

A Desktop Guide For Nonprofit Directors Officers And Advisors Avoiding Trouble While Doing Good

Nonprofits must comply with stringent federal and state regulations due to their special tax-exempt status; the government's ultimate threat is revocation of a nonprofit's tax-exempt status, which usually means the nonprofit's demise. Written in plain English, not "legalese," this book provides essential guidance for those interested in starting new nonprofits, as well as valuable advice for directors of established organizations. This easy-to-read resource contains essential information on virtually every legal aspect of starting and operating a nonprofit organization from receiving and maintaining tax-exempt status to tips for successful management practices. The Fifth Edition includes updates to areas that have changed dramatically in the wake of new law. These areas include: corporate governance principles, compensation issues, private benefit doctrine, political campaign activity, the new form 990, endowment funds, and IRS audits activity. Everything nonprofits need to boot up, log on, and benefit from the Net Now revised and expanded, this easy-to-use guide is packed with the vital information and advice you need to attain--and maintain--a cyber advantage. Covering everything from computer basics to designing your own Web site, it shows you how to get connected, conduct research, raise funds, expand your outreach--with both adults and kids--electronically, and much more. With completed details on the latest technological advances, market trends, and cutting-edge tools, *The Nonprofit Guide to the Internet, Second Edition*. Surveys the most up-to-date hardware and software you need to get online Explores cyberfundraising with examples from recent online campaigns Includes a rare usage policy to help your organization get the most of the Net at your office Illustrates nonprofit best practices on the Web with case studies, charts, and screen shots Shows how nonprofits can harness the idiosyncratic to develop a unique attention-getting presence on the Web Contains a multimedia bibliography, a glossary of terms, and a directory of nonprofit-related Web sites and addresses

Use the internet like a real spy. *Untangling the Web* is the National Security Agency's once-classified guide to finding information on the internet. From the basic to the advanced, this 650-page book offers a fascinating look at tricks the "real spies" use to uncover hidden (and not-so-hidden) information online. Chapters include: Google hacks Metasearch sites Custom search engines Maps & mapping Uncovering the invisible internet Beyond search engines: Specialized research tools Email lookups Finding people Researching companies A plain english guide to interworking Internet toolkits Finding ISPs Cybergeography Internet privacy and securityand over a hundred more chapters. This quote from the authors hints at the investigative power of the techniques this book teaches: "Nothing I am going to describe to you is illegal, nor does it in any way involve accessing unauthorized data, [...but] involves using publicly available search engines to access publicly available information that almost certainly was not intended for public distribution." From search strings that will reveal secret documents from South Africa ("filetype: xls site: za confidential") to tracking down tables of Russian passwords ("filetype: xls site: ru login"), this is both an instructive and voyeuristic look at how the most powerful spy agency in the world uses Google.

BOOKKEEPING FOR NONPROFITS Bookkeeping for Nonprofits is a hands-on guide that offers nonprofit leaders, managers, and staff the tools they need to create and

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maintain a complete and accurate set of accounting records. This much-needed resource provides those with little or no bookkeeping experience with practical advice in a highly accessible format. Written by Murray Dropkin and Jim Halpin, *Bookkeeping for Nonprofits* is a step-by-step introduction to keeping accounting records, which form the foundation for a nonprofit organization's financial reports, tax returns, budgets, cash forecasts, and grant proposals. Using this volume as a guide, nonprofit leaders and staff will be able to set up books with or without accounting software and ensure that the records meet the needs of their organization. *Bookkeeping for Nonprofits* is a comprehensive resource that

- Discusses how transactions provide day-to-day information for tracking cash balances and cash requirements
- Shows how transactions provide information to management and the board of directors for budgeting and other essential tasks
- Explains basic bookkeeping concepts, such as the accounting equation, the chart of accounts, and income and expense tracking
- Guides readers through the nuts and bolts of recording a transaction
- Provides an overview of alternative recordkeeping methodologies and how to choose among them

Designed to be easy to use, the book is filled with illustrations and checklists. "Bookkeeping for Nonprofits is the remarkable new guide for a new generation of accounting challenges bookkeepers face every day." —Frances Hesselbein, chairman and founding president, Leader to Leader Institute "Bookkeeping for Nonprofits provides a rare combination of consummate professionalism and clear, accessible writing. Underlying the wealth of technical information lies a great deal of wisdom. The authors have found a way to translate their enormous, on-the-ground experience into usable, actionable policies, procedures, and practices. It is a book that gives all you need to create a fiscally responsible agency with the bonus of helping you become a better manager and a wiser person." —Peter Block, business consultant and author of *Flawless Consulting* and *The Empowered Manager* "Bookkeeping for Nonprofits provides an excellent understanding of the practical application of bookkeeping in the real work environment." —Ron Werthman, vice president, finance/treasurer and CFO, Johns Hopkins Health System, The Johns Hopkins Hospital "This is a wonderful book that every bookkeeper in a nonprofit organization should have." —Eusebio David, fiscal director, Federation of Multicultural Programs, Inc.

Solid guidance for the complex legal issues faced by international nonprofits When a nonprofit operates across borders, whether by making grants or directly operating programs, the interaction among legal requirements of two or more countries quickly becomes highly complex. *How To Be A Global Nonprofit* fills a need for legal and practical guidance for nonprofit organizations with international activities, and includes ten case studies to provide insights into the ways real organizations have dealt with various legal and practical issues. Along the way, it skillfully explores alternatives for advancing a nonprofit's mission across borders, while also looking at the legal and practical issues nonprofits encounter as they work internationally. Includes ten case studies based on interviews with large and small international nonprofits Offers a realistic sense of the complexity of legal and practical issues global nonprofits face Features a companion website with a variety of online tools and materials related to key concepts discussed in this book Not long ago international philanthropy was the province of large organizations like the Red Cross, UNICEF, and Save the Children. This has radically changed. *How to Be a Global Nonprofit* thoroughly explores the legal

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and practical issues nonprofits encounter as they work internationally and the resources required to deal with them.

A new edition of the essential guide to nonprofit management This intensely practical, comprehensive guidebook is for both leaders new to the nonprofit sector looking for a quick primer on all the issues that matter, as well as established veterans looking to understand how all the pieces fit together. Showcasing practical tips and takeaways, this how-to manual and resource guide provides easy to implement solutions for organizations seeking to expand impact and meet mission. Seasoned veterans including Van Jones, Fair Trade founder Paul Rice, Lynne Twist, Kay Sprinkel Grace, Joan Garry, and more share knowledge and useful insights on all aspects of nonprofit management, including: Fundraising from individuals, companies, and foundations Online fundraising, social networking, and effective use of technology Marketing, public relations, and events Board and volunteer engagement Human resources and career planning Lobbying and advocacy Legal and financial management Leadership and strategic planning This is essential reading for anyone in the nonprofit sector looking for the latest information in the field.

Maximize every donation dollar using social-media marketing best practices With Social Media for Social Good, you have everything you need to get your organization online at all levels: Web 1.0: Websites, e-newsletters, and "Donate Now" buttons; Web 2.0: Blogging and social networking sites; and Web 3.0: The Mobile Web, texting, and smartphone Apps. Learn how to access free and inexpensive marketing tools, market via email, use Twitter and Facebook, raise money from new donors, understand the legalities involved in being online, establish privacy settings, and track ROI. Heather Mansfield owns DIOSA Communications. She has served as Nonprofit Community Manager for Change.org, was named a Fundraising Star of the Year by Fundraising Success Magazine, and serves on the board for the Latin America Working Group. Don't just wish for marketing results—get them! If marketing seems too commercial or too complex, or if your current efforts aren't delivering results, this book is for you. With this helpful guide, you can create a simple, usable marketing plan designed to get results! Since its first edition in 1990, the Marketing Workbook has helped thousands like you use marketing to reach the people you want to help—and attract the money and support your organization deserves. Now, this updated second edition offers an easy-to-follow five-step process to create an effective marketing plan; provides an expanded resources section including Internet examples; and includes "web wisdom" to help you set reasonable web goals, build an on-line reputation, and learn about the possibilities and pitfalls of web promotion. Use it to be sure you have the right services to meet people's needs; reach the audiences you want with a message that motivates people to respond; and make a strong impact in your community and beyond. This book will guide you through each stage of the marketing process. You'll learn how to link marketing with strategic planning, set goals and evaluate your success, conduct a marketing audit using the Six Ps of Marketing, position your organization in a unique niche, and develop a marketing plan and promotional campaign. Plus, you also get 27 proven promotional techniques, dozens of tips for writing and design, a sample marketing plan, a case study of how one nonprofit implemented their plan, and much more! Get the Marketing Workbook and start putting the power of marketing to work in your organization!

Whether you want to serve a community need, assist citizens, or advocate for animals—your aspiration is a noble one and likely an ideal mission for a nonprofit organization. The experts at Entrepreneur show you how to turn your desire for change into a successful—and satisfying—business. This indispensable guide helps you determine if your business idea is

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nonprofit or for-profit, understand and identify their business mission and vision, staff and run a lean operation, select and manage a board of directors, manage finances to the satisfaction of the IRS, find a location and set up shop, master fundraising, use social media and other cost-effective outreach, and manage sustainability and growth. All startup steps are supported by insider knowledge from successful entrepreneurs, dollar-stretching tips, missteps to avoid, resources, and more.

Leaders of nonprofit organizations deliver programs and services vital to the quality of life in the United States. All the activities of our religious communities; the vast majority of the arts and culture, human services, and community development pursuits; as well as education and environmental advocacies take root and deliver their services within the nonprofit sector. Welcome to the world of leadership in nonprofit organizations. This sector offers an opportunity to serve as well as to lead. *Leadership in Nonprofit Organizations: A Reference Handbook* engages voices on issues and leadership topics important to those seeking to understand more about this dynamic sector of society. A major focus of this two-volume reference work is on the specific roles and skills required of the nonprofit leader in voluntary organizations. Key Features Presents contributions from a wide range of authors who reflect the variety, vibrancy, and creativity of the sector itself Provides an overview of the history of nonprofit organizations in our country Describes a robust and diverse assortment of organizations and opportunities for leadership Explores the nature of leadership and its complexity as exemplified in the nonprofit sector Includes topics such as personalities of nonprofit leaders; vision and starting a nonprofit organization; nonprofit law, statutes, taxation, and regulations; strategic management; financial management; collaboration; public relations for promoting a nonprofit organization; and human resource policies and procedures Nonprofit organizations are a large, independent, diverse, and dynamic part of our society. This landmark Handbook tackles issues relevant to leadership in the nonprofit realm, making it a welcome addition to any academic or public library.

Provides web sites and surfing tips for non-profit organizations trying to get motivated to venture online or maximize the Internet's potential for fundraising, advocacy, hiring, and disseminating information. Includes a glossary of Internet terms, computer cartoons, and a reader survey form. Annotation copyrighted by Book News, Inc., Portland, OR

Recommends books and products dealing with computers, language, networking, video, communication, music, art, math, business and creativity

The definitive, practical, go-to resource guide on helping all charities become more "green" Nonprofit Guide to Going Green is your comprehensive learning tool to guide nonprofits and NGOs towards becoming greener. A desktop reference for any charitable organization to become greener, this essential book gives your organization the support it needs to take proactive steps to protect the environment while fulfilling its mission. Timely and clearly written, with contributions from experts from around the globe, Nonprofit Guide to Going Green leads the way in helping charities in all countries meet this challenge. Helps nonprofits green their efforts and carbon footprint * Shows CEOs, presidents, deans, marketing officers, board members proactive steps they can take to protect the environment * Teaches how to do a self-audit and plan for a more environmentally sensitive future * Nonprofit Guide to Going Green delivers a timely and essential call to action for this new century. Can your organization afford not to "go green?"

InfoWorld is targeted to Senior IT professionals. Content is segmented into Channels and Topic Centers. InfoWorld also celebrates people, companies, and projects.

Rev. ed. of: *Understanding your social agency*. 2nd ed. 1984.

How can nonprofit organizations and NGOs demonstrate accountability to stakeholders and show that they are using funds appropriately and delivering on their promises? Many nonprofit stakeholders, including funders and regulators, have few opportunities to observe nonprofit

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internal management and policies. Such information deficits make it difficult for 'principals' to differentiate credible nonprofits from less credible ones. This volume examines a key instrument employed by nonprofits to respond to these challenges: voluntary accountability clubs. These clubs are voluntary, rule-based governance systems created and sponsored by nongovernmental actors. By participating in accountability clubs, nonprofits agree to abide by certain rules regarding internal governance in order to send a signal of quality to key principals. Nonprofit voluntary programs are relatively new but are spreading rapidly across the globe. This book investigates how the emergence, design, and success of such initiatives vary across a range of sectors and institutional contexts in the United States, the Netherlands, Africa, and Central Europe.

Part real-world survival guide and part nitty-gritty how-to handbook, *The Nonprofit Marketing Guide* will show you how to hack through the bewildering jungle of marketing options and miles-long to-do lists to clear a marketing path that's right for you and your organization, no matter how understaffed or underfunded. You'll see how to shape a marketing program that starts from where you are now and grows with your organization, using smart and savvy techniques, both offline and online. *The Nonprofit Marketing Guide* boils down the best of today's nonprofit marketing theories into practical, cost-effective, can-do strategies and uncovers the street-tested tactics that you really can pull off on your own. You'll also find concrete tips on how to sit down and produce nearly two dozen specific marketing publications for your nonprofit and additional resources on the companion website. Over the last seven years, the author has done a significant amount of new research via their annual *Nonprofit Communications Trends Reports*, where 650+ nonprofits take an extensive survey. This new data on the communications goals, strategies, objectives and tactics most often used in the nonprofit sector will be integrated throughout the revision.

The ultimate insider guide to managing your nonprofit effectively and protecting its mission—all in one affordable collection This e-book bundle demystifies nonprofit laws and financial responsibilities, providing you with the expert advice to financially manage your nonprofit effectively and understand its complex legal issues. Written by renowned nonprofit leaders Bruce Hopkins, Thomas McLaughlin, and Laurence Scot, the *Nonprofit Law and Finance Essentials* e-book collection equips you to meet and manage your nonprofit's legal and financial obligations with step-by-step guidance, practical tools, and concrete strategies. *Fundraising Law Made Easy*/Bruce R. Hopkins—features the ins and outs of fundraising law from nonprofit law authority Bruce Hopkins *Streetsmart Financial Basics for Nonprofit Managers, Third Edition*/Thomas A. McLaughlin—presents plain-English direction for reading, interpreting, and implementing financial data *The Simplified Guide to Not-for-Profit Accounting, Formation & Reporting*/Laurence Scot—offers a wealth of solid information for understanding nonprofit financial transactions, financial statements, and internal and external reports Learn how constitutional law, governance, and IRS audit practices pertain to charitable fundraising. Make management decisions that ensure your organization's long-term financial viability. Navigate unique nonprofit accounting rules. It's all at your fingertips with Wiley's *Nonprofit Law & Finance Essentials* e-book set, equipping you with the tools to manage money and mission. The nurse's voice is essential and critical to the governance of healthcare organizations. After all, nurses represent the largest professional group in healthcare, account for the greatest human resources expense, and—most importantly—are closest to patients and their families, physicians, and the community. But why do nurses hold only a small fraction of positions on healthcare boards? It's time that NURSES get on boards! With years of board leadership to her credit, author Connie Curran expertly provides the tools you need to attain and succeed in your first board role—or advance into ever-greater board responsibilities. *Nurse on Board* skillfully guides readers by sharing: Best practices, data, and advice from seasoned board leaders Explanations of different types of boards, how they work, and the required skills and

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experiences How boards recruit new members and how you can best position yourself as a candidate How to develop, nurture, and leverage your personal and professional networks to ensure you are on the radar screen when board roles become available

Managing Technology to Meet Your Mission is a practical resource that will help nonprofit professionals make smart, strategic decisions about technology. The book shows how to effectively manage technology and offers practical advice for decision makers and staff alike who often have little or no experience with technology. With contributions from the top experts in the nonprofit technology field, this must-have guide addresses technology planning and people. It includes the tools you need to get the work done, and the knowledge that will help you communicate better, evaluate technology investments, raise money, and more. Written in nontechnical language the book covers a broad spectrum of topics including: Achieving IT Alignment with Your Mission Steve Heye, YMCA of the USA Managing Technology Change Dahna Goldstein, PhilanTech Measuring the Return on Investment of Technology Beth Kanter, trainer, blogger and consultant IT Planning and Prioritizing Peter Campbell, Earthjustice Finding and Keeping the Right People James L. Weinberg and Cassie Scarano, Commongood Careers Budgeting For and Funding Technology Scott McCallum and Keith R. Thode, Aidmatrix Foundation Introduction to IT and Systems Kevin Lo and Willow Cook, TechSoup Global Where Are Your Stakeholders, and What Are They Doing Online? Michael Cervino, Beaconfire Consulting Effective Online Communications John Kenyon, nonprofit technology strategist Effective Online Fundraising Madeline Stanionis, Watershed The Future if IT in Nonprofits Edward Granger-Happ, Save the Children Praise for Managing Technology to Meet Your Mission "This invaluable guide for nonprofit leaders proves that nonprofit organizations can and should embrace technology, rather than being scared of or intimidated by it!" —Kristie Ferketich, senior strategist, Google Grants, Google Inc. "NTEN's Managing Technology to Meet Your Mission can help leaders craft a technology strategy that makes sense and builds ROI while also providing inspiration for their staff and supporters!" —Jonathon D. Colman, associate director and web evangelista, digital marketing, The Nature Conservancy "This book shows what NTEN does best: Bring together a wide range of voices to provide practical technology strategies and know-how to help nonprofits more efficiently and effectively move their own missions forward." —Marnie Webb, TechSoup Global

The Third Edition of this invaluable handbook provides a complete overview of the entire development function, from management and strategic planning to hands-on, practical guidance for the various kinds of fundraising. Written by leading fund-raising professionals and edited by James M. Greenfield, this volume is a classic in the field of fundraising.

The experts at Entrepreneur provide a two-part guide to success. First, learn how to turn your desire for change into a successful—and satisfying—nonprofit organization. Then, master the fundamentals of business startup including defining your business structure, funding, staffing and more. This kit includes:

- Essential industry-specific startup essentials including industry trends, best practices, important resources, possible pitfalls, marketing musts, and more
- Entrepreneur Editors' Start Your Own Business, a guide to starting any business and surviving the first three years
- Interviews and advice from successful entrepreneurs in the industry
- Worksheets, brainstorming sections, and checklists
- Entrepreneur's Startup Resource Kit (downloadable)

More about Entrepreneur's Startup Resource Kit Every small business is unique. Therefore, it's essential to have tools that are customizable depending on your business's needs. That's why with Entrepreneur is also offering you access to our Startup Resource Kit. Get instant access to thousands of business letters, sales letters,

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sample documents and more – all at your fingertips! You'll find the following: • The Small Business Legal Toolkit • Sample Business Letters • Sample Sales Letters

Nonprofit Financial Planning Made Easy presents straightforward strategies to make financial management a more smooth and successful process. Filled with practical forms and checklists to aid you in planning and managing your organizations' financial resources, Nonprofit Financial Planning Made Easy equips your nonprofit with step-by-step solutions to the dilemmas involved in keeping financial resources and the mission in balance.

Now in its second edition, Nonprofit Resources is a handy reference tool for all nonprofit professionals. With more than a thousand entries pointing readers to a wide variety of references in the nonprofit field, this accessible guide will provide users with a running start on researching any topic. Unique, user-friendly, and compiled by industry experts, Nonprofit Resources will point readers to key information sources on dozens of topics ranging from accounting to lobbying to volunteers.

The 2002 Supplement includes: * A revised chapter on Contingency and Emergency Public Affairs. * New chapters on such topics as Making your Data Collection Meaningful, Sales for Non-Profits, Strategic Leadership of Volunteer Organizations in an International Context, and Organizational Culture and Not-for-Profit Organizations.

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Learn how to strategically execute public relations assignments! In Using Public Relations Strategies to Promote Your Nonprofit Organization, you will explore an easy-to-follow explanation on why nonprofit groups must take a more business-like approach in their communications. You will also discover instructions on how to make newsletters, annual reports, speaker's bureaus, and board selection easy yet effective. As a marketing, public relations or development professional, you will gain effective public relations tools that are within your established budget parameters. Public relations expertise is becoming extremely important to the survival of nonprofit organizations as more and more nonprofits compete for dollars. Using Public Relations Strategies to Promote Your Nonprofit Organization recognizes that nonprofit professionals may wear many different hats and may have very limited public relations or marketing training. Therefore, with Using Public Relations Strategies to Promote Your Nonprofit Organization, you will find that even a novice communicator will be able to perform marketing and public relations tasks in an effective, strategic manner. Some of the areas you will explore include: adopting a business strategy step-by-step guide to creating your annual report step-by-step guide to creating your nonprofit newsletter how to set up an effective speaker's bureau, strategically market your speaker's bureau, and monitor its effectiveness in generating revenue for your nonprofit organization writing speeches to promote your nonprofit organization

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using audiovisual aids and nonverbal communication in your speeches selecting and organizing a board of directors board of directors job description, recruiting and retention Using Public Relations Strategies to Promote Your Nonprofit Organization explains why you must take a more business like approach to public relations write nonprofit groups and assists the novice public relations specialist with executing basic PR tasks that are pertinent to an organization's profits. You will gain step-by-step guidance on steering your nonprofit organization to financial success.

Provides a multi-disciplinary survey of nonprofit organizations and their role and function in society. This book also examines the nature of philanthropic behaviours and an array of organizations, international issues, social science theories, and insight.

There are nearly a million nonprofit organizations in the United States vying for funding from an ever-diminishing pool of resources. Whether you're directing or working for a nonprofit or founding a new one, your biggest concern is how to make it sustainable through tough economic times. This book shows you how to keep your organization working regardless of whether you are successful in securing grants. You'll learn how to obtain space, equipment and tools at little or no cost, how to minimize insurance and legal fees, and how to use volunteers and keynote programs to stay lean and successful. Checklists help you initiate and file paperwork and create a master assets and inventory document that will keep your directors, officers and volunteers up to date on everything you own and lease, including Internet and social media resources. Realistic hands-on strategies are provided that can save your organization significant amounts of money each year and prevent the mistakes that cause so many nonprofits to fail. Intended for both new and experienced juvenile probation officers. Represents the collective experience of more than 40 probation professionals involved in its development. Intended to improve the effectiveness of juvenile probation as a community response to the law covering behavior of youth. Covers professional orientation, job-related skill areas and much more. Illustrated.

A newly revised and updated edition of the ultimate resource for nonprofit managers If you're a nonprofit manager, you probably spend a good deal of your time tracking down hard-to-find answers to complicated questions. The Nonprofit Manager's Resource Directory, Second Edition provides instant answers to all your questions concerning nonprofit-oriented product and service providers, Internet sites, funding sources, publications, support and advocacy groups, and much more. If you need help finding volunteers, understanding new legislation, or writing grant proposals, help has arrived. This new, updated edition features expanded coverage of important issues and even more answers to all your nonprofit questions. Revised to keep vital information up to the minute, The Nonprofit Manager's Resource Directory, Second Edition: * Contains more than 2,000 detailed listings of both nonprofit and for-profit resources, products, and services * Supplies complete details on everything from assistance

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andsupport groups to software vendors and Internet servers, managementconsultants to list marketers * Provides information on all kinds of free and low-cost productsavailable to nonprofits * Features an entirely new section on international issues * Plus: 10 bonus sections available only on CD-ROM The Nonprofit Manager's Resource Directory, Second Edition has theinformation you need to keep your nonprofit alive and well in thesechallenging times. Topics include: * Accountability and Ethics * Assessment and Evaluation * Financial Management * General Management * Governance * Human Resource Management * Information Technology * International Third Sector * Leadership * Legal Issues * Marketing and Communications * Nonprofit Sector Overview * Organizational Dynamics and Design * Philanthropy * Professional Development * Resource Development * Social Entrepreneurship * Strategic Planning * Volunteerism

How to keep any nonprofit out of trouble, running smoothly, and accomplishing its mission "Jack Siegel--lawyer, accountant, management consultant, and computer whiz--takes the putative director or officer of a nonprofit organization on a useful and often entertaining voyage throughout the realm of the tax-exempt organizations universe, pointing out its quirks, foibles, and legal liabilities along the way. His handbook will make mandatory--and arresting--reading for those who are already serving as trustees, directors, officers, and key employees of exempt organizations, particularly charitable ones. Siegel's goal, in which he succeeds, is to help directors and officers of nonprofit organizations 'make better decisions.' The book is full of large policy analyses and paragraphs on the details, such as board size, board committees, board meeting formats, the contents of minutes, and the duties of officers. Salted with some excellent real-life examples, what also sets this book apart from most in its genre is the tone: the writing style, the brusqueness, the bluntness. He complains that too many directors 'check their good judgment at the boardroom door.' He advises individuals who 'desire agreement and demand adulation' to stay off boards; he insists on 'commitment' and 'institutional tension' with the executive director. He warns prospective directors that some organizations want, in addition to time and judgment, 'either your money or your ability to raise money.' To my delight, he extols the virtues of 'some level of expenditures' for qualified lawyers and accountants. Please join me in adding this most helpful handbook to your nonprofit library." --Bruce R. Hopkins, Attorney at Law, author of The Law of Tax-Exempt Organizations, Eighth Edition and Starting and Managing a Nonprofit Organization: A Legal Guide, Fourth Edition

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