



Let's Have Lunch Together: How to Reach Out and Build More Powerful Relationships

Marshall Howard

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Buy this groundbreaking book... Then follow the steps and never eat lunch alone again! Dr. Tim Seiler, Dir., Public Service/The Fundraising School, Center on Philanthropy at Indiana Univ. This learning novel reveals the secrets and how-to's that turn boards and supporters into legions of powerful mission partners. Imagine having more influential, well-connected volunteers on your fundraising team. Imagine generating millions without spending a ton of extra time, money or making big changes. Follow the story of Oscar, an Exec. Dir. who tries everything to move his organization to the next level. Oscar could easily raise a lot more money and get more of what he wants. He's smart, works hard and is deeply committed. There's one thing stopping him: Oscar can't build strong relationships with enough of the right people. He thought he knew all about relationships - until things took a downturn. He needed answers quickly and discovered the secrets to more powerful partnerships. Now, his organization and his life are on the upswing. Reviewers say This little book is full of golden nuggets that make a big difference, exceptionally beneficial for the seasoned veteran and the novice fundraiser. In a few hours, read this fast-paced story and learn the how-to's of power relationships. Most fun I have ever had being trained, captured my heart, then my mind. Tim Reese, Exec. Dir., Cal-Nev Community Action Partnership Made me re-think the way I do things, gave me the how-to's. It is required reading in our fundraising courses. Dr. Matthew Jendian, Ph.D., Amer. Humanics, CSU Fresno I found this a transforming book. Highly recommended. Gary B. Grant, Dir. Major Gifts, National Alzheimers Association Food for the Gods. Kudos for removing the mystique. DeNelle Ellison, Dir. Fund Development, Sacramento Urban League If you don't have the chance to hear Marshall speak, make this your relationship-building Bible. Bob Olson, VP, Medical Foundation

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