



Asking: A 59-minute Guide to Everything Board Members, Volunteers, and Staff Must Know to Secure the Gift

Jerold Panas

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It ranks right up there with public speaking. Nearly all of us fear it. And yet it is critical to our success. Asking for money. Now comes a book, Asking: A 59-Minute Guide to Everything Board Members, Staff and Volunteers Must Know to Secure the Gift. And short of a medical elixir, it's the next best thing for emboldening you, your board members and volunteers to ask with skill, finesse and powerful results. Jerold Panas, who as a staff person, board member and volunteer has secured gifts ranging from \$50 to \$50 million, understands the art of asking perhaps better than anyone in America. He has harnessed all of his knowledge and experience and produced what has become America's bestselling book on the subject. Complements Fund Raising Realities Every Board Member Must Face, by David Lansdowne.

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