



The Little Book of Gold: Fundraising for Small (and Very Small) Nonprofits

Erik Hanberg

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The Little Book of Gold is dedicated to helping small (and very small) non-profits unlock their fundraising potential. Avoid common pitfalls and get tips on proven methods that work.

This short guide helps new Executive Directors, active board chairs, and other key staff in charge of fundraising to learn the basics of professional and sustainable fundraising. Geared specifically for non-profits with small and very small budgets (a few hundred thousand dollars a year down to the smallest budgets).

Revised and expanded in 2011!

"It was a perfect primer for me as I prepare for a new role in my agency." -- Anne Maack, Child Start, Wichita, Kansas

"A valuable contribution to our colleagues in the nonprofit world--especially those of us in smaller organizations that do not have dedicated fund development staff."-- Jose Martinez, Executive Director, Food Bank of Yolo County, Yolo County, California

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