



Find a Fundraising Job FAST



Excerpted from
The Wild Woman's
Guide to Fundraising

Mazarine Treyz

Table of Contents

How to Get a Fundraising Job, FAST!.....	3
Why Fundraising?.....	3
Why help fundraise? Why get involved? What's your motivation?.....	4
My Story.....	6
Now Let's get to know YOU!.....	6
Skills and Talents You Need.....	7
Your Family Background.....	8
Your Current Comfort Level with Fundraising.....	11
Let's learn more about you!.....	13
Getting That Fundraising Job.....	15
Online Resource List for Jobs.....	16
Social Networks & how they help you find a job: LinkedIn.com.....	18
Research Your Organization.....	19
Write Your Ten Stories.....	20
Example Skills Story.....	21
Writing your Fundraising cover letter.	22
Interview Questions.....	25
The Money You'll Make.....	27
Q and A.....	28
Conclusion.....	30

How to Get a Fundraising Job, FAST!

(this is an excerpt from my fundraising book, *The Wild Woman's Guide to Fundraising*)

Why Fundraising?

If you thrive on change, making a difference in the world, and constantly building your skills, fund raising may be the career for you! Be warned, a lone fundraiser is like a marketing department, grantwriter, events coordinator, copywriter, outreach coordinator, volunteer recruiter and designer all rolled into one.

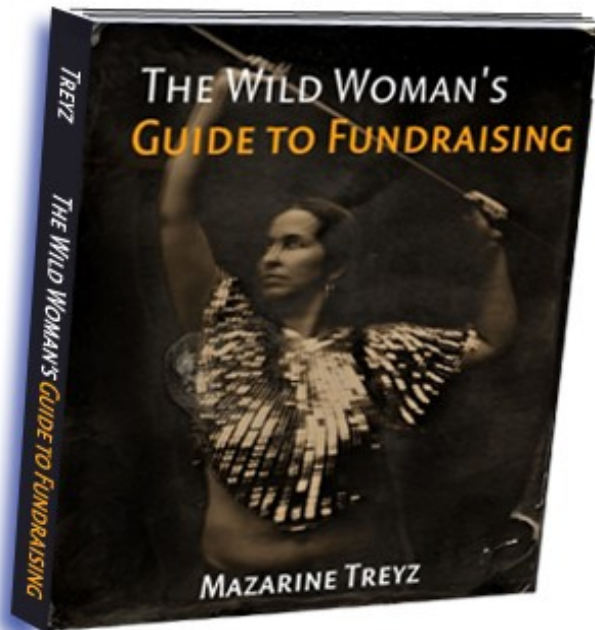
Fundraising covers all of these bases in most small to mid-sized nonprofits. sometimes people will say, "Hey, that's marketing, that's not fund raising!" But it's ALL RELATED. Good PR in the local paper or on the TV will lead to more donations to your cause. Tabling at a local nonprofit fair will net you new volunteers for your organization, resulting in money saved, which is also fund raising! Designing and writing the annual report will give you a sterling marketing piece to send to funders, which is ALSO fund raising!

Fundraising as a field will nurture your creativity, allow you to realize the concrete value of your efforts, learn the true meaning of gratitude, and help your cause succeed!

The truth is, there will never stop being a need for development professionals. Development professionals are different from others working in the nonprofit sector, because often they are called upon to do anything and everything in a nonprofit, including outreach, volunteer management, event planning, marketing, graphic design, direct mail, and even running the nonprofit when the leader is incapacitated. This may sound daunting, but to be a development professional, all you need is a passion for the mission, writing skill, and the willingness to learn whatever is necessary to achieve your goals!

A little-known fact about development is that it takes a year to a year and a half for a development staff person to really hit their stride, to be

able to fundraise effectively, and talk about the organization in a clear and compelling way. So relax, there is a lot to learn, but you have a lot of time, and you can do it!



Why I wrote the Wild Woman's Guide to Fundraising:

Because the world needs more realistic optimists.

Because there are so many good causes, and so few fundraisers!

Because you can change the world with the tools that you have right now.

I wrote this book to be the fun primer to fundraising that I never had. It is not an in-depth look at one particular thing, but a general overview of what fundraising is, how to do it, how to get a job, and what is

out there. I hope this small section of my book will be helpful to you, and I encourage you to buy my full e-book, take courses and seek out other books that will help you even more.

Why help fundraise? Why get involved? What's your motivation?

Here's mine.

Did you know that there are 100 million missing women in the world?

Nicolas Kristof of the NY Times writes, "[Amartya Sen](#), the ebullient [Nobel Prize](#)-winning economist, developed a gauge of gender inequality that is a striking reminder of the stakes involved. "More than 100 million women are missing," Sen wrote in a classic essay in 1990 in The New York Review of Books, spurring a new field of research. Sen noted that

in normal circumstances, women live longer than men, and so there are more females than males in much of the world. Yet in places where girls have a deeply unequal status, they vanish. China has 107 males for every 100 females in its overall population (and an even greater disproportion among newborns), and India has 108. The implication of the sex ratios, Sen later found, is that about 107 million females are missing from the globe today.”

“The global statistics on the abuse of girls are numbing. It appears that more girls and women are now missing from the planet, precisely because they are female, than men were killed on the battlefield in all the wars of the 20th century. The number of victims of this routine “gendercide” far exceeds the number of people who were slaughtered in all the genocides of the 20th century.”

I want to help women end global oppression. It all begins with us. If the above passage doesn't make you mad, you might want to check your pulse.

Think of the missing women. Think of the women enslaved in brothels in Asia, think of the babies that never get born because the family found out it was a girl. Think of the girls who, once born, do not receive equal medical or educational treatment compared to their male siblings. Are you ready to work for change, to do something about the world we live in, to make it better? If so, read on.

If you're just starting in development, you may already have volunteered at an organization that works on an issue you care about.

If not, then go for it! Volunteering at an organization is a way to get your feet wet, decide if development work is for you, and if you care enough about the cause in particular to talk/write persuasively about it. So pick a cause that you care about. Go on an informational interview, research and interview people at various nonprofits about their work. If you like what they have to say, apply to be a volunteer.

My Story

My cause is women. That is why I majored in gender studies, to work towards equality for women all over the world. For instance, I believe in a woman's right to choose, and so I became an intern at Planned Parenthood after college. I rode the train into New York every day and came up with research on the different Planned Parenthood affiliates around the country and what they had done with the grant money they got. One place sent me the design for a drive-thru birth control! That picture became the front cover of the annual report. They paid me a \$200/month stipend to cover my train fare, and I lived with relatives. But it was fun, and I got my first experience with development.

After that experience, I lived in Indonesia for a little while, volunteered at a baby orphanage and in the slums of Jakarta, saw the most extreme poverty I had ever seen in my life, and wrote my first nonprofit newsletters and a grant.

When I came back to America, I started taking Development courses at the Foundation Center, and reading everything I could get my hands on.

Then I started my own consulting business, helped cofound a nonprofit, worked for some other nonprofits, and the rest is herstory!

Well, there's more to it than that, but that's a story for another time.

You're making a good start with this free ebook, but I encourage you to get the full book to really get a sense of what Development is all about, and how to succeed in each area of Development.

Now Let's get to know YOU!

What are your skills?

Let's get to know your family background, your history with money.

Let's get to know what makes you feel alive.

We'll help you find your passion, and find your cause.

Finally, we'll help you find your areas of comfort and challenge in fundraising tasks.

Skills and Talents You Need

Entrepreneurship

Increasingly, the skills and qualities needed most by development professionals are the same ones required for budding entrepreneurs:

1. **The willingness and ability to learn** whatever new tools are available, including, but not limited to: virtual events, youtube videos, online auctions, e-newsletters, website editing, etc. You picked up this book! You're on the right path!
2. **Flexibility**-you may be asked simultaneously to make an appeal letter happen, from start to finish, write thank you letters to donors, call major donors and ask them for money, make a video for use at speaking engagements, and run a festival.
3. **Integrity**-this is the ability to stick to your values. To say no and stick by that. To become involved in the decision-making at your organization, on every level, on whether to start a new program, or involve all employees in fundraising. To research development salaries in your region and echelon and demand what is rightfully the worth of your work. To never work on commission.
4. **Ingenuity**-To always be on the lookout for new streams of revenue, new income, for your organization, by any means necessary.

I questioned veteran fundraisers, and asked them, “Which skills and talents most contributed to your success?”

THIRST FOR LEARNING, LOW BOREDOM THRESHOLD, TOUGH, GOOD BOUNDARIES!

TENACITY, STUBBORNNESS, TOUGH, A SURVIVOR, CAN HAVE GOOD BOUNDARIES, BE WHAT THAT PERSON NEEDS TO HEAR. Theater HELPS! BE ABLE TO READ PEOPLE.

DRIVE TO TAKE INITIATIVE, INTUITION, INTEGRITY, AGILITY IN COMMUNICATION, UNDERSTANDING BASIC ECONOMICS/ANTHRO AS A BUSINESS

GET IT DONE, POSITIVE ATTITUDE, BE A CHAMELEON.



Your Family Background

Let's get to know your family background, your history with money. Circle which one applies to you.

Growing up, I lived in

A house

A condo

An apartment

A non-traditional dwelling

The people who raised me were

My mom and dad

Step-parents

My grandmother &/or grandfather

My relatives

Other people

In my family of origin,

we always had enough money

we usually had enough money

we barely had enough money

we never had enough money

When I needed something for school

we could usually buy it
we could sometimes buy it
we could never buy it

I had

No brothers or sisters
Siblings and I had my own room
One sibling and we shared a room
Two or more siblings and we shared a room

Our class was

Upper class
Middle Class
Lower Middle Class
Working Class

When I am around people of a different socioeconomic class than I am, I feel

Comfortable
Neither comfortable nor uncomfortable
Uncomfortable

What did this exercise teach you?

What kind of people are you comfortable with?

What assumptions do you make when you meet people?

What are some ways you can think of that you could get more comfortable with people of different socio-economic backgrounds?

Could you volunteer in a soup kitchen?

Could you attend a gala?

Could you go to your next Chamber of Commerce meeting?

This exercise is meant to teach you what your assumptions are, who you feel comfortable with, and how to get outside your comfort zone. You need to feel comfortable talking to all kinds of people in most development roles.

Your Current Comfort Level with Fundraising

Rate yourself in how comfortable you are with these fundraising tasks, one is totally uncomfortable, and ten is completely at ease.

Writing a letter to say thank you for giving money

1 2 3 4 5 6 7 8 9 10

Call people to say thank you for giving money

1 2 3 4 5 6 7 8 9 10

Use texting to ask people for money

1 2 3 4 5 6 7 8 9 10

Use twitter or facebook to ask people for money

1 2 3 4 5 6 7 8 9 10

Write a blog post to ask people for money

1 2 3 4 5 6 7 8 9 10

Write an email to ask someone for money

1 2 3 4 5 6 7 8 9 10

Write a grant proposal to ask people for money

1 2 3 4 5 6 7 8 9 10

Write a letter to ask someone for money

1 2 3 4 5 6 7 8 9 10

Write a letter to ask a corporation for money

1 2 3 4 5 6 7 8 9 10

Hold a party at your house where you will ask people for money

1 2 3 4 5 6 7 8 9 10

Hold a large event where the speaker will ask people for money

1 2 3 4 5 6 7 8 9 10

Make a speech asking people in the audience for money

1 2 3 4 5 6 7 8 9 10

Ask a stranger for money face to face

1 2 3 4 5 6 7 8 9 10

Call on the phone to ask a stranger for money

1 2 3 4 5 6 7 8 9 10

Ask someone you know for money on the phone

1 2 3 4 5 6 7 8 9 10

Ask someone you know for money face to face

1 2 3 4 5 6 7 8 9 10

What did this exercise teach you?



Which fundraising strategy works best for you right now?

Where would you like to grow?

Write your responses below.

Before your makeover into A One Woman Money Machine,



Let's learn more about you!

So, who are you? What do you want?

Where have you headed yourself?

What do you want monetarily?

What do you want to do?

What is a strength that you have?

What is a challenge for you?

What is a cause that you are passionate about?

There are no right or wrong answers.

Landing the first job can be tricky. This ebook teaches you how to put your skills, traits and talents in the best light, including skill story creation, cover letter creation, which fundraising jobs will fit your personality, and basic networking tips.



Notes

Getting That Fundraising Job

What is it? This is where you get to figure out where you want to be.	When to do it: All the time.
You'll need: Access to the internet, Skills stories, A resume, A cover letter, RSS job feeds. Account on guidestar.org to research your potential nonprofit. Ability to ask tough questions.	What to do: Write skills stories about your strengths. These don't have to be about fundraising. Make your resume highlight these strengths. Find jobs on the internet. Write your cover letter with their job description in front of you. Address how you will satisfy most of their requirements in bulleted list form.

Objectives

Find the fundraising job that will fit you.

Walk in like a potential executive director. Figure out what this organization's strengths and weaknesses are.

Learn to research an organization.

Learn what questions to ask.

Learn what they will ask you.

Key words and concepts,

Skill Stories

RSS feeds help you find a job.

A two way interview.

Top Tip: Do one thing every day to move you closer to your goal of development.

HOW TO GET INTO DEVELOPMENT:

Would you be willing to volunteer at a nonprofit development office either as a board member or intern to gain the necessary experience? If not, options are open to you. You can start out at an entry-level position as a "Development Assistant." Or you can take classes, do some pro-

bono work and ramp up to being a "Development Consultant."

A good fundraiser looks for ways to improve their existing system. A great fundraiser is always reading on the internet, looking at books, and taking courses to learn up to the moment information on fundraising, events, donors, grant research, netraising, grant writing and more.

Which one are you?

Check out my presentation on your fundraising personality.

<http://www.wildwomanfundraising.com/whats-your-fundraising-personality/>

This has a list of most fundraiser job titles, and what personality style and skillset is expected with each job.

Online Resource List for Jobs

Where do you look?

Bridgestar Focus: Non Profit Management Area: USA, Europe, Asia, Africa Cost: Free http://www.bridgestar.org/	Job Bank - Philanthropy North West USA Focus: Non Profit + Philanthropy Area: North West USA Cost: Free http://services.philanthropynw.org/job-bank/Default.htm
Jay's Fundraising Jobs Focus: Fundraising Area: USA Cost: Free http://jaysfundraisingjobs.wordpress.com/	Austin Greenlights Area: Austin, Texas Focus: Nonprofit Cost: Free http://www.greenlights.org
Craigslist.org (for your city) Area: Generally USA, also international Focus: All jobs Cost: Free http://craigslist.org	TANO (Texas Assoc. of Nonprofit Orgs) Area: Texas Focus: Nonprofit Cost: Free http://Tano.org
Association for Fundraising Professionals Focus: Fundraising Area: National Cost: One year membership	Willamette Valley Development Officers Focus: Fundraising Area: Oregon Cost: One Year membership

http://afp.org	http://wvdo-or.org
Nonprofit Professionals Advisory Group Focus: Fundraising Area: National http://nonprofitprofessionals.com	Nonprofit Coop Focus: Nonprofit Area: National, emphasis on CA, PA, New England http://www.nonprofitjobscoop.org
Cultural Alliance Focus: Philadelphia Cost: Free http://www.philaculture.org/jobbank	NPO.net Focus: Non-Profit + Philanthropy Area: Chicago + USA Cost: Free http://www.npo.net/
DeepSweep.com Focus: Non-Profit Executives Area: USA Cost: Free http://www.deepsweep.com/	Non Profit Employment Focus: Health + Non-Profit Area: USA Cost: Free http://www.nonprofitemployment.com/healthjobs/todaysjobs.cfm
Devex.com Focus: Non-Profit + Development Area: International Cost to View: Free http://www.devex.com	NonProfit Oyster Focus: Non Profit + Philanthropy Area: USA Cost: Free http://www.nonprofitoyster.com/
Feminist.org Focus: Feminist jobs Area: National, focusing on DC Cost: free http://www.feminist.org	OpportunityKnocks.org Focus: Non Profit + Philanthropy Area: California + USA Cost: Free http://www.opportunityknocks.org/
EuroBrussels Focus: Policy + Non Profit + Philanthropy Area: Europe Cost: Free http://www.eurobrussels.com/	PeopleUnlimited Focus: Non-Profit + Philanthropy Area: United Kingdom Cost: Free http://www.charitypeople.co.uk/
HSCareers.com Focus: Human Service, Social Service, Non-Profit Jobs Area: USA Cost: Free http://www.hscareers.com/	CNRG Digest Focus: Social Service + Non Profit Area: Portland, OR Cost: Free http://www.cnrg-portland.org

Idealist.org Focus: Non-Profit + Development Area: USA + International Cost: Free, but you have to sign up. http://www.idealist.org	The Chronicle of Philanthropy Focus: Philanthropy + Non Profit Area: USA Cost: Free http://philanthropy.com/jobs/
	Go to Town! I recommend making RSS feeds for craigslist, and indeed.com.

Then familiarize yourself with RSS feeds, and create your own, if you don't already have one, with Netvibes or iGoogle. Free services. Definitely worth your while.

If you want me to walk you through it, step by step, see my presentation on Finding a Fundraising Job.

<http://www.wildwomanfundraising.com/are-you-looking-for-a-fundraising-job/>

Most development job ads do not make it into your local paper, or hotjobs, or monster.com!

You can try the Chronicle for Philanthropy, but those are mostly Development Director jobs, and you're not quite there yet!

Sometimes, development jobs arise after you've volunteered at a nonprofit for awhile. So consider a development internship for three months, or volunteering, to see if you like the place, the pace of the work, and the different tasks.

Find a development heroine (like Kim Klein) or find a local hero or heroine and go for an informational interview, and ask them how they got involved in development. Once you're in development for five years, you're eligible to become a CFRE, which adds a level of credibility to your resume.

Social Networks & how they help you find a job: LinkedIn.com

What is Linked In? Can it help you find a job? If so, how?

LinkedIn is a place to put your resume info. It is also a place to tell

people what you're looking for, and join groups related to your interests. You can also link your twitter feed, your blog, and powerpoint presentations for people to get a sense of you. If you're curious about an area of fundraising, research it, and make a Powerpoint/Google Slides presentation about it.

You connect with people already in your email address book. You can see who you are connected with, and who they know. You can also find people you went to school with, or used to work with. Former managers or coworkers can recommend your work here.

It doesn't matter how awkwardly you begin as long as everyone can see you stumbling in the right direction. To begin in this field, you might want to take a course at the Foundation Center, at your local community college or adult education center. Marketing, grantwriting, or communication courses are all relevant to this field.

Research Your Organization

When researching your potential organization that you'd like to work for, you MUST

Check out the Organization at <http://Guidestar.org>

You can create a free profile and view budget information for practically ANY nonprofit.

Look at their 990 form specifically.

How much do their top staff make? How much did they raise last year?

The year before?

Do they look like a healthy nonprofit, or an ailing nonprofit?

If they look like an ailing nonprofit, visit their website. How would you change what they're doing to make them more successful?

Figure out their three problems that you can help them solve.

Write Your Ten Stories

In fundraising you have to be a deep generalist, who can do everything.

Every job you've ever had, think about what you can take from it.



Ask yourself:

What are ten traits that I am proud of?

Tenacity? Resourcefulness? Creativity? Great writing skills?

Write them here.

What are ten stories that illustrate those traits?

Now ask yourself,

What is my vision?

What is my purpose?

What are my values?

You have created the seed of your reason for being in development, and your cover letter. Your passion and talent will shine through, now that you have your stories.

Example Skills Story

Skills: Resourceful, research, intelligence, execute, follow-up

What I did: Created new jobs and opportunities for The Gentle Muses (harpists in Boston area) by connecting with social daycare organizations for the elderly

How I did it:

I generated ideas for leads based on a chance conversation

I listened to what harpists at the Gentle Muses wanted to do, and where they wanted to work.

I proposed to call 10 centers for each harpist, and help harpists reach their outreach goals

I researched names, addresses and phone numbers of social daycare centers in their geographic foci

I created a brochure for the harpist's services

I cold-called, mailed, and followed-up with over 100 social daycare centers

WOW!

Gentle Muse harpists got 20 new recurring jobs as a result of my resourceful research, execution, and follow-up!

Writing your Fundraising cover letter.

It's a sandwich.

Bread: Your lead in

Filling: Your capabilities

Bread: Your closing.



Your experiences might be valuable in this field even before you get to high school. Come up with some stories that illustrate how and why you care about this particular cause.

The first paragraph should grab the reader, should speak to your passion for their mission.

Write your sample first paragraph here.

Filling: Your cover letter should address most if not all of the major responsibilities of the position.



Bullet or List each area where you have strength. Is it Events? Major Gifts? Letters? Bold it and explain why. If you have metrics, this is the place to put them.

The last paragraph should again address why you want to do this, not just because “it's a good cause” but because you've got a personal connection to what they do.



Write your sample last paragraph here.

Interview Questions



At the interview: Questions you ask them.

What is the focus of the strategic plan right now?

What is the focus of the development plan?

Who was the person previously in this position, and what happened to them?

For your boss: What is your management style?

What sort of person are you looking for in this position?

How often are there supervisions and staff meetings?

For ED: How much of your job is currently major gifts, and how much would you like it to be?

For ED: what are your priorities right now? Advocacy? Allocation of state funds? Collaboration? Maintaining the level of service, but not expanding?

For ED: What are some difficult decisions that need to be made?

Staff cuts? Budgets? Funding cuts?

How active is the board in fundraising?

What engagement strategies have worked best with them?

Are there any transitions at the board level right now?

How much was raised last year in grants? In major gifts?

How much was raised, total?

How often are mailings sent out?

What database do you use?

How do you currently identify and cultivate major donors?

How much would I be expected to raise in the first year?

What is the range of compensation for this position?

When would this position be expected to start?

When can I expect to hear from you?

And remember to read my post on how to find out if your boss is a bully.

<http://www.wildwomanfundraising.com/elementary-dear-interview-find-boss-bully/>

The Money You'll Make

Development is like fundraising, marketing, and outreach all rolled into one. When you work at a small nonprofit, your job will probably encompass all of these things. When starting in development, here's how you'll get paid. Hourly. How much you are paid hourly is up to you. In time, you, as a consultant, can make upwards of \$100 per hour. So start at \$20 and go up from there as you have more and more successes.

If you are researching how much a nonprofit is likely to pay you, then get yourself an account at guidestar.org. This website is an invaluable resource, especially for financial information about nonprofits. You can see what the Executive Director and most highly paid staff make, and you can see, in black and white, what their fundraising numbers look like, and get an idea of what you're walking into. If they expect you to raise \$1 million dollars in the first year, and they are only at a \$500,000 budget the previous year, you can help them realize that their ideas are unrealistic, and manage their expectations on what is possible.

If a small nonprofit offers to "write you into a grant" or give you a "percentage" of money you raise, do not accept these terms. Think about it this way. Is a doctor paid based on how many lives she saves? No. She is paid no matter what she does. She tries and does her best with the knowledge and tools that she has. Is a daycare worker paid based on how many smiles he creates in the children that he works with? No, this is just a happy side effect if he is good at his job. One hopes that the doctor saves lives, and the daycare worker creates smiles, but they are paid no matter what. The same is true for a fundraiser. Even if a fundraiser does not raise you a ton of money to start with, they will be helping your organization work towards raising that ton of money, by creating a snappy image for your organization, or a development plan, or

appeal letter, or a grant proposal, or website text, or or or... you name it.

Q and A

Questions and Answers from Fundraisers: In terms of training, what has been most beneficial in advancing your career?

PEOPLE! -Learning from the people that you're working with. Finding good people to work with. Average length of development positions are only 8-12 months. You need to get over the hump of the first year, and then you'll be in a good position to succeed. If you end up in a situation that's not great, then definitely move on. Work with people you can look up to and learn from. People who inspire you and are positive and optimistic and take your work seriously. People who set large goals and we work to meet the goals.

DIVERSIFYING!-Diversifying over the long term is good, work doing special events, annual fund, and face to face visits, and capital campaigns, and planned gifts, and have an understanding of finances. Keep it fresh and exciting as your career moves on. You could move into a program director or executive director role. **KNOW YOUR STRENGTHS.** You can work on your weaknesses, and **PLAY TO YOUR STRENGTHS** and refine those further, they can take you through your career. Professional development, networking or volunteer for AFP. Get groups of friends to call upon in times of need, what do you think of this? What would you do in this situation? Take as many things on as you can. Volunteer for something, especially for something that you're afraid of. Stretch. If you're not scared, it's not big enough! If you're not scared, you're not growing! The more you have in your bag of tricks, the more you can resist trends and changes. Diversifying your skill base helps you resist staffing changes. It will help you resist funding trends. The more you can pull on to be creative, the better. If you can talk on the phone, great! Learn to write! You can do grantwriting! Pull on bits and pieces of things that don't sound like they're really related. I'd love to explore ways to make myself more useful! That's the person that can resist downsizing, and that's the person who will be looked upon for a raise.

VOLUNTEER!-Volunteering within your own organization helps you to

see full circle with the service. It helps you be more articulate with donors, that is impressive. Balance professional development with other networking opportunities. Pick several things that you are generally interested in that set you apart from your colleagues. If you like ballroom dancing, maybe get involved in an organization that serves older adults. Take volunteering opps that serve your interests.

WERE YOU FIRED? GREAT! Some people look for if someone's been fired. In this field, you will be fired! If someone has been fired, they're tough, they're a survivor, and they can say no, and that will take you far in this field. When you're in the interview, you can say, "I learned it was a bad fit, my style wasn't that person's style, and this is what I can bring to the table."

TAKE A CLASS!-A class in Quickbooks was WONDERFUL in that it helps you talk with CFOs and it helps you write budgets. You can ask for the right report and not screw it up. CFOS are some of the most lonely people in the organization. Development people are more outgoing, usually.

SHOULD YOU GET CERTIFIED?-CFRE means Certified Fundraising Executive. You have to have at least 5 years of experience in a variety of roles, there is an application process. The website is CFRE.ORG. You can get a better salary because of a CFRE. Executive Directors generally don't generally get fundraising. Executive Directors do understand that letters behind your name means that you did something, and you take it seriously, you're in it longterm. It's useful for people who have been in development for 5-10 years. CFRE can help speed up that process to become Development Director. It gives you an idea that there is a national standard for how people do things. There's been a huge jump in the last two years in jobs that are saying CFRE preferred. Personally, I don't have a CFRE, and I don't think that it's necessary to have.

ADVANCED CFRE: Helps you present your knowledge better. For big time consultants and book writers. People who are trying to lead the field of philanthropy.

Should you get an MA in Fundraising? That doesn't necessarily make you a better fundraiser! I'd rather have a track record, someone who can prove that they've done stuff! Entry level jobs aren't going to be looking for that. Doubtful that we'll have a terminal degree as a requirement for being Development Director. If you volunteer and get entry level jobs, you work your way up.

Conclusion

Thank you for reading this resource. Now you have a lot more information, and hopefully, a lot more resources to find that Fundraising or Development Job, FAST.

You can find a whole fundraising primer with tools for your wild fundraising success in *The Wild Woman's Guide to Fundraising*.

Feel free to post in the forum
<http://wildwomanfundraising.ning.com>

Comment on an entry at <http://wildwomanfundraising.com>

Or just email to say hi,
info@wildwomanfundraising.com

I'd love to hear what you thought of this ebook sample and how I can improve it.

To your Wild Fundraising Success!



Mazarine Treyz
Wild Woman Fundraising

