

# [PDF] Asking: A 59-minute Guide To Everything Board Members, Volunteers, And Staff Must Know To Secure The Gift

Jerold Panas - pdf download free book

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#### Books Details:

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#### Description:

**Review** "ASKING is full of gems. No better blueprint for those of us embarking on the adventure of asking." -- *Jerold Katz, Headmaster, The Park School*

"Jerry Panas writing on asking is like Michael Jordan writing on shot-making or Warren Buffet on investing." -- *Kenneth Gladish, National Executive Director, YMCA of the USA*

"May become the Bible of fundraising. Another masterpiece by the master of modern philanthropy." -  
*-George Miller, President and CEO, United Methodist Higher Education Foundation*

**About the Author** In *Born to Raise*, the author wrote: "Someone once told me that my career would have five stages: 1) Who is Jerry Panas? 2) Get me Jerry Panas, 3) We need someone like Jerry Panas, 4) What we need is a young Jerry Panas, and 5) Who is Jerry Panas?"

Jerry believes he's somewhere between stages two and three. "But," he says, "my friends indicate I'm somewhere in stage four, quickly approaching stage five!"

Hailed in *Newsweek* as "the Robert Schuller of fundraising," Jerry is the author of seven books, many of them classics in the field. He's also a popular columnist for *Contributions* magazine and a familiar and favorite speaker at conferences and workshops throughout the nation.

A senior officer of one of America's premier fundraising firms, Jerry lives with his wife, Felicity, in a 1710 Farmhouse in northwest Connecticut.

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