

MAJOR GIFTS RAMP-UP CLOUD OVERVIEW



mgru MAJOR GIFTS
RAMP-UP®

MAJOR GIFTS RAMP-UP MGRU Model

SECTION ONE – Pg.2



MAJOR GIFTS RAMP-UP MGRU Cloud

SECTION TWO – Pg.7



SECTION ONE - MAJOR GIFTS RAMP-UP MODEL



mgru MAJOR GIFTS RAMP-UP



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MajorGiftsRampUp.com



How to Launch, Build or Retool Your Nonprofit Fundraising Platform

NONPROFITS WHO IMPLEMENT MAJOR GIFTS RAMP-UP:

- | | |
|---------------|--|
| ...START | ...funding programs from scratch that work and raise money |
| ...RETOOL | ...funding programs for success that are already in place |
| ...LAUNCH | ...new campaigns that are completed on time and over goal |
| ...REVITALIZE | ...stalled campaigns that are about to fail |

HOW IS MAJOR GIFTS RAMP-UP DIFFERENT?

- | | |
|------------------|---|
| ...PHILOSOPHY | ...based on donors being your nonprofit's primary customer |
| ...REORDER | ...traditional fundraising exercises are implemented differently |
| ...METHOD | ...specific tasks supercharge short & long-term revenues |
| ...DELIVERY | ...model is implemented in a way that defies industry convention |
| ...TECHNOLOGY | ...uses 21 st century communication infrastructure |
| ...SCALABLE | ...same method, tasks, and execution scaled to meet your needs |
| ...COMPREHENSIVE | ...integrates all funding streams using organizational development |
| ...COST | ...use external fundraising counsel at 1/10 th of the cost |
| ...DESIGNERS | ...proven by veterans who've started nonprofits from scratch |

WHO HAS MAJOR GIFTS RAMP-UP BEEN DESIGNED FOR?

- | | |
|------------|---|
| ...MEGA | ...the \$100 Million dollar shop |
| ...LARGE | ...the multi-million dollar shop with multiple field reps |
| ...MEDIUM | ...the million dollar shop with some development staff |
| ...SMALL | ...the small nonprofit with no development staff |
| ...NOT YET | ...the person or group who hasn't yet secured their 501c3 Status |
| ...ALL | ...any person, group, or organization that relies on philanthropy |

HOW FUNDRAISING SUCCESS IS MEASURED:

How does one measure the success of MAJOR GIFTS RAMP-UP? It doesn't matter if your launching an Operations, Capital, or Endowment campaign you still must define, in advance, what quantifiable metrics will be used to determine if your fundraising goals have truly been achieved. Here's how the users of MAJOR GIFTS RAMP-UP measure success.

MAJOR GIFTS RAMP-UP ensures that fundraising campaigns...

1. ...come in **OVER GOAL**
2. ...are completed **ON SCHEDULE**
3. ...are executed **UNDER BUDGET**
4. ...result in **HAPPY VOLUNTEERS**
5. ...produce **GRATEFUL DONORS**
6. ...promote **COMMUNITY PRIDE**



The unusual success of Major Gifts Ramp-Up is made possible because it's different. It's so different that it will change the entire culture of your organization. Here are the eight reasons MAJOR GIFTS RAMP-UP has distinguished itself in the fundraising industry.

1. PHILOSOPHY...



First, MAJOR GIFTS RAMP-UP is based on a PHILOSOPHY that turns everything upside down and inside out. Let's suppose for a moment that you run a food and clothing bank. Convention would say that your primary customer is a person who is hungry and your mission is to provide them nutrition. *How would your philosophy of management, operations, and fundraising change if the mission of your food bank went something like this:*

“Heart of Hope Food Bank exists to provide community volunteers, advocates, and donors the organization they need to provide food and clothing to the homeless, hurting, and hungry.”

This mission statement makes THE DONOR YOUR PRIMARY CUSTOMER...NOT the person who is at risk. Therefore, everything within your management culture changes when you base your mission on meeting the needs of the volunteers, advocates, and donors your organization now exists to serve. What's the outcome? Exponentially MORE people receive the food, clothing, and services they so desperately need.

2. REORDERING...

Second, MAJOR GIFTS RAMP-UP is based on a REORDERING of many of fundraising's basic principles. Some of the exercises may look the same but are implemented...

...in a different order

...in a different way

...for different reasons

These differences consider generational trends, economic changes, communication models, and the overuse and abuse of certain fundraising methods that nonprofits have relied on for decades. This has required a retooling of the process that considers the needs of the donor before the needs of the institution.



3. METHODOLOGY...

Third, MAJOR GIFTS RAMP-UP introduces new METHODOLOGY made possible by a wealth of information now available in the digital age that has not been considered or used properly in traditional fundraising models. MAJOR GIFTS RAMP-UP creatively brings new donors into your universe who self-qualify their interest in a manner that avoids arm-twisting. Nonprofits are at least seven to ten years behind the corporate sector in implementing these game-changing resources that make the raising of money more effective than ever.

4. DELIVERY...

Fourth, MAJOR GIFTS RAMP-UP as a product is DELIVERED to a nonprofit by a third party in a way that defies industry convention. For decades fundraising consulting firms provided what is commonly known as “residential counsel”. This model actually relocated a consultant to the nonprofits geographical location to run the campaign on a day-to-day basis. Only the mega-shops could previously afford this service. Now, in a modern day economy, even the large nonprofits can't hire-in resident counsel. As a result the consulting industry has turned to what is now referred to as “management counsel” which is delivered by coming onsite on a monthly basis for an indeterminate time period. MAJOR GIFTS-RAMP-UP is based on a different type of delivery system...



**...not RESIDENTIAL COUNSEL...not MANAGEMENT COUNSEL
...but rather it's based on...TRAINING**

*“Give a man a fish he eats for a day...
...Teach a man to fish and he eats for a lifetime”*

Chinese Proverb

The comprehensive nature of MAJOR GIFTS RAMP-UP's training system makes available to nonprofits for the first time the same product lines that previously only multi-million dollar organizations could afford. All the secrets, tools, and resources that consultants would charge hundreds of thousands of dollars for are now revealed, developed, and made available as a low-priced commodity instead of a high-priced niche service item. MAJOR GIFTS RAMP-UP has been designed in a way that allows a nonprofit to internalize this structure through training and resource systems that can be maintained by the organization in perpetuity.

5. TECHNOLOGY...

Fifth, MAJOR GIFTS RAMP-UP uses 21st century TECHNOLOGY not only in its delivery of the MAJOR GIFTS RAMP-UP system but uses new technology in the fundraising process as well. First, the model considers the use of the web, email, text, and social networking as part of donor communications.

Second, information sets and wealth data that never existed are now used in the cultivation process. Finally, cloud technology is used to provide the nonprofit over 10,000 pages of documents, samples, resources, videos, and audios used in the training process.



6. SCALABILITY...

Sixth, MAJOR GIFTS RAMP-UP can be SCALED to fit your needs. It doesn't matter whether you have no staff or a team of one hundred, MAJOR GIFTS RAMP-UP works for everyone. It's been used by the "Mom & Pop" to start their first nonprofit as well as the Mega-Shop that needed to increase their fundraising goal. The principles and methods used to achieve fundraising success are implemented on a time-horizon that considers the existing size and scope of both your financial and human resource.

7. COST...

Seventh, because MAJOR GIFTS RAMP-UP is based on a training model, COST is dramatically reduced. This is because "residential" or "management" fees have been eliminated. Existing communication technologies allow for the model to be implemented while reducing the high cost of airfare and travel. Nonprofits can finally secure the same services the big shops do at a fraction of the cost.



8. DESIGNERS...

Finally, MAJOR GIFTS RAMP-UP has been DESIGNED by a group of veterans who've had the experience of starting nonprofits from the ground up. The vast majority of consultants started their careers at an established nonprofit and developed their craft by cultivating relationships with existing supporters. They may have learned the art of direct mail, the intricacies of planned giving, the correct way to solicit foundations, how to host a special event, even how to execute a successful capital campaign but have never experienced **the crucible of starting from scratch**. They have never internalized the convictions and skills that come from building an organization from the ground up. Creating something from nothing with only duct tape and spit changes you. It changes everything you believe about the raising of money.



CONCLUSION:

MAJOR GIFTS RAMP-UP...THE STEPS

- #1 MANAGMENT PHILOSOPHY
- #2 MAJOR GIFTS RAMP-UP OVERVIEW
- #3 ORGANIZATIONAL DEVELOPMENT
- #4 CASE FOR SUPPORT
- #5 ADVANCEMENT CALENDAR
- #6 PROSPECT IDENTIFICATION
- #7 AWARENESS EVENTS
- #8 PROSPECT CULTIVATION
- #9 SOLICITATION EVENTS
- #10 CAMPAIGN LEADERSHIP
- #11 CAMPAIGN INTERVIEWS
- #12 SOLICITATION PHASE
- #13 CAMPAIGN SUCCESS



MAJOR GIFTS RAMP-UP is unique. MGRU provides professionals with a skill set that originates new champions from scratch. If you're a veteran you'll supercharge your existing program by implementing new systems that are proven to provide great increase. If you're just starting, you'll have the privilege of achieving YOUR GREAT DREAM because you're implementing a sound plan that really raises money. MAJOR GIFTS RAMP-UP ensures you reach both your fundraising goals and achieve personal success.

SECTION TWO - MAJOR GIFTS RAMP-UP CLOUD



Tutorial Series



Video Trainers



Audio Trainers



Resource Library



Cut & Paste Library



Training Exams



Presentation Kits



Search Engine



NONPROFIT EXECUTIVES... ...GET PART OF YOUR LIFE BACK:

The MGRU Cloud contains THOUSANDS OF EDITABLE FILES based on WINNING DOCUMENTS THAT RELATE TO NONPROFIT MANAGEMENT, FUNDRAISING, & ORGANIZATIONAL DEVELOPMENT. Executives now CUT-AND-PASTE their way through project preparation with fresh material THAT THEY OWN.

Executives who use The Cloud possess the materials, training, documents, tutorials, presentations, manuals, videos, audios, and curriculum they need to advance their charitable mission.

The MGRU Cloud gives back to nonprofit leaders a part of their life...it gives them time. They drastically reduce the investment required to create staff training resources, develop board management tools, write major gift solicitations, assemble a foundation proposal, produce a direct mail appeal, host a special event, or launch a fundraising campaign. The resources you need to run your nonprofit are included in The Cloud.

Organizations that purchase the MGRU Cloud “own” what’s worked for thousands of nonprofits. New resources are ready for you to tweak and trim, revise and adapt, and transform into tools you’ll use for unprecedented success in nonprofit management.

Finally, MGRU contains a comprehensive training system ensuring that you and your team internalize the Major Gifts Ramp-Up fundraising model.



MGRU TURBO SEARCH ENGINE...

12,000 PAGE CUT & PASTE LIBRARY

INDEXED FOR INSTANT ACCESS TO ANY TOPIC



Enter one or more keywords separated by commas using the FIRMware Search Engine.
Note that 'Asterisk(*)' wildcards are supported. For exact phrasing please place search terms within quotes.

Search for: Results per page:

Match: ☒ any search words ☐ all search words

Search results for: Board

25 results found.

1. [RESOURCE-Board-Performance-Inventory-WEB-rv3.pdf](#)

... **BOARD** SELF-EVALUATION PERFORMANCE INVENTORY Name: _____ Date: _____ **Board** members should not fill out the Self-Evaluation Performance Inventory in anonymity ...

Terms matched: 1 - Score: 237 - 3 Mar 2011 - 357k - URL: <http://www.firmwarecloud.com/fileadmin/files/RESOURCE-Board-Performance-Inventory-WEB-rv3.pdf>

2. [RESOURCE-Playing-Twenty-Questions-WEB-rv3.pdf](#)

... PLAYING TWENTY QUESTIONS WITH YOUR **BOARD** an inside look at a functioning **board** 1. What makes a good **board** member?- Influence, Affluence, Expertise- ...

Terms matched: 1 - Score: 227 - 3 Mar 2011 - 302k - URL: <http://www.firmwarecloud.com/fileadmin/files/RESOURCE-Playing-Twenty-Questions-WEB-rv3.pdf>

3. [I-TUTORIAL-CHAPTER-TEN-Campaign-Interviews-DSI-WEB-rv3.pdf](#)

... Report Completed May 7 Campaign Recommendations Report Completed May 14 Campaign Interview& Recommendations Report **Board** Presentation May 15 Campaign Interview& Recommendations Report Stakeholders Presentation May 31 Copyright (...

Terms matched: 1 - Score: 206 - 3 Mar 2011 - 1,024k - URL: <http://www.firmwarecloud.com/fileadmin/files/I-TUTORIAL-CHAPTER-TEN-Campaign-Interviews-DSI-WEB-rv3.pdf>

4. [m-TUTORIAL-CHAPTER-ELEVEN-Solicitation-Phase-DSI-WEB-rv3.pdf](#)

... Are you really ready? Do you have: 1. Passionate dedication by the **Board**? 2. Solid internal staff/resource infrastructure? 3. A solid ...

Terms matched: 1 - Score: 180 - 3 Mar 2011 - 1,325k - URL: <http://www.firmwarecloud.com/fileadmin/files/m-TUTORIAL-CHAPTER-ELEVEN-Solicitation-Phase-DSI-WEB-rv3.pdf>

5. [e-TUTORIAL-CHAPTER-THREE-Case-For-Support-DSI-WEB-rv3.pdf](#)

... Unauthorized Reproduction is Prohibited CASE FOR SUPPORT NOTHING ELSE MATTERS You can have a Great **Board** Great Staff Great Volunteers Great Facilities Great Newsletters Great Special Events and without a ...

Terms matched: 1 - Score: 156 - 3 Mar 2011 - 2,897k - URL: <http://www.firmwarecloud.com/fileadmin/files/e-TUTORIAL-CHAPTER-THREE-Case-For-Support-DSI-WEB-rv3.pdf>

6. [d-TUTORIAL-CHAPTER-TWO-Organizational-Development-DSI-WEB-rv3.pdf](#)

... , pre-determined, end-result leading to greater success for the nonprofit, its staff, **board**, volunteers, and community served. In a nutshell, OD ensures that ...

Terms matched: 1 - Score: 129 - 3 Mar 2011 - 1,543k - URL: <http://www.firmwarecloud.com/fileadmin/files/d-TUTORIAL-CHAPTER-TWO-Organizational-Development-DSI-WEB-rv3.pdf>

7. [o-TUTORIAL-CHAPTER-THIRTEEN-Achievement-Awards-DSI-rv3.pdf](#)

... order to do this job right). DUE DATE: TASK: Dec 10 **Board** begins strategic planning process to determine "Case for Support" Jan 7 Begin ...

Terms matched: 1 - Score: 110 - 3 Mar 2011 - 3,663k - URL: <http://www.firmwarecloud.com/fileadmin/files/o-TUTORIAL-CHAPTER-THIRTEEN-Achievement-Awards-DSI-rv3.pdf>

8. [b-TUTORIAL-INTRODUCTION-Major-Gifts-Ramp-Up-DSI-WEB-rv3.pdf](#)

... successfully GROW a charitable organization with NO 501(c) 3? with NO **board** members? with NO mailing list? with NO staff? with NO volunteers ...

Terms matched: 1 - Score: 70 - 3 Mar 2011 - 1,384k - URL: <http://www.firmwarecloud.com/fileadmin/files/b-TUTORIAL-INTRODUCTION-Major-Gifts-Ramp-Up-DSI-WEB-rv3.pdf>

9. [h-TUTORIAL-CHAPTER-SIX-Awareness-Events-DSI-WEB-rv3.pdf](#)

... " new friends take a step into your nonprofit universe and become: a. **Board** Members b. Committee Members c. Campaign Cabinet Members d. Campaign Visitors ...

Terms matched: 1 - Score: 55 - 3 Mar 2011 - 694k - URL: <http://www.firmwarecloud.com/fileadmin/files/h-TUTORIAL-CHAPTER-SIX-Awareness-Events-DSI-WEB-rv3.pdf>

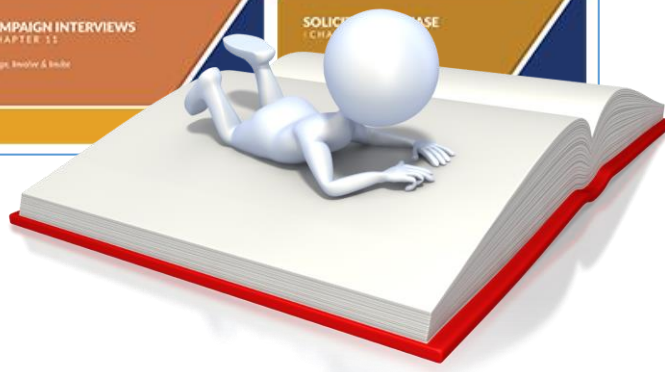
10. [RESOURCE-PhilanthroTourism-WEB-rv3.pdf](#)

... " new friends take a step into your nonprofit universe and become: a. **Board** Members b. Committee Members c. Campaign Cabinet Members d. Campaign Visitors ...

Terms matched: 1 - Score: 54 - 3 Mar 2011 - 1,111k - URL: <http://www.firmwarecloud.com/fileadmin/files/RESOURCE-PhilanthroTourism-WEB-rv3.pdf>

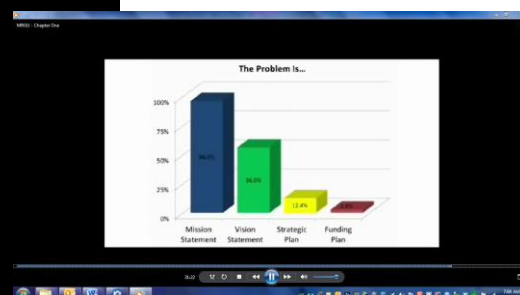
1. Major Gifts Ramp-Up TUTORIAL SERIES

Used with over 400 nonprofits around the world these teaching tutorials (over 900 pages) cover all aspects of nonprofit fundraising and management. MGRU's tutorial content is organized around the major functions of major gifts, annual and capital campaigns, including both staff and board training combined with organizational development. Written and refined over three decades, these materials advance understanding and support skills development over a broad range of nonprofit issues and topics, and comprise a vast and comprehensive resource library that is invaluable to your entire team.



2. Major Gifts Ramp-Up VIDEO TRAINERS

This section of MGRU contains a collection of video presentations by the authors that overview every chapter of the MGRU Model. This video training series has been professionally produced and contains the founder's secrets to successful fundraising. Use these DVD resources to transfer skills to executives, boards, volunteers, and staff. When used in conjunction with the tutorial and library content, these videos provide you with resources your staff will thank you for again and again.



3. Major Gifts Ramp-Up PODCASTS

MGRU's audio file set overviews, in even greater detail, each chapter within the MGRU Pyramid. These audios will become your team's personal trainers to build and refine your skills as a nonprofit executive specializing in raising major gifts. Whether you are in your car or on an airplane or in your office or home, you can listen to the detailed presentations and learn how to lead your organization to new revenue. This resource ensures you will always have access to information developed by industry thought-leaders who have been there before and can be used to develop your own creative approaches to the current and future needs of your nonprofit. You can also share these audio resources with your staff, board members, volunteers, or clients for their personal development as part of your commitment to provide them the support they need.



4. Major Gifts Ramp-Up TRAINING EXAMS

We take MGRU training seriously and the “cloud” has been developed in such a way to ensure nonprofits and their executives, staff, board and volunteers are transformed by the MGRU online digital training series using the following levels of evaluation.

Level 1 – Reactionary Evaluation – “did they like it?”

Provides information about participants' level of satisfaction with the training and development activities. Accomplished by collecting data from participants by way of a questionnaire at the end of training.

Level 2 – Learning Evaluation – “did they learn it?”

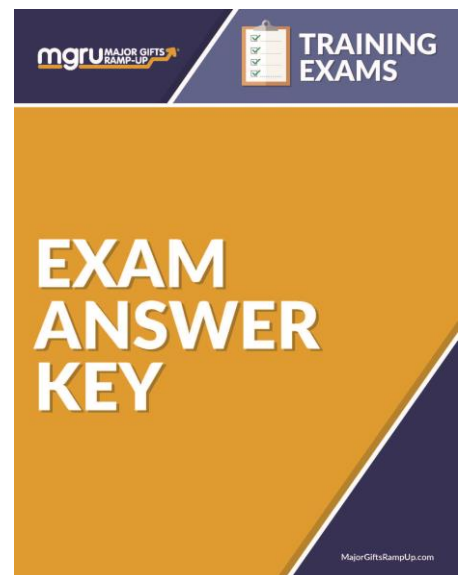
Provides information regarding the extent to which participants have attained the learning objectives of a training and development initiative. Accomplished by collecting data on participants from pre-tests and post-tests.

Level 3 – Application Evaluation – “did they apply it?”

Provides information about the transfer of learning and the use of the skills and knowledge acquired from a training and development initiative to the actual work place. Accomplished by collecting data by way of outcome measures, key performance indicators and other metrics.

Level 4 – Impact Evaluation – “did it make a difference?”

Provides information concerning the extent to which the person has benefited from the training and development initiative and verifies the actual **return on the investment**, documents the degree of change since the baseline measures were taken.



5. Major Gifts Ramp-Up RESOURCE SERIES

The “Resource Series” contains 40 “white papers” allowing you to introduce organizational development, fundraising, management, and nonprofit advancement to staff, board, and volunteers. These “overviews” allow you to email team members materials that introduce key concepts you’re ready for them to begin exploring but are not yet prepared to spend hundreds of hours implementing.

Executives use the “Resource Series” to build confidence and explain key elements without overwhelming the prospect with the detail of the “Tutorial Series.” If you find yourself in need of moving the organization in a new direction, without scaring off leadership, use these documents to prepare the way.



6. Major Gifts Ramp-Up CUT & PASTE LIBRARY

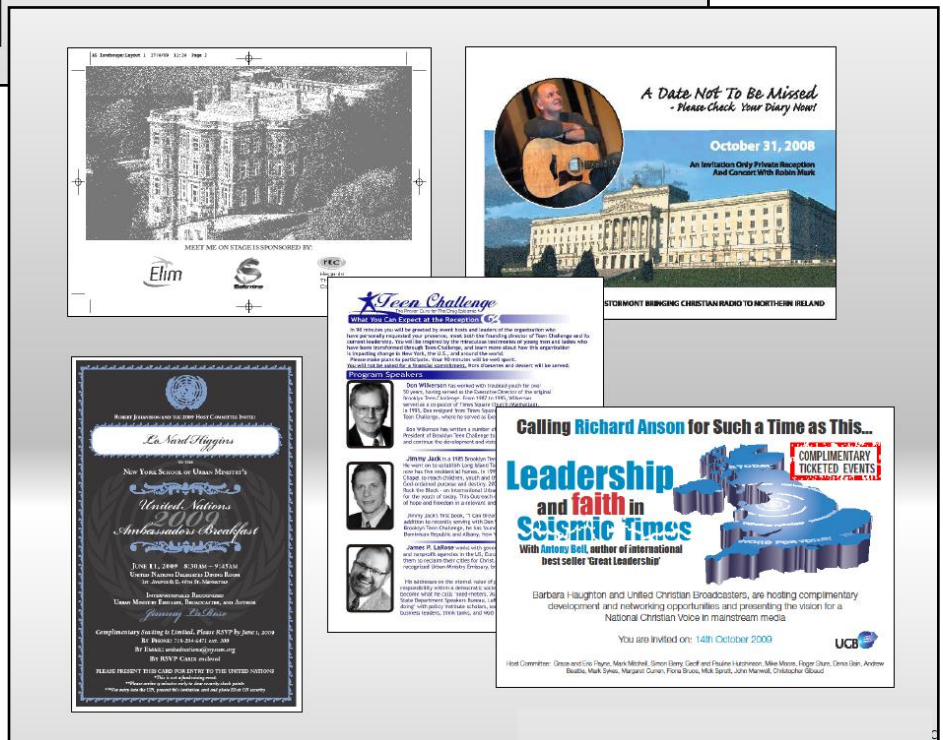
Here you'll find hundreds and hundreds of actual documents and files representing thousands of pages that have been used by nonprofits across the country and around the world to raise new money during economic downturns and strong economies as well. Culturally sensitive and donor-oriented, these materials represent successful principles and fundamentals that are explained in detail in the tutorial series provided by MGRU. Nonprofit executives around the world have adapted these for their own use on a daily basis. You'll essentially be able cut & paste your way through project preparation.

6. Major Gifts Ramp-Up CUT & PASTE LIBRARY (continued)

Sample "Case for Support" Packages



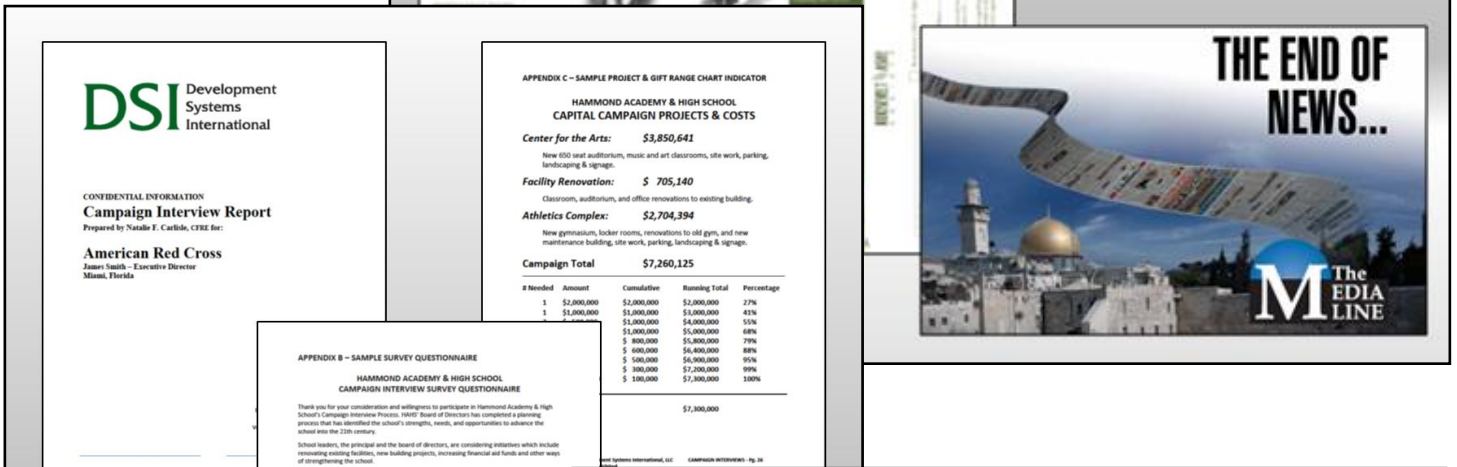
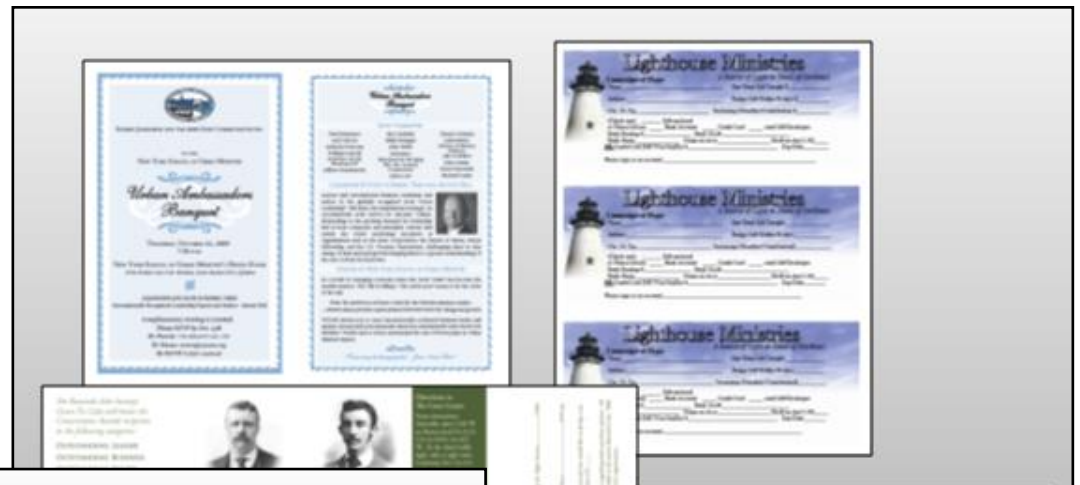
Sample "Awareness Event" Packages



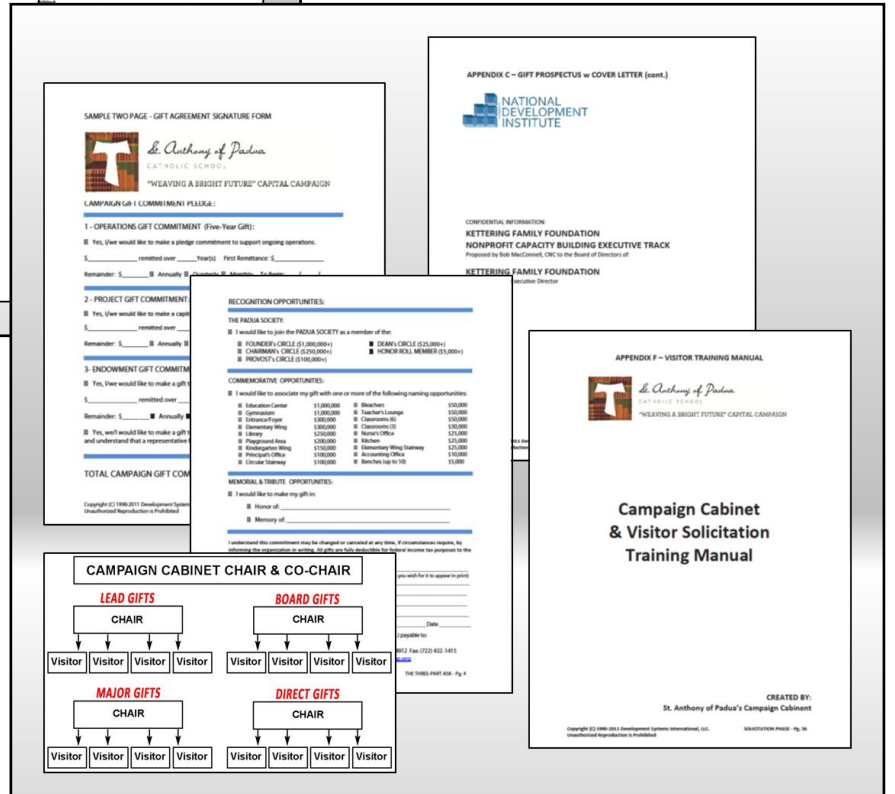
6. Major Gifts Ramp-Up CUT & PASTE LIBRARY (continued)

Sample "Signature Solicitation Events" Packages

Sample "Campaign Interview" Packages (Feasibility Studies)



Sample "Operations Campaigns" "Capital Campaigns" "Endowment Campaigns" Packages



Sample "Foundation Solicitation Grant Writing" Packages

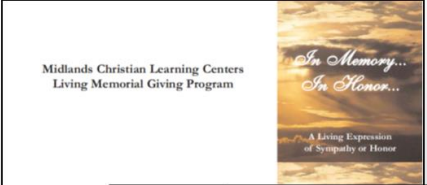
***Sample
“Organizational Development”
Packages***

APPENDIX A – NONPROFIT DEVELOPMENT INVENTORY

**NONPROFIT
DEVELOPMENT
INVENTORY**

6. Major Gifts Ramp-Up CUT & PASTE LIBRARY (continued)

Sample "Estate & Planned Giving" Packages



Midlands Christian Learning Centers
Living Memorial Giving Program

MCLC's Living Memorial Giving Program

House/Memorial

Name: _____
Address: _____
City: _____ State: _____ Zip: _____

Phone: _____

This Gift is in Memory of: _____
I would like this gift to be in the amount of \$: _____
Please let me know that a card has been sent by mailing me a confirmation of: _____

MCLC's Living Memorial Giving Program

This Gift is in Memory of: _____
I would like this gift to be in the amount of \$: _____
Please let me know that a card has been sent by mailing me a confirmation of: _____

Charitable Remainder Annuity Trust (CRAT)

Description:
The CRAT is an irrevocable trust that generates income for an annuitant based on assets placed in the trust. Assets are placed in the trust and the CRAT pays out a fixed percentage of the assets to the annuitant. The CRAT is a separate legal entity and is not subject to the probate process.

1. Results to Charitable:
Assets are placed in the trust and the CRAT pays out a fixed percentage of the assets to the annuitant. The CRAT is a separate legal entity and is not subject to the probate process.

2. Results to Beneficiary:
Assets are placed in the trust and the CRAT pays out a fixed percentage of the assets to the annuitant. The CRAT is a separate legal entity and is not subject to the probate process.

3. Tax Deductions:
Assets are placed in the trust and the CRAT pays out a fixed percentage of the assets to the annuitant. The CRAT is a separate legal entity and is not subject to the probate process.

4. Payment Rate to Beneficiary:
Assets are placed in the trust and the CRAT pays out a fixed percentage of the assets to the annuitant. The CRAT is a separate legal entity and is not subject to the probate process.

5. Payment Frequency to Beneficiary:
Assets are placed in the trust and the CRAT pays out a fixed percentage of the assets to the annuitant. The CRAT is a separate legal entity and is not subject to the probate process.

6. Payment Recipient:
Assets are placed in the trust and the CRAT pays out a fixed percentage of the assets to the annuitant. The CRAT is a separate legal entity and is not subject to the probate process.

7. Assets to be Placed in the Trust:
Assets are placed in the trust and the CRAT pays out a fixed percentage of the assets to the annuitant. The CRAT is a separate legal entity and is not subject to the probate process.

8. Disposition Upon Death:
Assets are placed in the trust and the CRAT pays out a fixed percentage of the assets to the annuitant. The CRAT is a separate legal entity and is not subject to the probate process.

9. Conditions for Beneficiary:
Assets are placed in the trust and the CRAT pays out a fixed percentage of the assets to the annuitant. The CRAT is a separate legal entity and is not subject to the probate process.

10. Assets to be Placed in the Trust:
Assets are placed in the trust and the CRAT pays out a fixed percentage of the assets to the annuitant. The CRAT is a separate legal entity and is not subject to the probate process.

11. Assets to be Placed in the Trust:
Assets are placed in the trust and the CRAT pays out a fixed percentage of the assets to the annuitant. The CRAT is a separate legal entity and is not subject to the probate process.

12. Assets to be Placed in the Trust:
Assets are placed in the trust and the CRAT pays out a fixed percentage of the assets to the annuitant. The CRAT is a separate legal entity and is not subject to the probate process.

APPENDIX G - SAMPLE GIFT ACCEPTANCE POLICY

The purpose of this policy is to establish the policies of the Board of Directors of ABC Charity (the "Charity") concerning the acceptance of charitable gifts to the Charity. The Board of Directors shall establish and amend appropriate procedures to implement these policies.

1. Responsibility to Donors:

a. Solicitation: The Charity, its staff and representatives shall endeavor to assist donors in completing their philanthropic objectives in providing support for the Charity.

b. Acknowledgment: Information concerning all contributions to the Charity shall be promptly and accurately recorded and the Charity shall be held by the Charity in good confidence and may be publicly disclosed only with the permission of the donor.

c. Acceptance: The Charity shall request the written consent of donors to support the Charity and shall not accept any gift unless the donor has signed a written agreement to support the Charity.

d. Disposition: Each prospective donor to the Charity shall be informed that the Charity does not provide legal, tax or financial advice, and shall be encouraged to consult with a professional advisor regarding the acceptance of charitable gifts. The Charity shall not accept any gift unless the donor has signed a written agreement to support the Charity.

2. Gift Rejection:

a. Unacceptable Gifts: The Charity shall not accept any gift that is not in the best interests of the Charity, or that is not in the best interests of the donor, or that is not in the best interests of the community.

b. Acceptable Gifts: The Charity shall accept any gift that is in the best interests of the Charity, or that is in the best interests of the donor, or that is in the best interests of the community.

c. Other Rejection: The Charity may reject any gift that is not in the best interests of the Charity, or that is not in the best interests of the donor, or that is not in the best interests of the community.

d. Rejection Process: Unless otherwise approved in advance by the Board of Directors, the Charity shall not accept any gift that is not in the best interests of the Charity, or that is not in the best interests of the donor, or that is not in the best interests of the community.

Writing a Will That Secures Your Financial Future

Register Home for Children
P.O. Box 722
Hartsville, SC 29019

Sample "Targeted Mail" Packages

Sample "Nonprofit Start-Up" Packages

1023 Application for Recognition of Exemption

Under Section 501(c)(3) of the Internal Revenue Code

1. Name of the organization: _____

2. Principal office: _____

3. Mailing address: _____

4. State: _____

5. ZIP Code: _____

6. Date of formation: _____

7. Date of application: _____

8. Name of the applicant: _____

9. Name of the preparer: _____

10. Name of the reviewer: _____

11. Name of the reviewer: _____

12. Name of the reviewer: _____

13. Name of the reviewer: _____

14. Name of the reviewer: _____

15. Name of the reviewer: _____

16. Name of the reviewer: _____

17. Name of the reviewer: _____

18. Name of the reviewer: _____

19. Name of the reviewer: _____

20. Name of the reviewer: _____

1023 Application for Recognition of Exemption

Under Section 501(c)(3) of the Internal Revenue Code

1. Name of the organization: _____

2. Principal office: _____

3. Mailing address: _____

4. State: _____

5. ZIP Code: _____

6. Date of formation: _____

7. Date of application: _____

8. Name of the applicant: _____

9. Name of the preparer: _____

10. Name of the reviewer: _____

11. Name of the reviewer: _____

12. Name of the reviewer: _____

13. Name of the reviewer: _____

14. Name of the reviewer: _____

15. Name of the reviewer: _____

16. Name of the reviewer: _____

17. Name of the reviewer: _____

18. Name of the reviewer: _____

19. Name of the reviewer: _____

20. Name of the reviewer: _____

1023 Application for Recognition of Exemption

Under Section 501(c)(3) of the Internal Revenue Code

1. Name of the organization: _____

2. Principal office: _____

3. Mailing address: _____

4. State: _____

5. ZIP Code: _____

6. Date of formation: _____

7. Date of application: _____

8. Name of the applicant: _____

9. Name of the preparer: _____

10. Name of the reviewer: _____

11. Name of the reviewer: _____

12. Name of the reviewer: _____

13. Name of the reviewer: _____

14. Name of the reviewer: _____

15. Name of the reviewer: _____

16. Name of the reviewer: _____

17. Name of the reviewer: _____

18. Name of the reviewer: _____

19. Name of the reviewer: _____

20. Name of the reviewer: _____

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1023 Application for Recognition of Exemption

Under Section 501(c)(3) of the Internal Revenue Code

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16. Name of the reviewer: _____

17. Name of the reviewer: _____

18. Name of the reviewer: _____

19. Name of the reviewer: _____

20. Name of the reviewer: _____

Riverside City Mission

1023 Application for Recognition of Exemption

Under Section 501(c)(3) of the Internal Revenue Code

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3. Mailing address: _____

4. State: _____

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1023 Application for Recognition of Exemption

Under Section 501(c)(3) of the Internal Revenue Code

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17. Name of the reviewer: _____

18. Name of the reviewer: _____

19. Name of the reviewer: _____

20. Name of the reviewer: _____

BYLAWS OF A. JONES FOUNDATION, INC.

ARTICLE I. PURPOSE AND SCOPE

Section 1. **Purpose and Scope.** The purpose and scope of the Foundation shall be to provide financial support for the education and training of students in the field of business administration.

Section 2. **Foundation, Status and Location.** The Foundation shall be organized as a non-profit corporation under the laws of the State of California.

Section 3. **Foundation, Status and Location.** The Foundation shall be organized as a non-profit corporation under the laws of the State of California.

Section 4. **Foundation, Status and Location.** The Foundation shall be organized as a non-profit corporation under the laws of the State of California.

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Section 8. **Foundation, Status and Location.** The Foundation shall be organized as a non-profit corporation under the laws of the State of California.

Section 9. **Foundation, Status and Location.** The Foundation shall be organized as a non-profit corporation under the laws of the State of California.

Section 10. **Foundation, Status and Location.** The Foundation shall be organized as a non-profit corporation under the laws of the State of California.

NONPROFIT START-UP CHECKLIST

1. What is the name of the organization?

2. Does the organization have a religious affiliation?

3. What is the most recent address and county the organization is located in?

4. What is the mailing address of the principal office?

5. What is the name of the principal office?

6. What is the name and address of each incorporator?

7. Are there any special provisions regarding incorporation?

8. Are there any special provisions regarding incorporation?

9. What is the name of the principal office?

10. What is the mailing address of the principal office?

11. What is the purpose of the organization?

12. What is the mission statement?

13. Will the organization be soliciting funds?

14. What is the proposed budget for the next year?

15. Will there be any fundraising events?

16. Will there be any fundraising events?

17. Does the organization have a history with another organization?

18. Please list any specific information regarding incorporation.

19. Is the organization affiliated with a government agency?

20. What type of contribution will be accepted?

21. Will the organization participate in fundraising activities?

1023 Application for Recognition of Exemption

Under Section 501(c)(3) of the Internal Revenue Code

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17. Name of the reviewer: _____

18. Name of the reviewer: _____

19. Name of the reviewer: _____

20. Name of the reviewer: _____

6. Major Gifts Ramp-Up CUT & PASTE Library (continued)

PLUS...THOUSANDS OF FILES - 12,000 PAGES OF RESOURCES

<div><div><div><div><div></div><div>ASK EVENT - Appeal Script - Altruistic #1</div></div><div><div></div><div>ASK EVENT - Appeal Script - Altruistic #2</div></div><div><div></div><div>ASK EVENT - Appeal Script - Faith Based #1</div></div><div><div></div><div>ASK EVENT - Appeal Script - Faith Based #2</div></div><div><div></div><div>ASK EVENT - Award Copy Leadership Award</div></div><div><div></div><div>ASK EVENT - Church Bulletin Insert</div></div><div><div></div><div>ASK EVENT - Event Night Schedule #1</div></div><div><div></div><div>ASK EVENT - Event Night Schedule #2</div></div><div><div></div><div>ASK EVENT - Event Program #1</div></div><div><div></div><div>ASK EVENT - Event Program #2</div></div><div><div></div><div>ASK EVENT - Event Program #3</div></div><div><div></div><div>ASK EVENT - Invitation Package #1</div></div><div><div></div><div>ASK EVENT - Invitation Package #2</div></div><div><div></div><div>ASK EVENT - Invitation Package #3</div></div></div><div><div><div><div></div><div>ASK EVENT - Letter - Direct Mail Appeal Based On Event Update</div></div><div><div></div><div>ASK EVENT - Name Tags</div></div><div><div></div><div>ASK EVENT - Post Banquet Briefing #1</div></div><div><div></div><div>ASK EVENT - Post Banquet Briefing #2</div></div><div><div></div><div>ASK EVENT - Post Event Follow-Up Letter #1</div></div><div><div></div><div>ASK EVENT - Post Event Follow-Up Letter #2</div></div><div><div></div><div>ASK EVENT - Post Event Follow-Up Pledge Participant</div></div><div><div></div><div>ASK EVENT - Press Release</div></div><div><div></div><div>ASK EVENT - Response Device Generic</div></div></div><div><div><div><div></div><div>ASK EVENT - Re</div></div><div><div></div><div>ASK EVENT - Sig</div></div><div><div></div><div>ASK EVENT - Ta</div></div><div><div></div><div>ASK EVENT - Ta</div></div><div><div></div><div>ASK EVENT - Ta</div></div><div><div></div><div>ASK EVENT - Ta</div></div><div><div></div><div>ASK EVENT - Ta</div></div><div><div></div><div>ASK EVENT - Ta</div></div><div><div></div><div>ASK EVENT - Ta</div></div><div><div></div><div>AWARENESS EV</div></div><div><div></div><div>AWARENESS EV</div></div><div><div></div><div>AWARENESS EV</div></div><div><div></div><div>AWARENESS EV</div></div></div></div><div><div><div><div><div></div><div>MAIL - Turnaround Reciept Template</div></div><div><div></div><div>MAJOR GIFTS - Cultivation Model</div></div><div><div></div><div>MAJOR GIFTS - Donor Research Profile Sample</div></div><div><div></div><div>MAJOR GIFTS - Estate Planning Brochure Copy #1</div></div><div><div></div><div>MAJOR GIFTS - Estate Planning Brochure Copy #2</div></div><div><div></div><div>MAJOR GIFTS - Field Officer Evaluation Overview</div></div><div><div></div><div>MAJOR GIFTS - Follow-up Letter</div></div><div><div></div><div>MAJOR GIFTS - Fundraising Management Plan</div></div><div><div></div><div>MAJOR GIFTS - Gift Contract #1</div></div><div><div></div><div>MAJOR GIFTS - Gift Contract #2</div></div><div><div></div><div>MAJOR GIFTS - Gift Contract #3</div></div><div><div></div><div>MAJOR GIFTS - Gift Prospectus #1</div></div><div><div></div><div>MAJOR GIFTS - Gift Prospectus #2</div></div><div><div></div><div>MAJOR GIFTS - Gift Prospectus #3</div></div><div><div></div><div>MAJOR GIFTS - Giving Society Overview</div></div><div><div></div><div>MAJOR GIFTS - Personal Presentation Manual #1</div></div><div><div></div><div>MAJOR GIFTS - Personal Presentation Manual #2</div></div><div><div></div><div>MAJOR GIFTS - Personal Presentation Manual #3</div></div><div><div></div><div>MAJOR GIFTS - Prospect Profiles</div></div><div><div></div><div>MAJOR GIFTS - Prospect Rating Scale</div></div><div><div></div><div>MAJOR GIFTS - Prospecting Matrix</div></div><div><div></div><div>NONPROFIT STARTUP - 501c3 Application</div></div><div><div></div><div>NONPROFIT STARTUP - Articles of Incorporation</div></div><div><div></div><div>NONPROFIT STARTUP - By Laws</div></div><div><div></div><div>NONPROFIT STARTUP - EIN Assignment Letter</div></div><div><div></div><div>NONPROFIT STARTUP - Form 1023 Attachments and Explanations Requested</div></div><div><div></div><div>NONPROFIT STARTUP - Proposal for Non-Profit Startup</div></div><div><div></div><div>NONPROFIT STARTUP - State Filing Sample</div></div><div><div></div><div>TEACHING AID - 41 Secrets of Direct Mail Fundraising</div></div><div><div></div><div>TEACHING AID - Ask Event</div></div><div><div></div><div>TEACHING AID - Awareness Event</div></div><div><div></div><div>TEACHING AID - Critical Dos & Dents</div></div><div><div></div><div>TEACHING AID - Direct Mail Copywriting Outline</div></div><div><div></div><div>TEACHING AID - Major Gifts Model</div></div><div><div></div><div>TEACHING AID - One Page Overview</div></div><div><div></div><div>TEACHING AID - Why Donors Give - Q&A</div></div></div></div></div><div><div><div><div><div></div><div>AWARENESS EVENT - Event Agenda</div></div><div><div></div><div>AWARENESS EVENT - Event Follow-up Letter</div></div><div><div></div><div>AWARENESS EVENT - Executive Director Speech</div></div><div><div></div><div>AWARENESS EVENT - Invitation Addiction #1</div></div><div><div></div><div>AWARENESS EVENT - Invitation Addiction #2</div></div><div><div></div><div>AWARENESS EVENT - Leadership and Faith Seismic Times</div></div><div><div></div><div>AWARENESS EVENT - Lunch Behind Bars</div></div><div><div></div><div>AWARENESS EVENT - Meet Me On Stage - Follow Up</div></div><div><div></div><div>AWARENESS EVENT - Meet Me On Stage</div></div><div><div></div><div>AWARENESS EVENT - Parliament Northern Ireland</div></div><div><div></div><div>AWARENESS EVENT - Post Event Follow-Up</div></div><div><div></div><div>AWARENESS EVENT - Pre-Concert Private Reception</div></div><div><div></div><div>AWARENESS EVENT - Printed Program</div></div><div><div></div><div>AWARENESS</div></div><div><div></div><div>AWARENESS</div></div><div><div></div><div>AWARENESS</div></div><div><div></div><div>AWARENESS</div></div><div><div></div><div>AWARENESS</div></div><div><div></div><div>AWARENESS</div></div><div><div></div><div>BOARD - Bo</div></div><div><div></div><div>BOARD - Bo</div></div><div><div></div><div>BOARD - Fu</div></div></div><div><div><div><div></div><div>CASE DOCUMENT - Broadcasting Annual Fund</div></div><div><div></div><div>CASE DOCUMENT - Case Check List</div></div><div><div></div><div>CASE DOCUMENT - Christian Education</div></div><div><div></div><div>CASE DOCUMENT - College Capital Campaign</div></div><div><div></div><div>CASE DOCUMENT - College</div></div><div><div></div><div>CASE DOCUMENT - Conservation</div></div><div><div></div><div>CASE DOCUMENT - Education</div></div><div><div></div><div>CASE DOCUMENT - Famous Four Page Case Document</div></div><div><div></div><div>CASE DOCUMENT - Helps Organization</div></div><div><div></div><div>CASE DOCUMENT - Homelessness</div></div><div><div></div><div>T - Human Welfare</div></div><div><div></div><div>T - Incarcerated Youth Annual Fund</div></div><div><div></div><div>T - Incarcerated Youth Capital Campaign</div></div><div><div></div><div>T - International Outreach</div></div><div><div></div><div>T - Local Church</div></div><div><div></div><div>T - Missions</div></div><div><div></div><div>T - National Campaign Broadcasting</div></div><div><div></div><div>T - Program Expansion Broadcasting</div></div><div><div></div><div>Addiction</div></div><div><div></div><div>Advance Letter for Appointment</div></div><div><div></div><div>Check List</div></div><div><div></div><div>Cover Letter</div></div><div><div></div><div>Education One</div></div><div><div></div><div>Education Two</div></div><div><div></div><div>Executive Summary</div></div><div><div></div><div>Homlessness</div></div><div><div></div><div>Human Welfare</div></div><div><div></div><div>Letter of Intent</div></div><div><div></div><div>Research Profile</div></div><div><div></div><div>Scholarships</div></div><div><div></div><div>Troubled Youth</div></div><div><div></div><div>Youth Leadership</div></div><div><div></div><div>N - Board Member</div></div><div><div></div><div>N - Director of Development</div></div><div><div></div><div>N - Executive Assistant</div></div><div><div></div><div>N - Executive Director</div></div></div></div></div><div><div><div><div><div></div><div>JOB DESCRIPTION - Major Gifts Field Officer</div></div><div><div></div><div>JOB DESCRIPTION - Project Manager</div></div><div><div></div><div>MAIL - Anniversary - Broadcasting</div></div><div><div></div><div>MAIL - Christian Broadcasters - #6</div></div><div><div></div><div>MAIL - Christian Broadcaster #1 - Committed Givers</div></div><div><div></div><div>MAIL - Christian Broadcaster #1 - Lapsed & Inactive</div></div><div><div></div><div>MAIL - Christian Broadcaster #1 - Variable Givers</div></div><div><div></div><div>MAIL - Christian Broadcaster #1- Prospective</div></div><div><div></div><div>MAIL - Christian Broadcaster #2 - Committed Givers</div></div><div><div></div><div>MAIL - Christian Broadcaster #2 - Lapsed & Inactive</div></div><div><div></div><div>MAIL - Christian Broadcaster #2 - Prospective</div></div><div><div></div><div>MAIL - Christian Broadcaster #2 - Variable Givers</div></div><div><div></div><div>MAIL - Christian Broadcaster #3</div></div><div><div></div><div>MAIL - Christian Broadcaster #4</div></div><div><div></div><div>MAIL - Christian Broadcaster #5</div></div><div><div></div><div>MAIL - Christian Broadcasters - #7</div></div><div><div></div><div>MAIL - Christmas Appeal - Active</div></div><div><div></div><div>MAIL - Christmas Appeal - Custom Giving Stream</div></div><div><div></div><div>MAIL - Christmas Appeal - Lapsed</div></div><div><div></div><div>MAIL - Christmas Appeal - Major Donor</div></div><div><div></div><div>MAIL - Christmas Appeal - On Air Promotion</div></div><div><div></div><div>MAIL - Christmas Appeal - Outer Envelope Copy</div></div><div><div></div><div>MAIL - Christmas Appeal - Prospects</div></div><div><div></div><div>MAIL - Crisis Appeal #1</div></div><div><div></div><div>MAIL - Crisis Appeal #2</div></div><div><div></div><div>MAIL - Easter Appeal - Missions</div></div><div><div></div><div>MAIL - Follow Up Thank You Letter</div></div><div><div></div><div>MAIL - General - Human Welfare #1</div></div><div><div></div><div>MAIL - General - Human Welfare #2</div></div><div><div></div><div>MAIL - Living Memorial Copy</div></div><div><div></div><div>MAIL - Living Memorial Package</div></div><div><div></div><div>MAIL - Mail Package Evaluation</div></div><div><div></div><div>MAIL - Pledge Follow-Up Letter</div></div><div><div></div><div>MAIL - Thanksgiving Appeal - Human Welfare #1</div></div><div><div></div><div>MAIL - Thanksgiving Appeal - Human Welfare #2</div></div><div><div></div><div>MAIL - Turnaround Reciept Sample Copy</div></div></div></div></div></div></div><div data-bbox="941 1753 1554 1799" data-label="Text"><p><i>...AND MUCH MUCH MORE!</i></p></div><div data-bbox="180 1986 703 2051" data-label="Page-Footer"><p>Copyright (C) 1990-2022 PhilanthroComm, Inc. 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ONLINE PRICING

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NANOE Membership	<u>Annual Subscription</u>	\$200.00
Credentialing Fees	<u>Annual Re-Certification</u>	\$198.00

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AUTHOR – MAJOR GIFTS RAMP-UP CLOUD

James P. LaRose, CNE, CDE, CNC

Phone: (803) 808-5084 Email: jimmy@jimmylarose.com



Jimmy LaRose's passion for "people who give" has inspired philanthropists around the world to change the way they invest in nonprofits. His belief that donors are uniquely positioned to give charities what they truly need – leadership rather than money – is the basis for his work with individuals, governments, corporations and foundations, in the U.S., Europe, Asia & Middle East.

Jimmy, in his role as author, speaker, corporate CEO & nonprofit CEO champions all of civil society's vital causes by facilitating acts of benevolence that bring healing to humanity and advance our common good. Now, in his twenty-seventh year of service, his message that money is more important than mission and donors are more important than people or causes has resonated with policy institute scholars, social activists, doctoral students, business leaders, think tanks, nonprofit and NGO executives who rely on him and his team of veterans to meaningfully grow their charitable enterprise.

He's the author of RE-IMAGINING PHILANTHROPY: Charities Need Your Mind More Than Your Money™ written to philanthropists who give nonprofits what they really need...enterprise models that grow capacity and achieve financial sustainability. <https://JimmyLaRose.com>

He's the architect of the Major Gifts Ramp-Up™ Donor Cultivation Model & Online Cloud used by charities around the world to meet the needs of their primary customers – the advocates, donors and volunteers who underwrite their mission. <https://MajorGiftsRampUp.com>

He's the founder of National Development Institute™, a 501(c)3 public benefit charity established in 1990 that insures funders, granting organizations and corporations safeguard their mission by building capacity within charities who serve the human welfare, education, health care, arts & environmental sectors. <https://NonprofitConferences.org>

He's the founder of National Association of Nonprofit Organizations & Executives (NANOE) our Nation's only unifying legislative body comprised of Governors nominated from all 50 States who oversee the codification of guidelines that govern sound charitable practice. <https://NANOE.org>

He's the designer of the CNE, CDE & CNC™ Credentialing Program providing practitioners the training and certification they require to lead nonprofits to greater success. <https://NANOE.org>

He's the inventor of DonorScope™ an online prospect research platform used by charities to identify donors who give big gifts to nonprofits. <https://DonorScope.com>

He's the founder of InsideCharity.org™ America's Trusted Nonprofit News Source. Inside Charity curates news from respected nonprofit media outlets so sector leaders have a ONE-STOP NONPROFIT NEWS RESOURCE. <https://InsideCharity.org>

He's the founder of National Giving Month which celebrates the ideologies, generosity and volunteerism of Americans during the month of December. <https://NationalGivingMonth.org>

He's the founder of 501c3.Buzz™ an online forum moderated by a nationwide network of academicians, practitioners & consultants who have dedicated their lives to advance the common good. <https://501c3.Buzz>

His industry bestselling book RE-IMAGINING PHILANTHROPY is the basis for the upcoming documentary film BROKEN FOR GOOD: The Charity Works In The United States of America being produced by CINEVANTAGE Productions. BROKEN FOR GOOD takes donors and volunteers on a wild ride into the upside down world of nonprofit management. <https://CinveVantage.com>

He's also featured in Who Cares TV a thirteen episode series (in production) that follows Jimmy and Bishop Redfern II around the world as they uncover problems and provide solutions to our planet's greatest conflicts. At the heart of each episode is LaRose's famous challenge, *"Find a need and meet it. Make a promise and keep it."* <https://WhoCaresTV.com>

Finally, Jimmy is the CEO of both Development Systems International™ and PAX Global™ firms that specialize in implementing the Major Gifts Ramp-Up Model for nonprofits, ministries and churches who raise major gifts. <https://Development.net> & <https://PAXglobal.com>

James P. LaRose has served as a specialist with the U.S. State Department's Speakers Bureau traveling the world working with embassies, foreign governments, and leaders to promote philanthropy and civil society in developing countries. He was the founding President of the Western Maryland Chapter of the Association of Fundraising Professionals (AFP), and is a graduate of AFP's Faculty Training Academy (FTA). He is a graduate of Indiana University's Executive Leadership Program, Indianapolis, IN, the National Planned Giving Institute, Memphis, TN, Tennessee Temple University, Chattanooga, TN and Word of Life Bible Institute, Schroon Lake, NY. Dr. LaRose received his Doctorate in Philanthropic Studies from Ecumenical University. Rev. LaRose was ordained as minister of the gospel by the Ecumenical Church of Christ in further support of his service to the hurting and hopeless around the world. He and his beautiful wife Kristi are citizens of the Palmetto State where they make their home in Lexington, South Carolina.

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