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It is critical that the organization -- board, staff, advisors -- agree that endowment-building is an invaluable step in capacity-building and sustainability. This means that there is buy-in across the organization for a program focused on deferred gifts; in my experience this is not easy to accomplish because it means spending money and time on "something" that won't be immediately apparent on the annual bottom line.

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Essentials of Endowments: Endowment Building February 12, 2014 7:50 am April 12, 2019 7:57 am Part of the Nonprofit Essentials series, Diana S Newman's describes this book as the guide she wished she had at the start of her career.

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