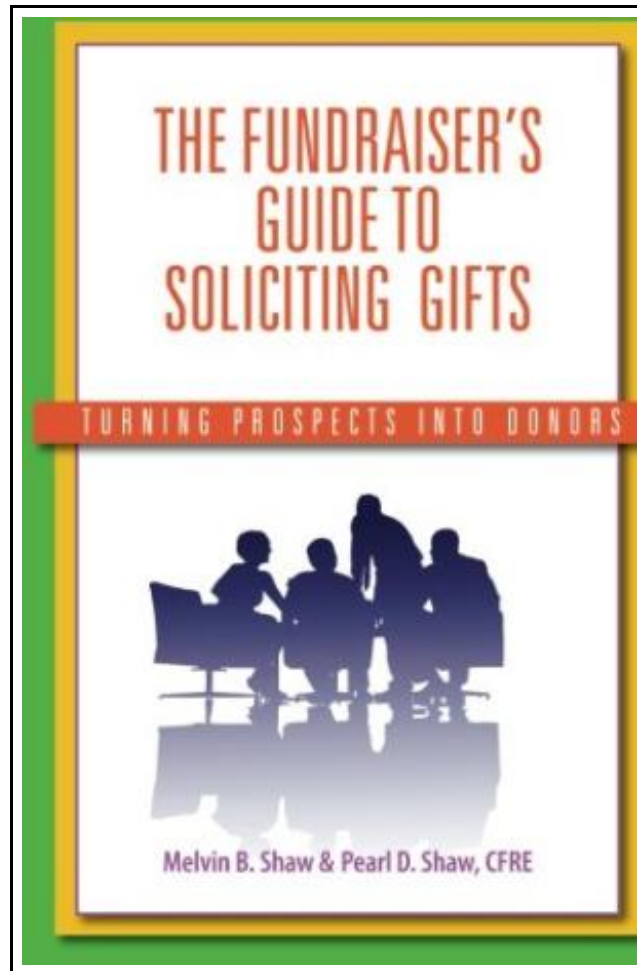


## The Fundraiser's Guide to Soliciting Gifts: Turning Prospects Into Donors



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## THE FUNDRAISER S GUIDE TO SOLICITING GIFTS: TURNING PROSPECTS INTO DONORS



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