

L o r i



a c o b w i t h

Where your mission  
meets its match.

## Sources and Recommended Reading List

### Money

*The Soul of Money*, Lynne Twist, W.W. Norton & Company Inc., 2003.

*The Energy of Money: A Spiritual Guide to Financial and Personal Fulfillment*, Maria Nemeth PhD., Ballantine Wellspring, 1999.

*Creating Affluence: Wealth Consciousness in the Field of All Possibilities*, Deepak Chopra, New World Library, 1994.

*Rich Dad, Poor Dad – What the Rich Teach Their Kids About Money That The Poor Do Not!*, Robert Kiyosaki and Sharon Lechter, Warner Books, Inc. 1997.

*The Trance of Scarcity*, Victoria Castle, Sagacious Press, 2006.

### Fundraising

*Donor-Centered Fundraising: How to Hold On to Your Donors...*, Penelope Burk, 2003.

*Asking: A 59 Minute Guide to Everything Board Members, Volunteers & Staff Must Know to Secure the Gift*, Jerold Panas, Emerson & Church Publishers, 2009.

*The Fundraising Habits of Supremely Successful Boards*, Jerold Panas, Emerson & Church Publishers, 2010.

*Forces for Good: Six Practices of High-Impact Nonprofits*, Leslie R. Crutchfield & Heather McLeod Grant, 2009.

*The Mercifully Brief Real World Guide to...Raising Thousands if Not Tens of Thousands) of Dollars with Email*, Madeline Stanionis, Emerson & Church Real World Guides, 2006.

*The Pollyanna Principles*, Hildy Gottlieb, Renaissance Press, 2009

*Raising More Money: A Step-by-Step Guide to Building Lifelong Donors*, Terry Axelrod, RMM Publications, 2000.

*The Relentlessly Practical Guide for Raising Serious Money: Proven Strategies for Nonprofit Organizations*, David Lansdowne, Emerson Church, 2005.

*Yours For the Asking: An Indispensable Guide to Fundraising & Management*, Reynold Levy, President, Lincoln Center for the Performing Arts, Wiley & Sons, 2008.

## **Business**

*The E-Myth Revisited: Why Most Small Businesses Don't Work & What To Do About It*, Michael E. Gerber, 1995.

*The Go-Giver – A Little Story About A Powerful Idea*, by Bob Burg & John David Mann, Penguin Group, 2007.

*Good to Great and the Social Sectors*, Jim Collins, 2005.

*Linchpin*, Seth Godin, Penguin Group, 2010.

*Switch, How to Change Things When Change is Hard*, Chip Heath & Dan Heath, Crown Publishing, 2010.

## **Story Telling**

*Not Quite What I Was Planning – Six Word Memoirs by Famous & Obscure Writers*, Edited by Smith Magazine, Harper Perennial, 2007.

*The Power of Personal Storytelling – Spinning Tales to Connect With Others*, Jack Macguire. Tarcher/Putnam, 1998.

## **Internet**

*Trust Agents – Using the Web to Build Influence, Improve Reputation, and Earn Trust*, Chris Brogan & Julien Smith, John Wiley & Sons, Inc. 2009.

## **Donor Database**

Trail Blazer Campaign Services, Inc. [www.trailblz.com](http://www.trailblz.com)

## **Blogs and other Resources** (more listed on Lori's blog page)

"With"isms from Lori [www.lorijacobwith.com/blog](http://www.lorijacobwith.com/blog)

Amy Sample Ward's Version of NPTEch <http://amysampleward.org/>

Beth's Blog: How Networked Nonprofits Are Using Social Media to Power Change  
<http://www.bethkanter.org/>

Katya's Nonprofit Marketing Blog <http://www.nonprofitmarketingblog.com/>

Nonprofit Movie Monday's <http://www.501videos.com/501/video.html>

Pamela's Grant Writing Blog <http://www.pamelasgrantwritingblog.com/>