

PSI LIBRARY RESOURCES

10.0: Ethics – Philanthropy

The Ethical Challenge: How to lead with unyielding integrity. Noel M. Tichy and Andrew R. McGill, Editors. 2003.

Ethical Fundraising: A guide for nonprofit boards and fundraisers. Janice Gow Pettey, Editor. 2008.

Obedience to the Unenforceable: Ethics and the Nation's voluntary and philanthropic community. Independent Sector. 2002.

20.0: General Philanthropy

The Accidental Fundraiser: A step-by-step guide to raising money for your cause. Kim Klein, Editor. 2005.

Achieving Excellence in Fundraising. Eugene R. Tempel, Timothy L. Seiler, and Eva E. Aldrich, Editors. 2011 and 2016. **Two copies.**

The Ask: How to ask for support for your nonprofit cause, creative project, or business venture. Laura Fredricks. 2010. **Two copies.**

The Almanac of American Philanthropy. Karl Zinsmeister. 2016.

Beyond Fundraising: New strategies for nonprofit innovation and investment. Kay Sprinkel Grace. 1997.

Development Office Management. Jeff Stratton. 2007

The Development Plan. Linda Lysakowski. 2007.

Direct Marketing for Nonprofits: Essential Techniques for the New Era. Kay Partney Lautman. 2001.

Donor Centered Fundraising: How to hold on to your donors and raise much more money. Penelope Burk. 2003. **Two copies.**

Essential Principles for Fundraising Success: An answer manual for the everyday challenges of raising money. G. Douglass Alexander and Kristina J. Carlson. 2005.

An Executive Guide to Fundraising Operations: Principles, tools, and trends. Christopher Cannon. 2011.

Financing Nonprofits: Putting theory into practice. Dennis R. Young, Editor. 2007.

Fundraising: Evaluating and managing the fund development process. James M. Greenfield. 1999.

- Fundraising Basics: A complete guide. Barbara L. Cicone and Jeanne G. Jacob. 2009.
- Fundraising for Beginners: Essential procedures for getting a fundraising program up and running. Published by Stevenson, Inc. 2009. **Two copies.**
- Fundraising Dictionary. Barbara R. Levy, Editor. 1996.
- Fundraising Mistakes that Bedevil All Boards (and Staff too). Kay Sprinkel Grace. 2009.
- The Greater Good: How philanthropy drives the American economy and can save capitalism. Claire Gaudiani. 2003.
- The Influential Fundraiser: Using the psychology of persuasion to achieve outstanding results. Bernard Ross and Clare Segal. 2009.
- The Insider's Guide to Grantmaking: How foundations find, fund, and manage effective programs. Joel J. Orosz. 2000.
- Jump-Starting the Stalled Fundraising Campaign. Julia Ingraham Walker. 2009.
- The Nonprofit Development Companion: A workbook for fundraising success. Brydon M. DeWitt. 2011.
- Nonprofit Fundraising 101: A practical guide with easy to implement ideas & tips from industry experts. Darian Rodriguez Heyman with Laila Brenner. 2016. **Two copies.**
- Over goal! What you must know to excel at fundraising today. Kay Sprinkle Grace. 2006. **Two copies.**
- The Perfect Gift: The philanthropic imagination in poetry and prose. Amy A. Kass, Editor. 2002.
- Philanthropy in the World's Tradition. Warren F. Ilchman, Stanley N. Katz, and Edward L. Queen II., Editors. 1998.
- We Make a Life by What We Give. Richard. B. Gunderman. 2008. **Two copies.**
- The Relentlessly Practical Guide to Raising Serious Money. David Lansdowne. 2005.
- Reliable Fundraising in Unreliable Times: What good causes need to know to survive and thrive. Kim Klein. 2009.
- Seeing through a Donor's Eyes: How to make a persuasive CASE for everything. Tom Ahern. 2009.

30.0: Evaluation

- Benchmarking in the Public and Nonprofit sectors: Best practices for achieving performance breakthroughs. Patricia Keehley and Neil N. Abercrombie. 2008.

40.0: Small Shops

Fundraising Strategies for Small Shops. A. Stevenson, Inc. Publication. 2011.

50.0: Grant Writing

Corporate and Foundation Support: Strategies for funding education in the 21st Century. Mary Kay Murphy, Editor. 2000.

Grassroots Grants: An activist's guide to grantseeking. Andy Robinson. 2004.

The "How To" Grants Manual: Successful grantseeking techniques for obtaining public and private grants. David G. Bauer. 2015.

How To Write Knockout Proposals: What you must know (and say) to win funding every time. Joseph Barbato. 2004.

Proven Strategies Professionals Use to Make Their Proposals Work. Michael K. Wells. 2005.

Thank You for Submitting Your Proposal: A foundation director reveals what happens next. Martin Titel. 2006.

Understanding Nonprofit Finances. Michael K. Wells. 2006.

Writing Grant Proposals That Win. Deborah Ward. 2006.

60.0: Nonprofits

Forces for Good: The six practices of high-impact nonprofits. Leslie Crutchfield and Heather Mcleod Grant. 2008.

The Nonprofit Almanac 2012. Katie L. Roeger, Amy S. Blackwood, and Sarah L. Pettijohn. 2012.

Navigating the Organizational Lifecycle: A capacity-building guide for nonprofit leaders. Paul M. Connolly. 2006.

The State of Nonprofit America. Lester M. Salamon, Editor. 2002.

70.0: Marketing and Planning – Management

Breakthrough Thinking: For nonprofit organizations; creative strategies for extraordinary results. Bernard Ross and Clare Segal. 2002.

Bringing a Development Director on Board: Assessing needs, recruiting, interviewing, and hiring. Susan E. Geary and Gayle L. Gifford. 2003. **Two copies.**

The Collaboration Challenge: How nonprofits and businesses succeed through strategic alliances. James E. Austin. 2000.

Common Interest-Common Good: Creating value through business and social sector partnerships. Shirley Sagawa and Eli Segal. 2000.

Donor Center Leadership: What it takes to build a high-performance fundraising team. Penelope Burke. 2013.

Establishing Your Development Office: staffing & reporting, budgets & planning, boards & volunteers, and the seven must-have documents. Linda Lysakowski. 2002. **Three copies.**

Managing at the Leading Edge: New challenges in managing nonprofit organization. Mike Hudson. 2005.

Marketing Workbook for Nonprofit Organizations: Volume 1 – develop the plan. Gary J. Stern. 1990.

Nonprofit Mergers & Alliances: A strategic planning guide. Thomas A. McLaughlin. 1998.

Sample Job Description in Fundraising. AFP. 2002.

Strategic Marketing for Nonprofit Organizations. Alan R. Andreasen and Philip Kotler. 2003.

Robin Hood Marketing: Stealing corporate savvy to sell just causes. Katya Andersen. 2006.

Starting and Managing a Nonprofit Organization: A legal guide. Bruce K. Hopkins. 2009.

Strategic Planning for Nonprofit Organizations: A practical guide and workbook. Michael Allison and Jude Kaye. 2005.

Working across Boundaries: Making collaboration, work in government, and nonprofit organizations. 2002.

80.0: Spanish Philanthropy

Apoyo Financiero: Como lograrlo? Maria Elena Noriega and Milton Murray. 1995 and 2005. **Four copies.**

Campanas Para Obtencion De Fondos: Principitos, Patrones, Tecnicas. Harold J. Seymour. 1970. **Three copies.**

Creando su Departamento de Desarrollo. Linda Lysakowski. 2002.

Guia Para Escribir Propuestas. Jane C. Geever. 2008. **Two copies.**

90.0: Careers in Philanthropy

From Making a Profit to Making a Difference: How to launch your new career in nonprofits. Richard M. King. 2000. **Two copies.**

Leading Up: Transformational leadership for fundraisers. Lilya Wagner. 2005. **Two copies.**

Fundraising as a Profession: Advancement and challenges in the field. Lilya Wagner and J. Patrick Ryan, Editors. 2004. **Two copies.**

Your Future in Fundraising. Lilya Wagner. 2015.

100.0: Religious Philanthropy

Adventist Congregations Today: New evidence for equipping healthy churches. Monte Sahlin. 2003.

Ask and You Shall Receive: A fundraising training program for religious organizations and projects. Participation Manual. Kim Klein. 2000.

Ask and You Shall Receive: A fundraising training program for religious organizations and projects. Leader Manual. Kim Klein. 2000.

Behind the Stained-Glass Window: Money dynamics in the church. John and Sylvia Ronsvalle. 1996.

Biblical Principles for Giving and Living. Mel Rees. 1995.

Extraordinary Money: Understanding the church capital campaign. Michael Reeves. 2002. **Three copies.**

Faith-Based Management: Leading organizations that are based on more than just mission. Peter C. Brinckerhoff. 1999.

Financing American Religion. Mark Chaves & Sharon L. Miller, Editors. 1999.

Growing Givers' Hearts: Treating fundraising as ministry. Thomas H. Jeavons & Rebekah Burch Basinger. 2000.

Faith and Philanthropy in America. Robert Wuthnow, Virginia A. Hodgkinson and Associates. 1990.

Giving: The sacred art creating a lifestyle of generosity. Lauren Tyler Wright. 2008.

Happy Jack: How much stuff is enough? Janice Mathews. 2014.

Legal Realities: The silent threats to ministries. Robert Erven Brown, Esq. with Kevin Maclaren Brown. 2012.

Ministry of Philanthropy: A collection of stories about how giving changes people's lives. Jeff Scoggins, Editor. 1999.

Money, Possessions, and Eternity. Randy Alcorn. 2003.

More Give to Live: How giving can change your life. Douglas M. Lawson. 2003.

Nonprofit Law for Religious Organization: Essential questions and answers. Bruce R. Hopkins and David O. Middlebrook. 2008.

Passing the Plate: Why American Christians don't give away more money. Christian Smith, Michael O. Emerson, and Patricia Snell. 2008.

Raising Charitable Children. Carol Weigman.

Receiving & Giving as Spiritual Exercise: The spirituality of care in soul, relationship, and community. Paul G. Schervish. 2008. Two copies.

Religion, Youth, and Philanthropy: an annotated resource guide. Richard Bentley, Amelie Weber, and Cheryl Hall-Russell. 1999.

Religious Giving: For love of God. David H. Smith Editor. 2010.

Serving Those in Need: A handbook for managing faith-based human services organizations. Edward L. Queen II. Editor. 2000.

The Soul of Money: Transforming your relationship with money and life. Lynne Twist. 2003.

Start and Grow Your Faith-Based Nonprofit: Answering your call in the service of others. Jill C. Esau. 2005.

Starting A Nonprofit at Your Church. Joy Skjegstad. 2002.

Taking Fundraising Seriously: The spirit of faith and philanthropy. Dwight F. Burlingame, Editor. 2002.

Virtuous Giving: Philanthropy, voluntary service, and caring. Mike W. Martin. 1994.

When the Bottom Line is Faithfulness: Management of Christians service organizations. Thomas H. Jeavons. 1994.

200.0: Global and Diversity - Philanthropy

Cultivating Diversity in Fundraising. Janice Gow Pettey. 2002.

Diversity and Philanthropy: Expanding the circle of giving. Lilya Wagner. 2016.

Global Perspectives on Fundraising. Lilya Wagner and Julio A. Galindo, Editors. 2004.

Hispanic Philanthropy: Exploring the factors that influence giving and asking. Lilya Wagner and Allan Figueroa Deck, Editors. 1999.

Kiss, Bow, or Shake Hands: The bestselling guide to doing business in more than 60 countries. Terri Morrison and Wayne A. Conaway. 2006.

Philanthropy in a flat world: Inspiration through globalization. 2009.

300.0: Legal – Philanthropy

The Best Defense: 10 steps to surviving a lawsuit. Nonprofit Risk Management Center. 1998.

Church and Nonprofit: Tax and financial guide for 2012 tax returns. Dan Busby, J. Michael Martin, and John Van Drunen. 2013.

The Legal Obligations of Nonprofit Boards: A guidebook for board members. Jacqueline C. Leifer and Michael B. Glomb. 1997.

400.0: Volunteers – Philanthropy

Hidden Assets: Revolutionize your development program with a volunteer-driven approach. Diane L. Hodiak and John S. Ryan. 2001.

Managing Volunteers: Balancing risk and reward. NIAC and ANI-RRG. 2000.

Recruiting Volunteers: A guide for non-profits, building an effective volunteer staff. Mary Ann Burke and Carl Liljenstolpe. 1992.

Voices from The Heart: In celebration of America's volunteers. Brian O'Connell. 1999.

500.0: Internet and Social Media – Philanthropy

Nonprofit Internet Strategies: Best practices for marketing, communication, and fundraising. Ted Hart, James M. Greenfield, and Michael Johnston. 2005.

600.0: Leadership in Philanthropy

The 21 Irrefutable Laws of Leadership – John C. Maxwell – Thomas Nelson Publishers

21st Century Leaders: Dialogues With 100 Top Leaders – Lynne Joy McFarland, Larry E. Senn, John R. Childress – The Leadership Press

The 5 Languages of Appreciation in the Workplace – Gary Chapman, Paul White – Northfield Publishing

The 8th Habit: From Effectiveness to Greatness – Stephen R. Covey – Free Press

Aim High – Terry Lyndon Johnson w/ Kay D. Rizzo – Review and Herald Publishing Association

The Ant and the Elephant – Vince Poscente – Cornerstone Leadership Institute

Be All You Can Be – John C. Maxwell – Chariot Victor Publishing

Beyond Management to Leadership: Designing the 21st Century Association – Sheila Murray Bethel – Foundation of the American Society of Association Executives

Built to Last – James C. Collins, Jerry I. Porras – Harper Business

Business Rescue – Al Rosen – Business University Press

Care and Community in Modern Society – Paul G. Schervish, Virginia A. Hodgkinson, Margaret Gates, and Associates – Independent Sector

The Cathedral Within – Bill Shore – Random House

Certain Trumpets – Garry Wills – Simon Schuster

Closing the Leadership Gap – Marie C. Wilson – Viking

Common Fire – Laurent A. Parks Daloz, Cheryl H. Keen, James P. Keen, Sharon Daloz Parks – Beacon

The Contrarian's Guide to Leadership – Steven B. Sample – Jossey Base

Cure In Action – Bill Hagerup – NDMA

Dare to Soar – Byrd Baggett – Successories Library

Delivering Quality Service – Valarie A. Zeithaml, A. Parasuraman, Leonard L. Berry – The Free Press, Collier Macmillan Publishers

Falling Forward – John C. Maxwell – Thomas Nelson Publishers

Executive Coaching – Mary Beth O'Neill – Jossey Bass

Executive Coaching – Richard R. Kilburg – American Psychological Association

Excellence In Leadership – Frank Goble – American Management Association

The Employee Handbook For Organizational Change (1) – Price Pritchett, Ron Pound – EPS Solutions. **Two copies.**

The Effective Executive – Peter F. Drucker – Harper Business

Discovering the Leader in You – Robert J. Lee, Sara N. King – Center for Creative Leadership

The Fiefdom Syndrome – Robert J. Herbold – Doubleday

Fighting Poverty With Virtue – Joel Schwartz – Indiana University Press

The Five Dysfunction of a Team – Patrick Lencioni – Jossey Bass

Flexible Leadership – Gary Yukl, Richard Lepsinger – Jossey Bass

Full Steam Ahead – Ken Blanchard, Jesse Stoner – Berrett Koehler Publishers

Fusion Leadership – Richard L. Daft, Robert H. Lengel – Berrett Koehler Publishers

Get Better or Get Beaten – Robert Slater – McGraw Hill

Get Motivated – Peter Lowe – N/A?

Getting It Done – John M. Capozzi – JMC Publishing Services

Getting Things Done When You Are Not In Charge – Geoffrey Bellman – Berrett Koehler Publishers

Good To Great – Jim Collins – Harper Business

The Greatest Management Principle in the World – Michael LaBoeuf – G.P. Putnam's Sons

The Heart of Leadership – Robert E. Staub II – Publishers Press

The Heart of Leadership: Influencing by Design – Elizabeth Jeffries – Kendall/Hunt Publishing Company

How to Win Customers and Keep Them For Life – Michael LeBoeuf – Berkley Books

In Search of Excellence – Thomas J. Peters, Robert H. Waterman Jr. – Harper & Row Publishers

Insights on Leadership (1) – Larry C. Spears – John Wiley and Sons. **Two copies.**

Inspirational Leadership – Lance Secretan – Macmillan Canada

Instinct – Thomas L. Harrison – Warren Business Books

It's Not My Department – Peter Glen – Berkley Books

It's Not the Big That Eat the Small...It's the Fast That Eat the Slow – Jason Jennings, Laurence Haughton – Harper Business

Journal of Leadership Studies – University of Phoenix – University of Phoenix

Just Generosity – Ronald J. Sider – Baker Books

The Leader of the Future – Frances Hesselbein, Marshall Goldsmith, Richard Beckhard – Jossey Bass

Leader to Leader – Various Authors – Drucker Foundation and Jossey Bass Publishers

Leaders Who Make a Difference – Burt Nanus, Stephen M. Dobbs – Jossey Bass Publishers

Leadership Academy 2003 For Christian School Educators – Various Authors – ACSI & George Fox University

The Leadership Challenge – James M. Kouzes, Barry Z. Posner – Jossey Bass Publishers

Leadership in the Crucible of Work – Sandy Shugart – Florida Hospital Publishing

The Leadership Engine – Noel M. Tichy, Eli Cohen – Harper Business

The Leadership Engine Rapid Read Handbook – Noel M. Tichy, Eli Cohen – Harper Business

Leadership in Nonprofit Organizations – Barry Dym, Harry Hutson – Sage Publications

Leadership Insights – Various Authors – Harvard Business School Publishing

Leadership Jazz – Max DePree – Dell Publishing

Leadership Secrets of Attila the Hun – Wess Roberts – Warner Books

The Leadership Secrets of Santa Claus – Eric Harvey, David Cottrell, Al Lucia – The Walk the Talk Company

Leading From the Heart – Jack Kahl, Tom Donelan – Jack Kahl and Associates

Leading With Integrity – Fred Smith Sr.- Bethany House Publishers

Leading Without Power – Max De Pree – Jossey Bass

Learning the 21 Irrefutable Laws of Leadership – John C. Maxwell – Nelson Word Multimedia Group

Learning to Lead – Jay A. Conger – Jossey Bass

Leverage Your Best Ditch the Best – Scott Blanchard, Madeleine Homan – Morrow

Living The 21 Irrefutable Laws of Leadership Student Manual – John C. Maxwell – Nelson Word Multimedia Group

The Lucky Few and the Worthy Many – Alice Stone Ilchman, Warren F. Ilchman, Mary Hale Tolar – Indiana University Press

Managing at the Leading Edge – Mike Hudson – Jossey Bass

Managing in the Age of Change – Roger A. Ritvo, Anne H. Litwin, Lee Butler – Irwin Professional Publishing

Managing Workforce 2000 – David Jamieson, Julie O’Mara – Jossey Bass

Megatrends – John Naisbitt – Warner Books

Megatrends 2000 – John Naisbitt, Patricia Aburdene – Avon Books

Mentor – Lauren A. Daloz – Jossey Bass

Moments of Truth – Jan Carlzon – Harper & Row Publishers

Monday Morning Leadership – David Cottrell – Cornerstone Leadership Institute

The Northbound Train – Karl Albrecht – Amacom

On Becoming a Leader – Warren Bennis – Addison Wesley

On Becoming a Leader – Warren Bennis – Perseus Books

On Leadership – John W. Gardner – The Free Press

Harvard Business Review on Leadership – Various Authors – Harvard Business School Press

On My Honor, I Will – Randy Pennington & Marc Bockmon – Treasure House

The One Minute Manager – Kenneth Blanchard, Spencer Johnson – William Morrow and Company

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Rethinking Leadership – Kellogg Leadership Studies Project – KLSP

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The Servant Leader: Unleashing the Power of Your People – Robert P. Neuschel – Visions Sports Management Group

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Throwing the Elephant – Stanley Bing – Harper Business

The Top Ten Mistakes Leaders Make – Hans Finzel – Cook Communications

Twenty-Something – Claire Raines, Lawrence J. Bradford – MasterMedia Limited

Transformational Leadership – Stanley Weinstein, Editor. 2004.

Up the Organization – Robert Townsend – Fawcett Crest

What the Dog Saw – Malcolm Gladwell – Back Bay Books

Who Moved My Cheese? – Spencer Johnson – G.P. Putnam’s Son

Why Things Go Wrong – Laurence J. Peter – Bantam Books

Work Force 2020 – Richard W. Judy, Carol D’Amico – Hudson Institute

You Don’t Need a Title to Be a Leader – Mark Sanborn – Waterbrook Press

700.0: Consultants – Philanthropy

Fundraising Consultants: A guide for nonprofit organizations. Eugene A. Scanlan. 2009.

Nonprofit Consulting Essentials: What nonprofits and consultants need to know. Penelope Cagney. 2010.

800.0: Higher Education

Securing the Future: A fund-raising guide for boards of independent colleges and universities. Michael J. Worth. 2005. **Two copies.**

900.0: Recognition

128 Recognition Ideas for Donors, Volunteers, and Members. Stevenson, Inc. 2010.

Gift Clubs & Societies: 71 ideas for evaluating your gift clubs, making them more inviting. Stevenson, Inc. 2010.

1000.0: Women & Philanthropy

The Transformative Power of Women's Philanthropy. Martha A. Taylor and Sondra Shaw-Hardy, Editors. 2005.

Women, Wealth & Giving: The virtuous legacy of the boom generation. Margaret May Damen and Nikki Nicastro McCuiston. 2010.

1100.0: Monthly Giving – Fundraising

Monthly Giving: The sleeping giant; how small gifts can become the most powerful tools to support any organization. Erica Waasdorp. 2012. **Two copies.**

1200.0: Capital Campaigns – Fundraising

Getting Ready for a Capital Campaign: Your blueprint for evaluating internal and external readiness. Linda Lysakowski and Judith Snyder. 2002. **Three copies.**

1300.0: Major Gifts – Fundraising

Asking for Major Gifts: Steps to a successful solicitation. Peggy Calhoun and Richard Miller. 2004. **Two copies.**

Conducting a Successful Major Gifts & Planned Giving Program: A comprehensive guide and resource. Kent E. Dove, Alan M. Spears, and Thomas V. Herbert. 2002.

Developing Major Gifts: Turning small donors into big contributors. Laura Fredricks. 2001.

Major Donors: Finding big gifts in your database and online. Ted Hart, James M. Greenfield, Pamela M. Gignac, and Christopher Carnie. 2006.

Seeing through a Donor's Eyes: How to make a persuasive case for everything from your annual drive to your planned giving program to your capital campaign. Tom Ahern. 2015.

1400.0: Annual Fund – Fundraising

The Annual Campaign. Erik J. Daubert. 2009.

Donor Focused Strategies for Annual Giving. Karla A. Williams. 1997.

Fundraising Fundamentals: A guide to annual giving for professionals and volunteers. James M. Greenfield. 2002.

1500.0: Planned Gifts – Fundraising

How to Raise Planned Gifts by Mail. Larry Stelter. 2008. **Two copies.**

Raising Money Through Bequests: How your organization can profit from the biggest intergeneration transfer of wealth in history. David Valinsky and Melanie Boyd. 2007. **Two copies.**

Planned Giving Essentials: A step-by-step guide to success. Richard D. Barrett and Molly E. Ware. 2002.

Planned Giving for Small Nonprofits. Ronald R. Jordan and Katelyn L. Quynn. 2002.

1600.0: Endowments – Fundraising

Building Your Endowment. Edward C. Schumacher. 2003.

Endowment Building. Diana S. Newman. 2005. **Two copies.**

1700.0: Direct Marketing & Writing – Fundraising

Direct Response Fund Raising: Mastering new trends for results. Michael Johnson, Editor. 2000.

How to Write Fundraising Materials That Raise More Money. Tom Ahern. 2008. **Two copies.**

Making Money with Donor Newsletters. Tom Ahern. 2014.

Open Immediately! Straight talk on direct mail fundraising: what works, what doesn't, and why. Stephen Hitchcock. 2004.

1800.0: Special Events – Fundraising

Black Tie Optional: A complete special events resource for nonprofit organization. Harry A. Freeman and Karen Feldman. 2007. **Two copies.**

Everything You Need to Know to Raise Money: (and have fun) with a charity auction. Robert Baird.

Special Events: Proven strategies for nonprofit fundraising. Alan L. Wendroff. 2004.

1900.0: Prospect Research – Fundraising

Pinpointing Affluence in the 21st Century: Increasing your share of major donor dollars. Judith Nichols. 2001.

Prospect Research: A primer for growing nonprofits. Cecilia Hogan. 2004 and 2008. **Two copies.**

Prospect Research for Fundraisers: The essential handbook. Jennifer J. Filla and Helen E. Brown. 2013.

2000.0: Donor Relations – Fundraising

The 11 Questions Every Donor Asks: And the answers all donors give, how you can inspire someone to give generously. Harvey McKinnon. 2008. **Two copies.**

Asking Styles: Harness your personal fundraising power. Andrea Kihlstedt. 2013.

Donor Centered Fundraising: How to hold on to your donors and raise much more money. Penelope Burk. 2003. **Two copies.**

Effective Donor Relations. Janet L. Hedrick. 2008.

Keep Your Donors: The guide to better communications and stronger relationships. Tom Ahern and Simone Joyaux. 2008. **Two copies.**

Relationship Fundraising: A donor-based approach to the business of raising money. Ken Burnett. 2002.

The Zen of Fundraising: 89 timeless ideas to strengthen and develop your donor relationships. Ken Burnett. 2006.

2100.0: Boards – Fundraising

Advisory Councils. Nancy R. Axelrod. 2004.

The Board Building Cycle: Nine steps to finding, recruiting, and engaging nonprofit board members. Berit M. Lakey. 2nd Edition. 2007.

Building an Effective Board of Directors: Demographics, Performance, Recruiting, Fundraising, and Vision. Linda Lysakowski. 2004.

Creating Strong Board-Staff Partnerships. Karen Simmons and Gary J. Stern. 1999.

Development Committee. Eugene R. Tempel. 2004

Engaging Your Board in Fundraising: A staff's Guide. Kathy Hedge. 2014.

Extraordinary Board Leadership: The seven keys to high-impact governance. Doug Eadie. 2001.

Fearless Fundraising: For nonprofit Boards. Dave Sternberg. 2nd Edition. 2008.

Fund Raising Realities Every Board Member Must Face: A 1-hour crash course on raising major gifts for nonprofit organizations. David Lansdowne. 2007. **Two copies.**

Governance is Governance. Kenneth N. Dayton. 1987.

Governance is Leadership: Refraining the work of nonprofit boards. Richard. P. Chait, William P. Ryan, Barbara E. Taylor. 2005.

Legal Responsibilities of Nonprofit Boards. Bruce R. Hopkins. 2003.

Make Your Board Dramatically More Effective Starting Today: A board member's guide to asking the right questions. Gayle L. Gifford. 2012.

Nonprofit Board Answer Book: Practical guidelines for board members and chief executives. Robert C. Andringa and Ted W. Engstrom. 1997 and 2002. **Two copies.**

The Strategic Board: The step-by-step guide to high-impact governance. Mark Light. 2001.

The Ultimate Board Member's Book: An 1-hour guide to understanding and fulfilling your role and responsibilities. Kay Sprinkel Grace. 2005.

2200.0: Historical – PSI & Philanthropy

Creating a Stronger Philanthropy Program: Conference on Philanthropy newcomers workshop. Karen Johnson and LuAnne Davis. 2008.

Communication Coordinator Procedure Manual. PSI. 1994.

Constructing a Successful Philanthropy Program. Karen Johnson and LuAnn Davis. 2006. PSI Conference on Philanthropy Newcomers Workshop.

Executive Leadership Institute: PSI. 2010. Two copies plus master notebook.

The Makings of a Philanthropic Fundraiser: The instructive example of Milton Murray. Ronald Alan Knott. 1992. **Two copies.**

Managing the Capital Campaign. The Fundraising School. 2004.

Newcomers to Philanthropy Workshop. 2002. Milton Murray.

Newcomer's Notebook: Blazing New Trails. 10th Conference on Philanthropy and Leadership Symposium. 2004.

Principles & Techniques of Fundraising. The Fundraising School. 2009.

9th Triennial Conference on Philanthropy & Leadership Symposium. 2002.

2004 Conference on Philanthropy and Leadership Symposium.

The Leadership Symposium: PSI's 2006 International Conference on Philanthropy.

The 2006 Residents Colloquium: The transformative pow of women's philanthropy.

PSI Board Training: Critical components of effective governance.

PSI Presentations: Hardcopies and overheads. 2000.

