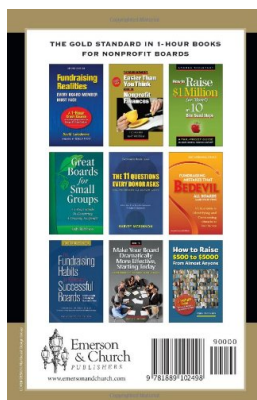


[PDF] Asking: A 59-Minute Guide To Everything Board Members, Volunteers, And Staff Must Know To Secure The Gift, Newly Revised Edition

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Description:

As phobias go, asking for money ranks right up there with public speaking. Yet if we hope to raise funds for a worthy cause, it's critical. Author Jerold Panas understands the art of asking like no one in America. As a staff person, board member, and volunteer, he's secured gifts ranging from \$50 to \$50 million. Panas has harnessed all of his knowledge and experience and produced what is the bestselling fundraising book of all time. This one-hour-to-read classic will embolden you, your board members, and volunteers to ask with skill, finesse, and tangible results. Companion book to *Fundraising Realities Every Board Member Must Face*, by David Lansdowne.

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