



Big Gifts For Small Groups: A 1-hour Board Member's Guide To Securing Gifts Of \$500 To \$5,000

Andy Robinson

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When it comes to the donations we receive, we'd all like ours super-sized, thank you. But unless yours is an elite organization, million dollar gifts are as common as prime rib at McDonalds. Andy Robinson knows this and it's why he's written Big Gifts for Small Groups. Ninety percent of America's nonprofits depend on gifts in the range of \$500 to \$5000. That's their sweet spot and it's Andy's focus in this 60-minute read. If there ever was a stand up guy, it's Robinson. And he's not about to mislead anyone, certainly not the board members for whom this book is intended. Fundraising takes discipline he makes that clear. But it's not as hard as many think. And it's a whole lot easier when board members follow the steps outlined in Big Gifts for Small Groups. It's also more satisfying than burger and fries.

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