



## Raise More Money from Your Business Community-The Workbook

By Linda Lysakowski

Charitychannel LLC, United States, 2014. Paperback. Book Condition: New. 279 x 216 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Raise More Money from Your Business Community--The Workbook is the companion workbook to Raise More Money from Your Business Community. The workbook provides practical tools to help you succeed in raising money from your local business community right away. You will learn to take the principles and tactics you learned in the book (if you ve read it already) and put them to immediate use to help you raise more money from your business community this year. In this workbook, you will find practical tools, checklists, worksheets, and tips to help you build relationships with your local business leaders, prepare appropriate materials to share with decision makers, and plan your solicitation strategy. The book will help you prepare a list of prospective business donors, understand which businesses give cash, gift-in-kind, volunteers, and matching gifts. You will learn to identify new opportunities and develop the relationships you already have. This workbook teaches you how to identify the decision makers and how to reach them. You will learn how to develop a plan to turn away from the tin-cup...



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