

# IS FUNDRAISING FUN FOR YOU?



Are your board members beating down your door with new donors that are ready to make a gift? If that's not your reality yet, Ask Without Fear! by author, speaker, and fundraising expert Marc A. Pitman is for you!

In this fun, easy-to-read book, he:

- EXPLAINS IN A STEP-BY-STEP, EASY TO REMEMBER PROCESS HOW TO BUILDING AUTHENTIC RELATIONSHIPS WITH YOUR DONORS - AND HELP THEM CONNECT WITH YOUR CAUSE IN THE WAY THAT MATTERS MOST TO THEM!
- IDENTIFIES TIME-TESTED RESEARCH TOOLS TO HELP YOU PLAN YOUR FUNDRAISING CAMPAIGN!
- EXPOSES THE 7 MOST COMMON FUNDRAISING MISTAKES - AND HOW TO AVOID THEM!
- SHOWS HOW TO BECOME SKILLED AT IDENTIFYING A PERSON'S PERSONALITY TRAITS AND TAILORING YOUR MESSAGE TO FIT THEIR PERSONALITY - EVEN ON THE FLY!

Ask Without Fear! helps you move your fundraising from a static, one-way, organization-centered monologue to a dynamic, donor-centered, two-way dialogue. Whether you work for a not-for-profit or volunteer for one, this book gives you the tools to raise serious money for your favorite cause!



"Get REAL" will take on new meaning for board and staff members who read this book. Readable, on point, filled with memorable stories and well-tested practices, this little book is a great addition to the field of pragmatic advice to those looking for more successful engagement in fundraising."

- Kay Sprinkel Grace, Principal, Transforming Philanthropy and author, Beyond Fundraising

"I enjoyed 'Ask Without Fear!.' Marc has taken a subject that has been written about often and given it a new twist. Clearly, his effort is a work of passion and love. My hat is off to him."

- Jerry Linzy, Senior Managing Partner, Jerold Panas, Linzy & Partners

"Marc is a skillful and knowledgeable coach, and a true expert on fundraising. He provided very helpful fundraising advice to a nonprofit where I serve on the board. If you need someone to assist with any area of fundraising, Marc is your guy!"

- C.J. Hayden, Author, 'Get Clients Now!'

"This short, practical book gives you a series of step-by-step methods to raise more money, faster and easier than you ever thought possible."

- Brian Tracy, Author, 'The Psychology Of Selling'



Marc A. Pitman is the founder of fundraisingcoach.com and the creator of the popular Creating Donor Evangelists Audio Program. Convinced that "fundraising is an extreme sport," he has raised millions of dollars for education, arts, and healthcare organizations. A popular speaker, a skilled coach, and an expert cited by media outlets like Reuters, Marc loves infecting others with the joy of fundraising.



Design: Jared Swafford www.swingfromtherafters.com

ASK WITHOUT FEAR!

PITMAN

EXECUTIVE BOOKS

10,000 COPIES IN PRINT!



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A SIMPLE GUIDE TO  
CONNECTING DONORS WITH  
WHAT MATTERS TO THEM MOST



MARC A. PITMAN