

L o r i



a c o b w i t h

Where your mission
meets its match.

Sources and Recommended Reading List

Money

The Soul of Money, Lynne Twist, W.W. Norton & Company Inc., 2003.

The Energy of Money: A Spiritual Guide to Financial and Personal Fulfillment, Maria Nemeth PhD., Ballantine Wellspring, 1999.

Creating Affluence: Wealth Consciousness in the Field of All Possibilities, Deepak Chopra, New World Library, 1994.

Rich Dad, Poor Dad – What the Rich Teach Their Kids About Money That The Poor Do Not!, Robert Kiyosaki and Sharon Lechter, Warner Books, Inc. 1997.

The Trance of Scarcity, Victoria Castle, Sagacious Press, 2006.

Fundraising

Donor-Centered Fundraising: How to Hold On to Your Donors..., Penelope Burk, 2003.

Asking: A 59 Minute Guide to Everything Board Members, Volunteers & Staff Must Know to Secure the Gift, Jerold Panas, Emerson & Church Publishers, 2009.

The Fundraising Habits of Supremely Successful Boards, Jerold Panas, Emerson & Church Publishers, 2010.

Forces for Good: Six Practices of High-Impact Nonprofits, Leslie R. Crutchfield & Heather McLeod Grant, 2009.

The Mercifully Brief Real World Guide to...Raising Thousands if Not Tens of Thousands) of Dollars with Email, Madeline Stanionis, Emerson & Church Real World Guides, 2006.

The Pollyanna Principles, Hildy Gottlieb, Renaissance Press, 2009

Raising More Money: A Step-by-Step Guide to Building Lifelong Donors, Terry Axelrod, RMM Publications, 2000.

The Raising of Money: 35 Essentials Trustees are Using to Make a Difference, Jim Lord, New Futures Press Inc., 1983 & 2910.

The Relentlessly Practical Guide for Raising Serious Money: Proven Strategies for Nonprofit Organizations, David Lansdowne, Emerson Church, 2005.

Yours For the Asking: An Indispensible Guide to Fundraising & Management, Reynold Levy, President, Lincoln Center for the Performing Arts, Wiley & Sons, 2008.

Business

The E-Myth Revisited: Why Most Small Businesses Don't Work & What To Do About It, Michael E. Gerber, 1995.

The Go-Giver – A Little Story About A Powerful Idea, by Bob Burg & John David Mann, Penguin Group, 2007.

Good to Great and the Social Sectors, Jim Collins, 2005.

Linchpin, Seth Godin, Penguin Group, 2010.

Switch, How to Change Things When Change is Hard, Chip Heath & Dan Heath, Crown Publishing, 2010.

Story Telling

Not Quite What I Was Planning – Six Word Memoirs by Famous & Obscure Writers, Edited by Smith Magazine, Harper Perennial, 2007.

The Power of Personal Storytelling – Spinning Tales to Connect With Others, Jack Macguire. Tarcher/Putnam, 1998.

Internet

Trust Agents – Using the Web to Build Influence, Improve Reputation, and Earn Trust, Chris Brogan & Julien Smith, John Wiley & Sons, Inc. 2009.

Donor Database

Trail Blazer Campaign Services, Inc. www.trailblz.com

Blogs and other Resources (more listed on Lori's blog page)

"With"isms from Lori www.lorijacobwith.com/blog

Amy Sample Ward's Version of NPTEch <http://amysampleward.org/>

Beth's Blog: How Networked Nonprofits Are Using Social Media to Power Change
<http://www.bethkanter.org/>

Katya's Nonprofit Marketing Blog <http://www.nonprofitmarketingblog.com/>

Nonprofit Movie Monday's <http://www.501videos.com/501/video.html>

Pamela's Grant Writing Blog <http://www.pamelasgrantwritingblog.com/>