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- **The Essential 7-Step Guide & Checklist to Prospect Research**



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James Stephenson



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needed information on giving trends computer hardware and software available for fundraisers cost estimates and workflow timetables and the importance of the Internet This primer remains a must have for anyone new to the fundraising arena

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Guide to Getting Arts Grants Ellen Liberatori, 2010-09-07 Get that arts grant and be more independent In this book artists and arts groups will find all they need to know to support themselves through grants and special projects This expert guide written by an insider who has been on both the grant making and the grant writing side of the arts shows readers how to assess their personal strengths and set goals to pursue their dreams Hands on examples and how to exercises are provided for every situation from creating artists statements to writing letters fellowship applications and arts organization applications to being ready for that all important site visit Online resources tips on portfolio and personal prep and information about the inner workings of boards and how to handle the yes the no and the maybe make this the complete guide to getting that arts grant More than 66 000 foundations give grants this

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Marketing Guide James Stephenson,2007-01-01 The second edition of this comprehensive guide introduces new marketing advertising sales and public relations techniques to the 1 500 proven ideas from the first edition It adds dozens of new high tech strategies required to stay one step ahead in today s highly competitive global marketplace Off and online resources have been updated and new ones including blogs and new websites have been added The Foundation Center's Guide to Grantseeking on the Web ,2003

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