



## Ask Without Fear!: A Simple Guide to Connecting Donors with What Matters to Them Most

By Marc A Pitman

Executive Books. Paperback / softback. Book Condition: new. BRAND NEW, Ask Without Fear!: A Simple Guide to Connecting Donors with What Matters to Them Most, Marc A Pitman, IS FUNDRAISING FUN FOR YOU? Are your board members beating down your door with new donors that are ready to make a gift? If that's not your reality yet, Ask Without Fear! by author, speaker and fundraising expert Marc A. Pitman is for you! In this fun, easy-to-read book, he: Explains in a step-by-step, easy to remember process how to build authentic relationships with your donors -- and help them connect with your cause in the way that matters most to them! Identifies time-tested research tools to help you plan your fundraising campaign! Exposes the 7 most common fundraising mistakes -- and how to avoid them! Shows how to become skilled at indentifying a person's personality traits and tailoring your message to fit their personality -- even on the fly! Ask Without Fear! Helps you move your fundraising from a static, one-way, organization-centered monologue to a dynamic, donor-centered, two-way dialogue. Whether you work for a not-for-profit or volunteer.



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