



# Fundraising Consultants / Counsel and Development Directors

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## Articles

A Field Guide to Consulting and Organizational Development with Nonprofits, Joan Fritz <http://nonprofit.about.com/od/nonprofitmanagement/fr/fieldguide.htm>



The Argument Against Paying Development Professionals Based Upon the Amount of Funds Raised for Non-Profit Organizations, Tony Poderis <http://www.raise-funds.com/898forum.html>

Asking for the Money is the Job of the Leadership and Friends of a Non-Profit Organization: Never Hire Someone to do what is their Responsibility, Tony Poderis <http://www.raise-funds.com/c98forum.html>

Benefits of Fund Raising Counsel, Capital Quest  
<http://www.capitalcampaigns.com/consultantbenefits1.html>

Can Fundraisers be Paid a Percent of the Amount Raised?, Tony Poderis, idealist.org  
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Check Out Your Organization's Fund-Raising Readiness and Learn the Secret of Fund-Raising Success, Tony Poderis <http://www.raise-funds.com/a98forum.html>

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<http://www.sacredplaces.org/PSP-InfoClearingHouse/articles/Choosing%20and%20Using%20a%20Fundraising%20Consultant.htm>

A Development Director Needs More than "A Smile and a Shoeshine," but it is a Good Start, Tony Poderis, April 2005  
<http://www.ncdsv.org/images/ADevelopmentDirectorNeedsMoreThan.pdf>

The Executive Director & the Development Director, Maria Pilar Gonzales, *Grassroots Fundraising Journal*, October 1999

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Hiring the Right Fundraising – 9 Tips for Success, Fraser Green, CFRE, FLA Group, March 29, 2002 <http://www.ncdsv.org/images/Hiring%20the%20Right%20Fundraiser.pdf>

How to Choose Counsel – 8 Steps to Choose Fundraising Counsel, Giving Institute <http://www.aafc.org/counsel/index.cfm>

Know Your Organization, Tony Poderis <http://www.raise-funds.com/1199forum.html>

Raise More Money by Hiring a Winning Fund Raising Consultant, Tom Turner, Ezine Articles <http://ezinearticles.com/?Raise-More-Money-by-Hiring-a-Winning-Fund-Raising-Consultant&id=492912>

Re: Hiring a Professional Fundraising Consultant, Tony Poderis, PND Talk, Philanthropy News Digest, February 11, 2006

<http://members4.boardhost.com/PNDtalk/msg/1139695000.html>

Selecting Capital Campaign Consultants, Capital Quest

<http://www.capitalcampaigns.com/consultantselect1.html>

Standards of Practice [http://www.aafc.org/code/index.cfm?pg=Standards\\_of\\_practice.html](http://www.aafc.org/code/index.cfm?pg=Standards_of_practice.html)

and Professional Code of Ethics, Giving Institute

[http://www.aafc.org/code/index.cfm?pg=Code\\_of\\_ethics.html](http://www.aafc.org/code/index.cfm?pg=Code_of_ethics.html)

Tips for Hiring a Consultant / Sample Checklist for a Fundraising Consultant Interview (scroll down), Rebekkah Smith Aldrich, Mid-Hudson Library System, updated October 2007 <http://midhudson.org/funding/fundraising/consultants.htm>

Tips on Working with Special Events Consultants, Bryon Wong, *Grassroots Fundraising Journal*, November / December 2002

<http://www.ncdsv.org/images/Tips%20on%20Working%20with%20Special%20Events%20Consultants.pdf>

To Consult, or Not to Consult – That is the Question, Tony Poderis <http://www.raise-funds.com/499forum.html>

What Bugs Development Directors, Stephanie Roth, *Grassroots Fundraising Journal*, March / April 2004  
<http://www.ncdsv.org/images/What%20Bugs%20Development%20Directors.pdf>

What is a Fundraising Feasibility Study and is it Worth it? (scroll down), P. Burke Keegan <http://www.compasspoint.org/boardcafe/details.php?id=51>

What Should we Look for in a Director of Development and What is the Typical Salary Range?, Alliance for Nonprofit Management  
[http://www.allianceonline.org/FAQ/fundraising/what\\_should\\_we\\_look\\_for.faq](http://www.allianceonline.org/FAQ/fundraising/what_should_we_look_for.faq)

When is the Right Time to Hire Fundraising Counsel? Craig Hall, Graham Pelton Consulting, Inc. [http://www.grahampelton.com/pages/fundraising\\_hire.cfm](http://www.grahampelton.com/pages/fundraising_hire.cfm)

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<http://jcegbert.com/Why%20Hire%20a%20Consultant.pdf>

Why Hire a Consultant? What You Should Expect Beyond the “Feasibility” Study, Jeffery Byrne & Associates, Inc. <http://www.fundraisingjba.com/stratplanning7.htm>

Working with a Consultant: First Impressions Last, Robie Wayne, Jeffery Byrne & Associates, Inc. <http://www.fundraisingjba.com/opd14.html>

## **Books**

Fundraising Basics: A Complete Guide, Barbara L. Ciconte and Jeanne G. Jacob,  
“Working with Consultants: Hiring and Using Consultants in Your Fundraising Programs” (chapter 17), 2001



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Fundraising for Nonprofit Groups, Joyce Young, Ken Wyman, and John Swaigen, 2002 – contains chapters on hiring, firing and working with a staff fundraiser; some of this material would apply to hiring and working with consultants

[http://www.amazon.com/Fundraising-Nonprofit-Groups-Self-Counsel-Reference/dp/1551802619/ref=sr\\_1\\_1?ie=UTF8&s=books&qid=1198194719&sr=8-1](http://www.amazon.com/Fundraising-Nonprofit-Groups-Self-Counsel-Reference/dp/1551802619/ref=sr_1_1?ie=UTF8&s=books&qid=1198194719&sr=8-1)