Fundraisers as Salespeople?
Three voices on the similarities and differences between fundraising and sales.

Grandma’s Yellow Pie Plate
Got plans for National Estate Planning Awareness Week?

Answers on Grant Proposals
(If nonprofits were brutally honest!)

SEPTEMBER 2018
PlannedGiving.com
Planned Giving. Yesterday.
by Viken Mikaelian

You know me—I’m all about planned giving, tomorrow. I focus on gifts that come tomorrow (although the benefits to the giver are immediate). What about planned giving yesterday, though? Where did this concept of deferred giving originate?

Read the rest at www.planned.gifts/yesterday