



Fundraising for Social Change

Kim Klein

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This bestselling book is one of the most widely used in the field by nonprofit organizations across the country. A soup to nuts description of how to build, maintain and expand an individual donor program, this book is often called "the Bible of grassroots fundraising."

Praise for the Sixth Edition of Fundraising for Social Change

"People love Kim's fundraising wisdom and her keen ability to connect fund development with what matters in our communities. I always recommend Fundraising for Social Change to organizations in need of a book with ideas they can use right away as well as information about how to build a successful long-term fundraising program."

—Steve Lew, senior projects director, CompassPoint Nonprofit Services

"I used Fundraising for Social Change as a textbook for my class for many years and often recommend it to grassroots organizations as a primer for developing a fundraising strategy. Kim's years of experience and her own broad knowledge of the field give the book heft and credibility. Her pragmatism and sense of humor make it readable and engaging."

—Maria Mottola, executive director, New York Foundation

"The information and inspiration we have received from Kim Klein's books have been key to our grassroots fundraising efforts. Some people go back to Proust; I go back to her specifics about how to write a fundraising plan that actually works!"

—Bob Fulkerson, state director, Progressive Leadership Alliance of Nevada (PLAN)

"Kim makes me a believer again whenever I am in her presence?be it through her spoken or written word. While she provides the basics of raising money in an accessible form, what I truly value is the deep sense of purpose she reawakens in me as a fundraiser-activist."

—Miguel Gavaldón, fundraising coach and trainer, Grassroots Institute for Fundraising Training

"Whatever role I am in, I turn to Fundraising for Social Change. Working with Kim to present Fundraising for Social Change workshops in communities changes lives?both professional and personal?including mine. She offers hands-on experience and extraordinary human values to the nonprofit sector, as well as skilled expertise in teaching others how to make fundraising fun and meaningful to our whole life."

—Jaune Evans, development chair, Yerba Buena Center for the Arts

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