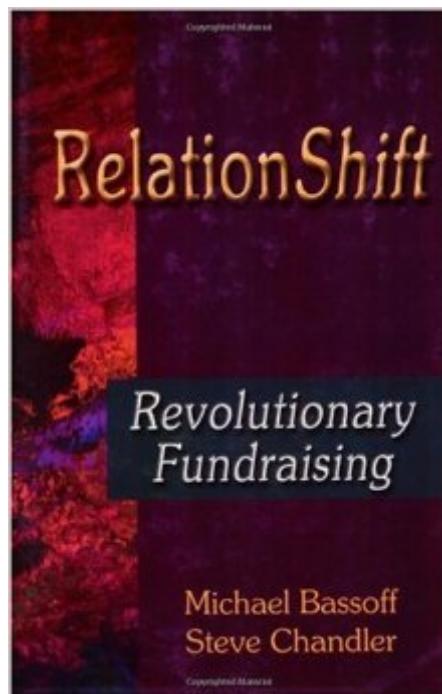


The book was found

RelationShift: Revolutionary Fundraising



Synopsis

Best-selling author Steve Chandler and one of America's most innovative, successful fundraisers Michael Bassoff have coauthored this unique book to teach you their easy-to-follow, proven system for creating new relationships that lead to raising millions of dollars.

Book Information

Paperback: 175 pages

Publisher: Robert Reed Publishers; 1 edition (November 2001)

Language: English

ISBN-10: 1885003935

ISBN-13: 978-1885003935

Product Dimensions: 5.9 x 0.3 x 9.1 inches

Shipping Weight: 8 ounces (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 starsÂ See all reviewsÂ (18 customer reviews)

Best Sellers Rank: #102,815 in Books (See Top 100 in Books) #96 inÂ Books > Business & Money > Small Business & Entrepreneurship > Nonprofit Organizations & Charities #159 inÂ Books > Business & Money > Finance > Corporate Finance #28433 inÂ Books > Reference

Customer Reviews

Bassoff and Chandler outline twenty dangerous myths that make up the belief systems of most fundraisers today. The book calls for a shift to a relationship building focus to replace the "scientific" approaches featured in the old fund raising books. For over thirty years I have been associated with non-profit organizations, church and para church ministries in professional and lay capacities. I have read books, and articles, and spent hours in board and committee meetings. After reading "Relation Shift" I am taking a new look at giving and receiving and am ready to make the relation shift in fund raising. The book is refreshing, enlightening, and highly motivating. Each chapter is filled with stories, examples, and illustrations for building relationships with your donors. The authors provide twenty positive reality shift statements and seven steps on the rope ladder to success to help you make the change, to break free of the twenty traditional, self defeating myths of fund raising. I was especially challenged by the reality shift suggested in lieu of myth number ten. Myth: "You don't have enough staff to raise the money your organization needs." Reality Shift: "The number of people you have is not as big a priority as the depth of the relationships you yourself create." Steve Chandler known for his books and seminars on relationship selling is one of America's most resourceful and successful fundraisers. Co-author, Michael Bassoff, nationally known in the field of

health science development, as president of the TGen Foundation has been responsible for raising millions of dollars in gifts for research. These men are well qualified to write this revolutionary fundraising paradigm shift.

[Download to continue reading...](#)

Fundraising: Crash Course! Fundraising Ideas & Strategies To Raise Money For Non-Profits & Businesses (Fundraising For Nonprofits, Fundraising For Business, ... Raise Money, Crowdfunding, Entrepreneur) RelationShift: Revolutionary Fundraising Dance: The Art of Production: A Guide to Auditions, Music, Costuming, Lighting, Makeup, Programming, Management, Marketing, Fundraising Imagining Abundance: Fundraising, Philanthropy, and a Spiritual Call to Service The Giver and the Gift: Principles of Kingdom Fundraising Paracord Project Inspirations: Classic and Original Knots and Ties for Fundraising, Fashion, or Fun Successful Fundraising for Arts and Cultural Organizations, 2nd Edition Event Planning: The Ultimate Guide To Successful Meetings, Corporate Events, Fundraising Galas, Conferences, Conventions, Incentives and Other Special Events Effective Fundraising for Nonprofits: Real-World Strategies That Work Fund Your Cause With Direct Mail: Secrets of Successful Direct Mail Fundraising The Marching Band Handbook: Competitions, Instruments, Clinics, Fundraising, Publicity, Uniforms, Accessories, Trophies, Drum Corps, Twirling, Color ... Travel, Directories, Bibliographies, Index The Art of Startup Fundraising: Pitching Investors, Negotiating the Deal, and Everything Else Entrepreneurs Need to Know Step by Step Crowdfunding: Everything You Need to Raise Money from the Crowd for Small Business Crowdfunding and Fundraising NonProfit Crowdfunding Explained: Online Fundraising Hacks to Raise More for Your NonProfit Benefit Auctions: A Fresh Formula for Grassroots Fundraising Crowdfunding Success: The New Crowdfunding Revolution: How to raise Venture Capital for a Startup or fund any dream with a successful Crowdfunding Campaign ... Venture Capital, fundraising, , startup) The Ultimate Guide to Nonprofit Fundraising with Crowdfunding: A start-to-finish handbook on how to raise money with crowdfunding (Crowdfunding, Nonprofit ... How to Raise Money, How to CrowdFund) Storytelling for Grantseekers: A Guide to Creative Nonprofit Fundraising Nonprofit Fundraising 101 Achieving Excellence in Fundraising

[Dmca](#)