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Three Fundraising Realities Every Board Member Must Face

David Lansdowne is author of Fund Raising Realities Every Board Member Must Face, one of the bestselling titles in fundraising history. David has spent much of his professional life in the nonprofit sector, serving in development and administrative positions for educational, cultural, and health organizations throughout America. This article is excerpted from David Lansdowne's book, Fund Raising Realities Every Board Member Must Face, ©Emerson & Church, Publishers.

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Book Overview Fund Raising Realities tells board members of nonprofit organizations everything they need to know to raise real money...and not one word more. With exceptional clarity, it explains the enduring realities of fund raising, and describes exactly what board members must do before, during, and after a campaign to guarantee its success.