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Relationship Fundraising: a donor-based approach to the business of raising money

By Ken Burnett, 564 pages, £47.00

It's 32+ years since the first edition of Ken Burnett's *Relationship Fundraising* and 22+ years since the 2002 second edition. How the world has changed since then! One comment from readers, repeated consistently, echoes down the ages. It says the fundamental tenets of relationship fundraising haven't changed. Experienced and novice fundraisers have made this point, over and over again.

This reworking of a timeless classic sets out what's great about fundraising, what's gone wrong and what still needs to be done about it. Expanded by **15 additional sections of new content**, this third edition of *Relationship Fundraising* not only brings the text up to date but also sets out a road map for the changes fundraisers should make now, so that campaigning fundraising can achieve its full potential for good in the 2020s and beyond.

Ken Burnett uses words to provoke change, challenging, stimulating, informing and inspiring fundraisers – the gateway to donors – to help their organisations and their supporters make the differences they want to see, so they can change the world for the better. Now, in addition to encouraging continuous advances in the donor-based approach to the business of raising money, this book will catalyze real, lasting change that will enrich the lives of fundraisers, their donors and the people, issues and causes that together they transform, around the world.

"THE most influential, well written and beautifully warm text in fundraising."

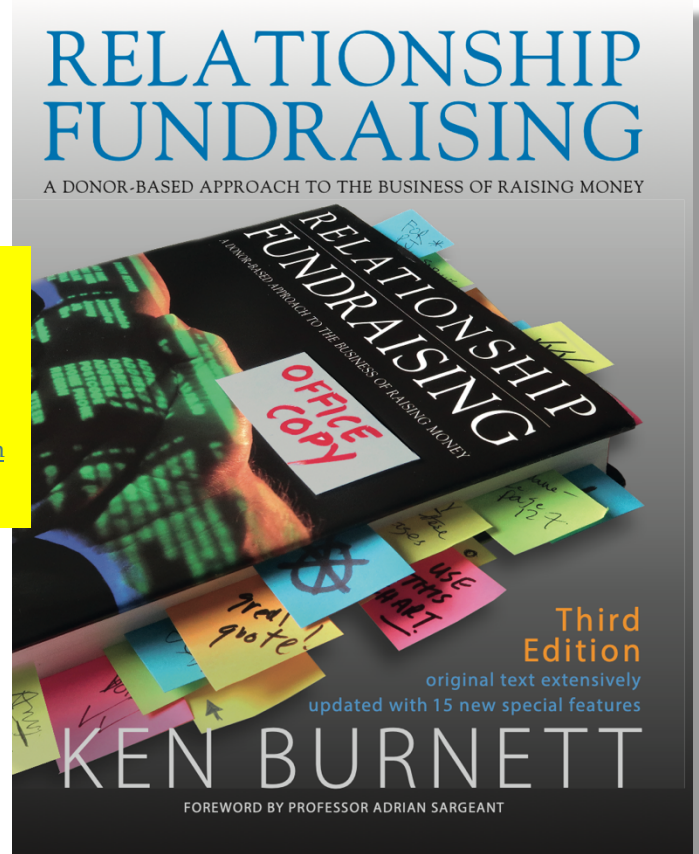
Professor Adrian Sargeant, UK.

"A Fundraising Classic is back – and better than ever."

Jeff Brooks,
Fundraisingologist, USA.

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Storytelling Can Change the World

By Ken Burnett, 272 pages, £23.00 plus P&P

Persuading others effortlessly, painlessly and willingly to do something that otherwise, most likely, they would not is the most valuable asset for anyone working in any number of professional and technical business areas.

We do that best by telling them stories. How to do transformational storytelling is explained here.

Why transformational storytelling works so well is not in doubt. Receptiveness to stories is hard-wired into our DNA. Stories engage us easily, draw us in naturally, excite our curiosity, pique our interests and lead us to the satisfying conclusion that we can do something now, to make a difference. So for any kind of aspiring communicator or influencer, storytelling is the one skill they need more than any other. If you seek to understand and access any human emotion, study stories.

In the modern world of massive information overload stories get through where wodes of bump and formal reports, however filled with information, won't. Endlessly versatile and satisfying, stories stick where whatever's picked up from sitting through lessons and lectures quickly fades. Stories are how people learn.

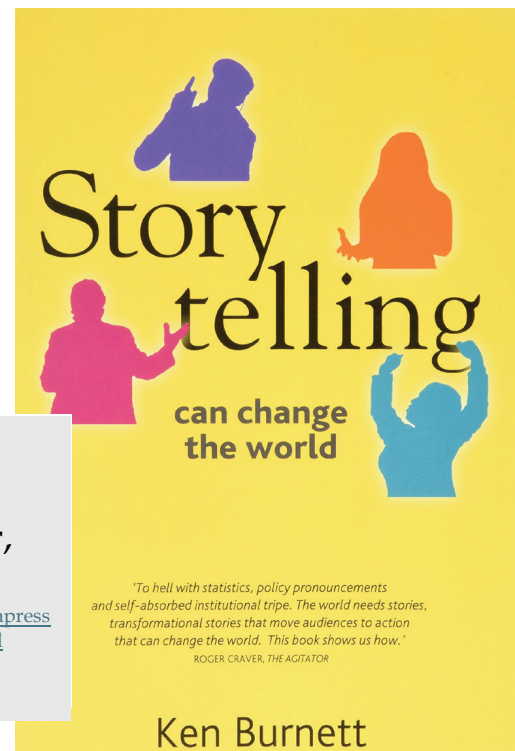
Transformational stories have an extra dimension—the power to move people to action, to make a difference, to make change.

"...Full of gems, this book renewed my zest and enthusiasm to become not just a better writer and storyteller but a transformational writer, a trans-formational storyteller, who will go on to change the world."

Mary Stringer,
Communications officer and writer, UK.

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The essence of Campaigning Fundraising in 52 exhibits and 199 web links

By Ken Burnett, 208 pages, £23.00 plus P&P

What do you mean, campaigning fundraising?

Fundraising above all is about the change charities and their supporters want to see in this world. So, in referring to this activity merely as fundraising we made a basic big mistake, a mistake we've paid dearly for and are still paying for, so should rectify once and for all... People don't give for things to remain as they are—they give to see change, always. So campaigning fundraising it has to be.

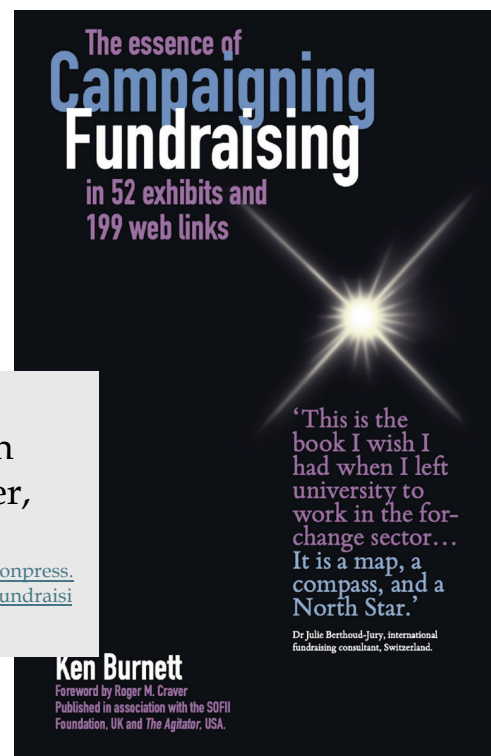
This book describes in detail campaigning fundraising as it should be, how it should be structured, implemented and explained so that our publics, particularly donors and fundraisers themselves, see it as the positive, transformational force for change and good that it surely can be, and as the best career going for any creative, committed individual who really wants to make a difference, to change the world.

"I ordered a copy of this new book as soon as I heard about it. A new Ken Burnett is always a necessary addition to my bookshelf! I love how Ken's work is so accessible and useful to practitioners and also, food for thought for scholars."

***Dr. Beth Breeze, Director,
Centre for Philanthropy,
University of Kent, UK.***

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The Zen of Fundraising: 89 Timeless Ideas to Strengthen and Develop Your Donor Relationships

By Ken Burnett, 176 pages, £22.00 plus P&P

If all that has ever been said and written about the art and science of fundraising could be distilled down to just what really matters—what fundraisers everywhere need to know—there would be only a small number of true gems deserving of the description, “nuggets of information”.

Ken Burnett, author of the classic *Relationship Fundraising*, has identified and defined 89 such nuggets for his new book *The Zen of Fundraising*, a fun read, one-of-a-kind look into what makes donors tick and—more importantly—what makes them give.

Nearly three decades as a leading international fundraiser have taught Ken what donors want and how fundraisers can best deliver it. To achieve their true potential fundraisers now have to really understand their donors and their causes, to communicate more effectively, to engage, involve and inspire their donors more consistently, to be extraordinarily good to do business with, to play smart and keep themselves and their colleagues motivated as they do it.

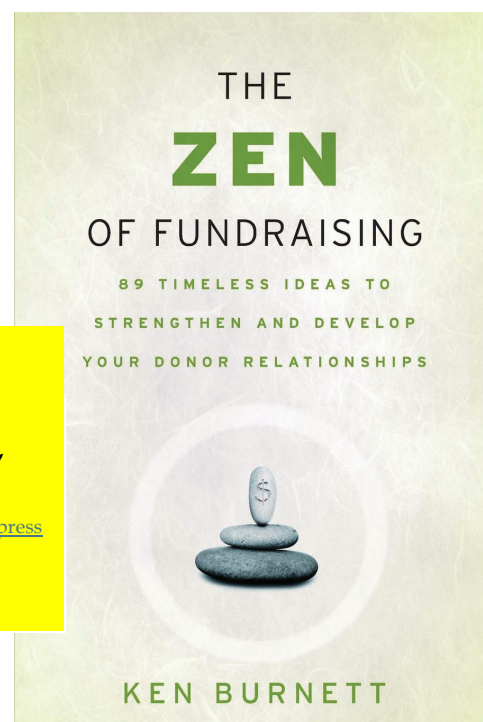
In short, fundraisers have to ensure their thinking is right so they can get all their important messages spot on, appreciated, remembered and acted upon. This book will show fundraisers how to do all that and enjoy their work too, while they make the world a better place.

“This book is wicked. I brought it because I started to work for a charity and I wanted to be fab at my job. It’s simple and logical and easy to follow. A lot of it is common sense that we appear to have forgotten. Buy this book and make your fundraising more effective!”

J. Matthews , on Amazon

For more information and to order, click [here](http://www.whitelionpress.com/ZenBk.html):

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Tiny Essentials of an Effective Volunteer Board

By Ken Burnett, 83 pages, £14.00 plus P&P

When Warren Maxwell suddenly finds himself propelled into accepting the chair of the medium-sized voluntary organization on whose board he serves, he has to think and act fast. How can he stop his board from sinking into irrelevance? How can he ensure that his board becomes a beacon of best behaviour, a paragon of all that's excellent in nonprofit governance?

Warren decides there's only one way and that's to uncover and learn as quickly as possible what it takes to build a volunteer board that's truly effective. Join Warren on his brief yet enlightening quest as he sets out to expose the shortcomings of too strong and too weak boards and so reveals the secrets of what makes an inspiring, balanced and highly effective volunteer board.

For most voluntary organizations identifying, recruiting and developing a truly effective board remains a wonderful but usually distant and elusive dream. This small book has been written for all board members and nonprofit staff whose job it is to deal with 'the board'. Its purpose is to help any board to do its important job better.

"This little book is absolutely brilliant; it's easy to read and is full of useful information on how to improve the effectiveness of trustee boards...I loved the style."

*Tracy Saunders,
Volunteering Magazine, USA.*

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Friends for Life: Relationship Fundraising in Practice

By Ken Burnett, 599 pages, £15.00 plus P&P

Amid the widespread acclaim that greeted the 1992 publication of Ken Burnett's *Relationship Fundraising* was one persistent qualified comment—does it work?

This sequel provides the answer through 16 detailed and informative case histories and seven chapters of new and additional explanation and illustration. It is packed with usable and practical advice and examples that will enable anyone concerned with donor development to put relationship fundraising into practice effectively.

In *Friends for Life* fundraisers from Canada, the USA, and United Kingdom tell their own stories of how they are putting relationship fundraising into practice. Will it help raise more money? Their voices add to a groundswell of evidence that says it will.

Review for *Friends for Life: Relationship Fundraising in Practice*

"If like me and thousands of fundraisers around the world you thought *Relationship Fundraising* heralded a greater understanding of what fundraising is all about, be prepared. Unlike most sequels, *Friends for Life* is better."

– Stephen Lee, former director,
The Institute of Fundraising, UK.

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Donors for Life: a practitioner's guide to relationship fundraising

By Craig Linton and Paul Stein, 370 pages, £26.00 plus P&P

It's a great theory, but how does it work in practice?

In this defining new book two experienced fundraising directors tell all, sharing tips, pitfalls, ideas and inspiration on every page. Through 20 packed chapters Paul and Craig explain the theory too, shining bright light on what commitment to a relationship fundraising approach means for fundraising colleagues, other staff, volunteers, trustees, donors and your charity's bottom line—your ability to deliver on its mission.

Chapter topics include:

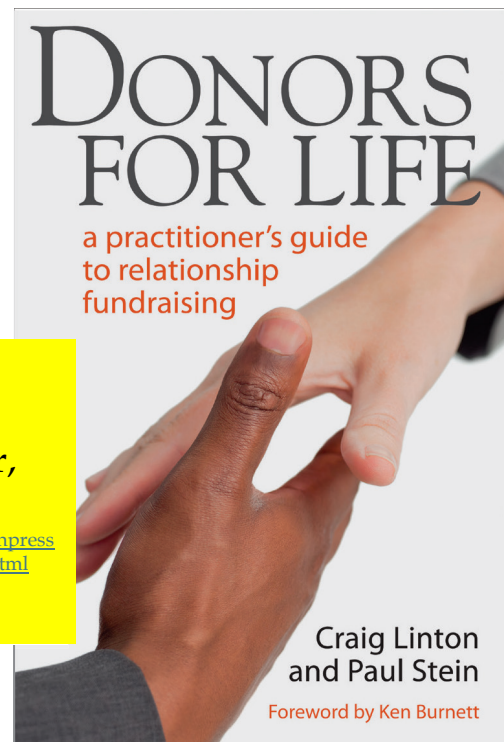
- Fundraising and nonprofits in the twenty-first century
- Relationship fundraising: what it is
- Why people give and the importance of emotion
- Developing a relationship fundraising strategy
- Creating a culture of relationship fundraising
- Recruiting your donors
- The seven elements of successful donor recruitment
- The seven elements in action: four outstanding donor recruitment campaigns

'Donors for Life is a gold mine. It's packed with lessons, practical tips and insights based on the hands-on experiences of two senior fundraising leaders. An easy, enjoyable read, step by step it resets the agenda for a donor-based approach to the business of raising money.'

Roger Craver, *The Agitator*, USA.

For more information and to order, click [here](http://www.whitelionpress.com/DonorsforLife.html):

<http://www.whitelionpress.com/DonorsforLife.html>



Asking Properly: The art of creative fundraising

By George Smith, 220 pages, £25.00 plus P&P

George Smith tears open the conventional wisdom of fundraising creativity. *Asking Properly* is that rare thing—a book that changes the rules of an apparently established trade.

Irreverent, funny, savagely critical and genuinely inspiring—often on the same page—this is perhaps the most authoritative book ever written about the creative aspects of fundraising and is likely to remain a key text for years to come. The author offers a profound analysis of donor motivation and criticises the extent to which charities take their supporters for granted. But it is no mere commentary on current practice—it offers a comprehensive checklist on how to optimise the creative presentation of the fundraising message. The whole gallery of creativity and media is surveyed and assessed, with hundreds of examples of fundraising campaigns from around the world illustrating the need to ‘ask properly’.

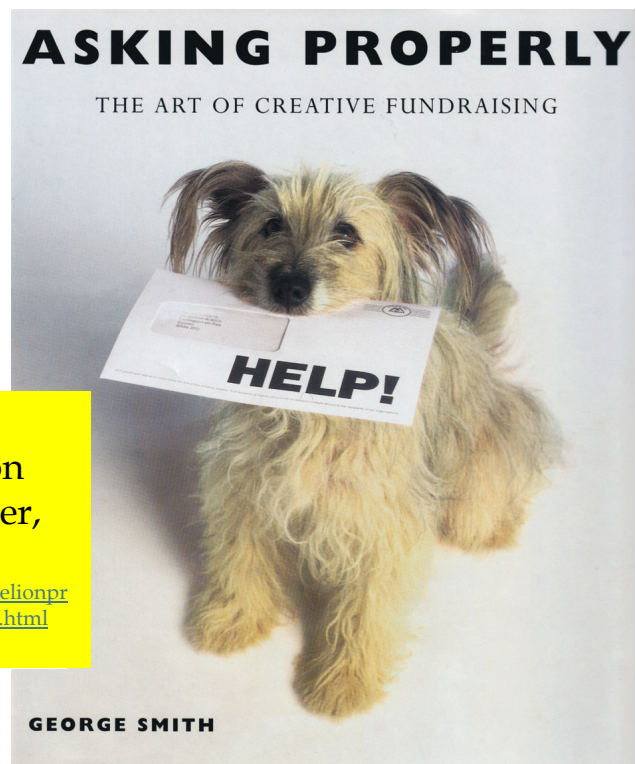
Asking Properly is provocative, refreshing and, above all, highly instructive. Read it, apply its lessons and it will enable you to raise more money, more happily. Only George Smith could have written this. We should all be glad that he has.

“Asking Properly, George Smith's book on creative fundraising, is the one most likely to be stolen from the Bluefrog library. If you are interested in great copywriting, I suggest you get yourself a copy.”

Mark Phillips

For more information and to order, click [here](http://www.whitelionpress.com/WLPAsk.html):

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