



How to Get Million Dollar Gifts and Have Donors Thank You!

JD, EdD Robert F. Hartsook

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How to Get Million Dollar Gifts and Have Donors Thank You! is filled with interesting and thought-provoking strategies for securing million dollar gifts as illustrated through real life examples of extraordinary gifts made by average Americans. The book is presented in a modified text book fashion. Each chapter begins with a fund-raising principle, followed by the story and concludes with the lesson learned. At the beginning of the book Hartsook gives tips on how to use the book effectively...not necessarily reading it from cover to cover. He suggests selecting sections that are of importance to your organization at the time and working your way through the book - eventually reading it all.

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