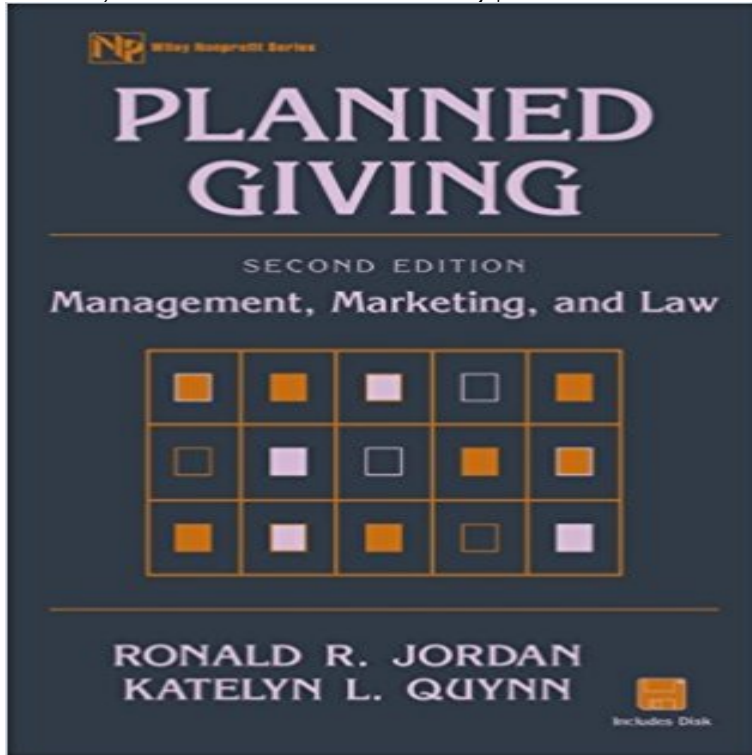


# Planned Giving, Management, Marketing, and Law (Wiley Nonprofit Law, Finance and Management Series)



Unlike other areas of fund-raising, planned giving brings fund-raising professionals into contact with lawyers, accountants, financial planners, consultants, and wealthy donors. They need to be able to speak the same language as the donors and their advisors while still keeping their own organizations goals in mind. This book can help them address these and other vital issues related to starting, marketing, administering, and expanding a planned giving program. This book is supplemented annually.

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