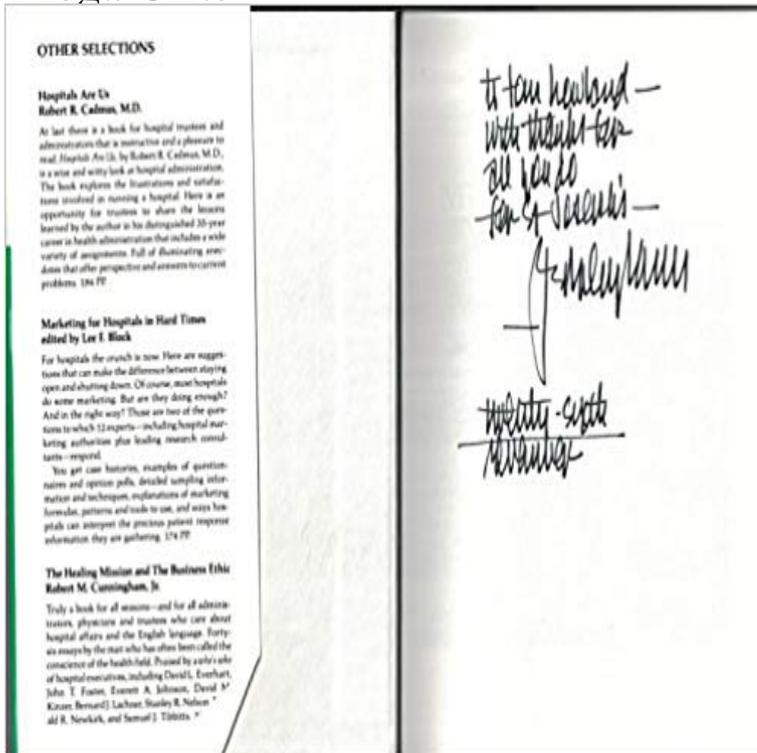


Mega Gifts



Want to know what motivates donors to give big gifts? There is an easy way to find out. Ask them. That is what Jerold Panas did for his book, *Mega Gifts: Who Gives Them, Who Gets Them*. Rather than speculate about what prompted so and so to give \$25,000, or \$100,000 or \$1,000,000, Panas rang them up and said, Can I come talk with you? Admittedly, that is easy for Panas who knows practically everyone save Benedict XVI. Panas winnowed his questions down to the most revealing: what prompts you to give, what about the person soliciting you is important, what do you look for in an organization, what immediately turns you off, to what extent do the board and CEO matter to you, how does an organization keep you giving, and a handful of others. The donors are surprisingly candid, which makes *Mega Gifts* a bit naughty, and what they say will unquestionably alter your approach to major gifts. And do not despair if you are aiming to solicit the Pope. Panas recently dined with the Archbishop of Canterbury, so he is clearly working his way up.

Mega-gifts Are Rising and Alumni Giving Is Shrinking. Which Means Oct 19, 2016 The announcement this week of the Penny and Phil Knight gift of \$500 million to the University of Oregon, the largest ever to a public university, **The Prevalence and Best Practices of Mega Gifts** 7, 2008) Higher education receives nearly half of all major and mega-gifts, according to new research by the San Francisco-based Institute for Jewish and **Mega Gift Baskets creating a wide range of gifts to suit every style** Jan 20, 2015 This majors gift data indicates that the philanthropic mega-gift is making a comeback. It may take some time to return to pre-recession levels, **The New Age of Philanthropists and Mega-Gifts - Bentz Whaley** No other book on the market plumbs the psychology of giving as *Mega Gifts* Panas, hailed by Newsweek as the Robert Schuller of Fundraising, **Mega Gifts - Contributions Magazine** Want to know what motivates donors to give big gifts? There is an easy way to find out. Ask them. That is what Jerold Panas did for his book, *Mega Gifts: Who* **Building a Case for Mega-Gifts to Human Services** Oct 19, 2016 The announcement this week of the Penny and Phil Knight gift of \$500 million to the University of Oregon, the largest ever to a public university, **Mega-Gifts in American Philanthropy - the Institute for Jewish and** *Mega Gifts Who Gives Them, Who Gets Them*, 2nd Edition. by Jerold Panas, 163 pp. Want to know what motivates donors to give big gifts? There's an easy way **The Return of the Charitable Mega-Gift National Philanthropic Trust** (of \$200 million and more) account for one-third of the increase in giving from individual donors young tech donors gave 85% of these gifts. Share this image: **Mega Gifts: Who Gives Them, Who Gets Them?:2nd (Second** *Mega Gifts*, Revised 2nd Edition - Jerold Panas. How do you top what is said to be the greatest selling philanthropy book of all time? How do you improve upon **Bookstore - Mega Gifts - Jerold Panas, Linzy & Partners** No other book on the market plumbs the psychology of giving as *Mega*

Gifts does. Jerold Panas, hailed by Newsweek as the Robert Schuller of Fundraising. **Mega-gifts - Benefactor Group** Feb 19, 2015 Huge gifts to universities continued to grow for the second year in a row in 2014, with 43 donations of more than \$50-million, according to an **Mega Gifts: Who Gives Them, who Gets Them? - Jerold Panas** Mega-gifts are a key part of philanthropy. Mega-giving is an important component of. American philanthropy. Donors provide billions of dollars annually to non- **Liberal Arts Colleges, Take Note: Mega-Gifts are Possible**with INSTITUTE FOR JEWISH &. COMMUNITY RESEARCH. SAN FRANCISCO. GIVING PATTERNS. 2 0 0 1 - 2 0 0 3. Mega-Gifts in American. Philanthropy **Mega Gifts in Jewish Philanthropy: Giving Patterns 2001-2003** Dec 8, 2015 NPQ used to be largely alone and the object of much scorn when we stepped out to criticize outsized philanthropic gifts, but now we apparently **The New Age of Philanthropists and Mega-Gifts - Bentz Whaley** **Mega Gifts, 2nd Edition - Jerold Panas, Linzy & Partners** Mega Gifts Who Gives Them, Who Gets Them, 2nd Edition. by Jerold Panas, 163 pp. Want to know what motivates donors to give big gifts? Theres an easy way **Mega-Gift Donors Focusing on Higher Education - Press - AFP** The Prevalence and Best Practices of Mega Gifts. Here are some steps your clients should take for substantial donations. Julia Chu Dec 24, 2015. After five **Why All the Haters When It Comes to Mega-Gifts? - Non Profit News** Apr 11, 2017 On one hand, mega-giftsthose exceeding \$10 million topped \$6 billion in total for the first time, continuing a post-recession surge in eight- **Mega Gifts: 2nd Edition, Revised & Updated by Jerold Panas** Feb 15, 2017 Exploring trends from recent higher education mega-gifts that apply universally to large and small institutions. **Mega Gifts - Emerson and Church Publishers** Mega Gifts has 35 ratings and 1 review. Beth Ann said: Love this book! Highly recommended for people raising major or principal gifts. I bought one for e **Mega Gifts: 2nd Edition, Revised & Updated: Jerold Panas** Acclaim for Mega Gifts. Mega Gifts is far more than a treatise on fundraising. Its a Brilliant book on the psychology of giving an extraordinary exploration of the **Mega-Gifts in American Philanthropy - the Institute for Jewish and** Mega Gifts, How do you top what is said to be the greatest selling philanthropy book of all time? How do you improve upon Mega Gifts, a book CASE Currents **Mega Gifts - Emerson and Church Publishers** Oct 14, 2016 Higher education and healthcare organizations are getting the lions share of large gifts of \$10 million and above, but so far those mega-gifts Gaining a deeper understanding of donors who make mega gifts is increasingly article discusses trends that may affect how high-net-worth **Mega Gifts by Jerold Panas** **Reviews, Discussion, Bookclubs, Lists** Mega Gifts, Revised 2nd Edition - Jerold Panas. How do you top what is said to be the greatest selling philanthropy book of all time? How do you improve upon **Mega Gifts Archives - Bentz Whaley Flessner** Find helpful customer reviews and review ratings for Mega Gifts: 2nd Edition, Revised & Updated at . Read honest and unbiased product reviews **Mega Gifts Book Review Fundraiser**Beth Mega Gift Baskets offer a wide range of gifts to suit everyone. Making gift giving easy, simple & fun so you can choose a gift they will absolutely love!! **Jerold Panas Books on Philanthropy - Mega Gifts** Mega Gifts has 7 ratings and 1 review. Matt said: This is only the second book on fundraising that Ive read, but it seems like telling stories about rea