



# WPWA Resource Library



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Authors	Year	Title	Publisher	Cost	Type	
◊ Ahern, Tom	2009	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.	Emerson & Church	\$ 25	Fund Devel	Desbonnet
◊ Ahern, Tom	2007	How to write fundraising materials that raise more money: the art, the science, the secrets.	Emerson & Church	\$ 25	Fund Devel	Desbonnet
Ahern, Tom and Simone Joyaux	2007	Keep Your Donors: The guide to better communications and stronger relationships.	Wiley	\$ 50	Fund Devel	
Arbinger Institute	2008	The Anatomy of Peace: Resolving the heart of conflict.	Berrett-Koehler	\$ 15	Leadership	
Arbinger Institute	2010	Leadership and Self-Deceptions: Getting out of the box.	Berrett-Koehler	\$ 13	Leadership	
Brooks, Jeff	2012	The Fundraisers Guide to Irresistible Communications.	Emerson & Church	\$ 25	Fund Devel	
Burk, Penelope	2003	Donor Centered Fundraising.	Burk & Associates	\$ 70	Fund Devel	
Collins, Jim	2001	Good to Great: Why some companies make the leap...and others don't.	HarperCollins	\$ 20	Org Devel	
Collins, Jim and Jerry Porras	2002	Built to Last: Successful habits of visionary companies.	HarperCollins	\$ 20	Org Devel	
DePree, Max	2004	Leadership Is An Art.	Crown Business	\$ 13	Leadership	
Fredricks, Laura	2006	The Ask: How to ask anyone for any amount for any purpose.	John Wiley & Sons	\$ 26	Fund Devel	
Gifford, Gayle	2012	How to Make Your Board Dramatically More Effective, Starting Today.	Emerson & Church	\$ 23	Org Devel	
◊ Grace, Kay Sprinkel	2003	The Ultimate Board Member's Book.	Emerson & Church	\$ 23	Org Devel	Morrison
◊ Joyaux, Simone	2011	Strategic Fund Development: Building profitable relationships that last.	Wiley	\$ 35	Fund Devel	Desbonnet
Landsdowne, David	2013	Fundraising Realities Every Board Member Must Face.	Emerson & Church	\$ 23	Fund Devel	
◊ Lencioni, Patrick	2007	The Three Signs of a Miserable Job.	John Wiley & Sons	\$ 18	Leadership	Desbonnet
◊ Lencioni, Patrick	2010	Getting Naked.	John Wiley & Sons	\$ 18	Org Devel	Desbonnet
◊ Lencioni, Patrick	2008	The 3 Big Questions for a Frantic Family.	John Wiley & Sons	\$ 18	Org Devel	Desbonnet
◊ Lencioni, Patrick	2006	Silos, Politics, and Turf Wars.	John Wiley & Sons	\$ 18	Org Devel	Desbonnet
◊ Lencioni, Patrick	2004	Death By Meeting.	John Wiley & Sons	\$ 18	Org Devel	Desbonnet
◊ Lencioni, Patrick	2000	The Four Obsessions of an Extraordinary Executive.	John Wiley & Sons	\$ 18	Leadership	Desbonnet
◊ Lencioni, Patrick	2008	The Five Temptations of a CEO.	John Wiley & Sons	\$ 18	Leadership	Desbonnet
◊ Lencioni, Patrick	2002	The Five Dysfunctions of a Team.	John Wiley & Sons	\$ 20	Org Devel	Desbonnet
◊ Lencioni, Patrick	2012	The Advantage.	Jossey-Bass	\$ 20	Org Devel	Desbonnet
◊ Panas, Jerold	2011	Fundraising Habits of Supremely Successful Boards.	Emerson & Church	\$ 23	Fund Devel	Drew
◊ Panas, Jerold	2013	Asking.	Emerson & Church	\$ 23	Fund Devel	Drew
Robinson, Andy	2004	Big Gifts for Small Groups.	Emerson & Church	\$ 15	Fund Devel	
Robinson, Andy	2006	Great Boards for Small Groups.	Emerson & Church	\$ 23	Org Devel	
◊ Robinson, Ellis	2003	The Nonprofit Membership Toolkit.	Jossey-Bass	\$ 35	Org & Fund Devel	Morrison
Sargeant, Adrian and Elaine Jay	2004	Building Donor Loyalty: The fundraisers guide to increasing lifetime loyalty.	Wiley	\$ 30	Fund Devel	
Sargeant, Adrian, Jen Shang & Assoc.	2010	Fundraising Principles and Practice.	John Wiley & Sons	\$ 50	Fund Devel	
Warwick, Mal	2005	The Mercifully Brief, Real World Guide to Raising \$1,000 Gifts by Mail.	Emerson & Church	\$ 23	Fund Devel	
Warwick, Mal	2000	The Five Strategies for Fundraising Success: A mission-based guide to achieving your goals.	Wiley	\$ 35	Fund Devel	
Warwick, Mal	2008	How to Write Successful Fundraising Letters.	Jossey-Bass	\$ 30	Fund Devel	
Weissman, Jerry	2008	Presenting To Win: The art of telling your story.	FT Press	\$ 20	Fund Devel	