

BUILDING DONOR LOYALTY



THE FUNDRAISER'S GUIDE TO
INCREASING
LIFETIME VALUE

ADRIAN SARGEANT
AND ELAINE JAY

Building Donor Loyalty The Fundraisers Guide To Increasing Lifetime Value

Adrian Sargeant, Jen Shang



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Building Donor Loyalty Adrian Sargeant, Elaine Jay, 2004-10-06 Building Donor Loyalty is a hands on guide written for professional fundraisers that outlines the factors that drive donor retention explains how to keep donors committed to an organization and offers suggestions for developing donor value over time It is based on data drawn from a research program which included more than 20 000 nonprofit organizations and was funded by the Aspen Foundation and the Indiana Fund through the Center on Philanthropy at Indiana University Building Donor Loyalty contains a variety of illustrative case studies that demonstrate the power of effective donor retention strategies and clearly explains each of the factors that can build donor retention It includes tools and techniques that have proven successful when growing long term relationships with donors and offers practical advice for fundraisers who want to integrate this knowledge into their own thinking planning and practice

Building Donor Loyalty Adrian Sargeant, Elaine Jay, 2004-09-13 Publisher Description **Fundraising Management** Adrian Sargeant, 2014-07-30 Applying the principles of marketing to nonprofit organizations and the fundraising sector is vital for the modern fundraiser who wants to increase profitability and diversify their fundraising efforts in this challenging industry This comprehensive how to guide provides a thorough grounding in the principles underpinning professional practices and critically examines the key issues in fundraising policy planning and implementation This new edition of Fundraising Management builds on the successful previous editions by including modern perspectives on organizational behaviour extended coverage of digital fundraising and donor behaviour including an examination of group influences on behaviour and a new chapter on the use of social media for supporter engagement and retention Combining scholarly analysis with practical real life examples Fundraising Management has been endorsed by the Institute of Fundraising and is mapped to the Certificate and Diploma in Fundraising making it the definitive guide to best practice both in the UK and globally This is a clear problem solving guide that no fundraising student or professional should be without

Fundraising Principles and Practice Adrian Sargeant, Jen Shang, 2010-04-19 This books offers a definitive text on the vital topic fundraising It provides students of fundraising and nonprofit professionals access to the most relevant theories and includes concrete examples of modern fundraising practice The book contains clear learning objectives recommended readings case studies summary self test questions and exercises at the end of each chapter The Principles and Practice of Fundraising comprehensively addresses all the major forms of fundraising and critical topics such as donor behavior and fundraising planning Praise for fundraising principles and practice Not only will fundraisers benefit from this comprehensive yet accessible text but this should be required reading for all nonprofit practitioners and scholars Reading this book will provide valuable insight on a vital subject and enhance the success of any fundraising effort John B Ford president Academy of Marketing Science and professor of marketing Old Dominion University This is not just a how to do it book Rather it provides deep knowledge about the nonprofit sector its role in society and the values and psychology of giving that is

essential to responsible and effective fundraising Paul Brest president William and Flora Hewlett Foundation and author Money Well Spent Adrian Sargeant is the world's foremost fundraising scholar This text will be invaluable to the beginner but new research findings mean it should also be a must read for established practitioners Steve Thomas co chair Resource Alliance and chairman Stephen Thomas Ltd Toronto Designed and written to fill the void in current fundraising and development textbooks for both undergraduate and graduate students studying nonprofit management and leadership Fundraising Principles and Practice surpasses my expectations for a comprehensive approach that will benefit American Humanics programs SueAnn Strom vice president Academic Partnerships American Humanics Inc Sargeant is the accessible academic and this is typical of his work It is rigorously researched clear concise well written well presented and entirely appropriate Any fundraiser who knows what Adrian knows will outperform the others It's as simple as that Ken Burnett author Relationship Fundraising and The Zen of Fundraising *Ethical Fundraising* Janice Gow Pettey, 2008-06-30 *Ethical Fundraising A Guide for Nonprofit Boards and Fundraisers* is a practical helpful and ultimately inspiring resource for nonprofits large and small young and mature local and international The insightful guidance and case studies found within these pages will help you understand how to address specific ethical issues within your nonprofit and leave plenty of food for thought and discussion **For A Good Cause** Diane Lebson, 2025-07-30 For many volunteers fundraising is a necessary evil a dirty F word that compels them to have uncomfortable conversations with their families and friends Through her work with countless female philanthropists Diane Lebson discovered that there was no definitive guide volunteers and activists could turn to for guidance in navigating the day to day activities associated with doing good in the world so she wrote one Leveraging the skills and experiences she cultivated over more than twenty five years as a nonprofit executive board member and consultant For A Good Cause offers practical tips on how to do philanthropy In chapters divided up by specific activities such as serving on a board advocating for a cause starting your own philanthropic venture becoming a fearless fundraiser and more Diane offers practical advice on how to professionalize your philanthropic engagement and make a greater impact Rounded out with information about best practices checklists and profiles of inspiring leaders For A Good Cause is the do gooder's go to resource for giving joyfully **Advancing Philanthropy**, 2006 Keep Your Donors Tom Ahern, Simone P. Joyaux, 2007-11-27 Written by fundraising experts Tom Ahern and Simone Joyaux Keep Your Donors is a new winning guide to making disappointing donor retention rates a thing of the past This practical and provocative book will show you how to master the strategies and tactics that make fundraising communications profitable Filled with case studies and based in part on the CFRE and AFP job analyses Keep Your Donors is your definitive guide to getting new donors and keeping them for many years to come *Tiny Essentials of Donor Loyalty* Adrian Sargeant, 2013-01-14 In just 73 pages this little book tells you all you need to know about donor loyalty All fundraisers want loyal donors and lots of them But why What benefits do really loyal donors bring How do we find them develop them and what will it cost What are the pitfalls and how do we avoid

those How do we make the most of all opportunities so that our donors stay supporting us for longer and get more out of it These and many other questions all crowd together when fundraisers seek to address what professor Adrian Sargeant describes as the single biggest challenge facing our sector today building donor loyalty Luckily leading expert professor Sargeant has crammed into this tiny book all of the key essentials that fundraisers should consider if they would aspire to developing really loyal donors

Fundraising Principles and Practice Adrian Sargeant, Jen Shang, 2017-02-06 The complete guide to fundraising planning tools methods and more Fundraising Principles and Practice provides a unique resource for students and professionals seeking to deepen their understanding of fundraising in the current nonprofit environment Based on emerging research drawn from economics psychology social psychology and sociology this book provides comprehensive analysis of the nonprofit sector The discussion delves into donor behavior decision making social influences and models then uses that context to describe today s fundraising methods tools and practices A robust planning framework helps you set objectives formulate strategies create a budget schedule and monitor activities with in depth guidance toward assessing and fine tuning your approach Coverage includes online fundraising major gifts planned giving direct response grants corporate fundraising and donor retention with an integrated pedagogical approach that facilitates active learning Case studies and examples illustrate the theory and principles presented and the companion website offers additional opportunity to deepen your learning and assess your knowledge Fundraising has become a career specialty and those who are successful at it are among the most in demand in the nonprofit world Great fundraisers make an organization s mission possible and this book covers the essential information you need to help your organization succeed Adopt an organized approach to fundraising planning Learn the common behaviors and motivations of donors Master the tools and practices of nonprofit fundraising Manage volunteers monitor progress evaluate events and more Fundraising is the the nonprofit s powerhouse It s the critical component that supports and maintains all activities and forms the foundation of the organization itself Steady management clear organization effective methods and the most up to date tools are vital to the role and familiarity with donor psychology is essential for using these tools to their utmost capability Fundraising Principles and Practice provides a comprehensive guide to all aspects of the field with in depth coverage of today s most effective approaches

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