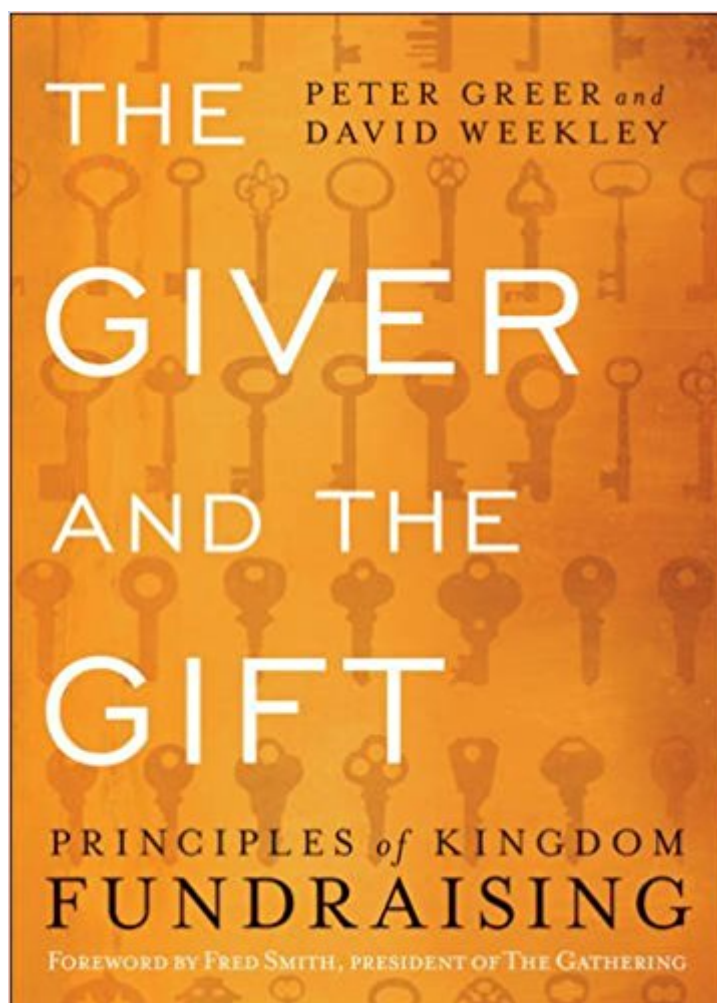


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# The Giver And The Gift: Principles Of Kingdom Fundraising



## Synopsis

A Relational Approach to Fundraising For many people, fundraising has become a dirty word. Conjuring images of guilt-inducing gimmickry, the predominant model saps the joy from both the donor and the receiver. But what if fundraising has the potential to be good for the giver, not just the recipient? What if it's about love and service, not just "What's in it for me?" These are the questions that Peter Greer, president and CEO of Hope International, and David Weekley, one of America's most influential philanthropists, answer in *The Giver and the Gift*. Based upon their own relationship and experiences, *The Giver and the Gift* outlines a Kingdom perspective on fundraising. Instead of guilt, there is gratitude. Instead of obligation, joy. It's time to dismantle certain shaky beliefs and practices, energizing a new generation of generosity. "How does fundraising become a Kingdom partnership, instead of just the transfer of funds? As a person who has spent years in the middle of these partnerships, I found the book fresh, clear, and extremely helpful." --Denny Rydberg, president of Young Life

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A Relational Approach to Fundraising For many people, fundraising has become a dirty word. Conjuring images of guilt-inducing gimmickry, the predominant model saps the joy from both the donor and the receiver. But what if fundraising has the potential to be good for the giver, not just the recipient? What if it's about love and service, not just "What's in it for me?" These are the questions that Peter Greer, president and CEO of Hope International, and David Weekley, one of America's

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Peter Greer ([www.peterkgreer.com](http://www.peterkgreer.com)) is president and CEO of HOPE International, a global nonprofit focused on addressing both physical and spiritual poverty through microfinance. He has a master's degree in public policy from Harvard's Kennedy School. Peter speaks regularly to large audiences, including at conferences like Catalyst and Passion. Peter lives with his wife and three children in Lancaster, Pennsylvania. David Weekley is chairman of David Weekley Homes, the largest privately owned homebuilder in America. While still responsible for his business, David allocates 50 percent of his time and income to nonprofits. David lives with his wife in Houston, Texas.

We read this book as a development team at our recent annual retreat. Peter Greer and David Weekly do a tremendous job at laying out extremely important themes worth discussing if you want to get closer to God's heart in giving.

For both donor and receiving organization, clear challenges and accountabilities Well written....thought provoking book. recommended reading for donors and for non-profits

I read this book along with a ministry partner of mine and through it our friendship and partnership have greatly benefitted. Highly recommend this book.

Great book.

The book is easily read in a short period of time (98 pages). It is straightforward and gives many great ideas on both giving to an organization and receiving from generous donors. Stories show how each point made has made a difference and there are thought provoking discussion questions at the end of each chapter to help evaluate where you are and what truly makes a difference to you. Even if you are not fundraising specifically, "The Giver and the Gift" can be used to guide your

giving to your church and other organizations and as a receiver of giving, it can show you how to better engage those who believe in your church or organization.

A refreshing book that dives deeply into both perspectives and the interconnected relationship between funder and fundraiser. It was immensely helpful for me as I've been working in the nonprofit space for over 10 years and needed to hear many of the Kingdom principles that guide both of these men in their relationship to one another, to their callings and to the communities they serve. Key bullets of wisdom that will remain with me are:- transformational vs transactional- humble transparent follow up on goals/impact even when objectives aren't met..."honesty is indispensable"- "less concerned with short-term wins and more concerned with long-term relationships"- focus on attrition rate of supporters when evaluating the health of development team- fundraising as an offer, not an ask- "we shouldn't throw money at nonprofits without helping them to perform more effectively"- grace for imperfections while at the same time striving for perfection- "giving is a spiritual exercise that demands us to reckon with where we truly place our hope"- "iron sharpens iron"...give and work in community that strive for long-term relationships that create sustainable impact These are just a few, but ultimately I want to thank both men for sharing so transparently. The book definitely stirred some previously dormant motivations from my faith that I had misplaced along the journey. It also challenged me to share my shortcomings/failures and to see those as opportunities to grow as both men did in their own stories. Worth the read!

I have been in fundraising for over 20+ years and have read numerous books and attended many conferences. The Giver and the Gift provides a refreshing view for those involved with transformational giving. Weekley and Greer weave a perspective that is often overlooked and invaluable to our profession. Thank you for taking the time to discuss what the true meaning of giving is and what is could be with the right perspective.

An excellent reminder of the value of relationships in aligning passion with purpose! A great read for anyone who takes seriously the ministry and privilege of fundraising. A great Christmas gift for your development team or new donors who are curious as to what kingdom fundraising is all about!

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