides fundraisers with an understanding of what prospect research is and which resources are available to small organizations that have limited internal capacity medium sized organizations building capacity and large organizations wanting to maximize their strengths It offers a practical understanding of the relevant tools at the disposal of development officers and managers responsible for hiring outsourcing purchasing managing and implementing prospect research within their organizations Targeting the Powerful Vanessa Hack, 2023 If your organisation wants to tap into the wealth and influence of the rich and powerful you need to know as much about them as possible Prospect research already used by fund raisers with considerable success in the USA to target key people can make all the difference to the success or failure of your initial approach Targeting the powerful international prospect research is a highly practical guide to prospect research written by a leading expert It explains how to conduct in depth research into a person company or charitable foundation and how to use the information to recommend a line of approach most likely to succeed Contents What is prospect research Setting up a prospect research department Online CD ROM the Internet or paper Ethics security and confidentiality Day to day questions Finding the prospects Marketing your organisation to the prospect People Company information Foundations and trusts International comparisons A report on a new country General sources for a new country Specific international resources The United Kingdom Western Europe and Scandinavia Central and Eastern Europe Asia Pacific The United States Canada The rest of the world Addresses Index

Prospect Research Mathew Iredale, 2019-01-25 The ideal introduction to prospect research Using the latest available resources and assuming no prior knowledge experienced fundraiser Mathew Iredale shows you how to identify and attract wealthy donors who will want to support your charity with a major gift Aimed at both local and national charities this is a highly readable highly practical guide packed with information insight tips and tried and tested practical advice on how to uncover major gift prospects It will enhance your fundraising potential by showing you how to discover the very people who

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Ryan Joseph Lais,2013 This literature review focuses on discovering successful strategies prospect researchers employ to identify the most appropriate donor prospects The literature indicated various successful strategies prospect researchers use to impact their organizations through prospect identification and prospect development One strategy is to actively engage in the entire fundraising cycle by continuously identifying qualifying and advising strategy for prospect major donors Next a successful strategy for a prospect researcher is to embrace relationship fundraising and use it to guide research Another successful strategy is to conduct the prospect research in an ethical manner and retain trust with the prospect donor to ensure the relationship with the donor is not jeopardized which could compromise the non profit organization

Fundraising with DIALOG Knight-Ridder Information, Inc,1996 **Prospect Research** Robin Jones,2011 This practical guide in the Charity First series shows the key elements of the prospect research function including how to identify and build a pool of prospects how to qualify rate and profile individual prospects and how to estimate their wealth and gift capacity In a potentially boundless field the guide also offers advice on how to keep the research task manageable A wealth of practical information is contained including a list of domestic and international research sources tips on internet research and an overview of Data Protection Act legislation With the help of this guide fundraisers can go to that important first meeting with a major gift prospect confident that the homework has been done and that a rewarding relationship with the potential donor should be within their sights

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