

## NGO Funding Strategies



An Introduction for Southern and Eastern NGOs

**Joan Bennett and Sara Gibbs with Rick James and Paul Ryder;  
INTRAC/ICVA**

NGOs are facing the challenge of increasing competition for sparse resources. Establishing firm financial roots requires clear vision and organizational planning, with respect to the aims of the organization and its stage of development. This book is an essential guide to questions on the road to self-financing. It is not a fundraiser's manual, rather a resource book and introduction designed specifically for southern and eastern NGOs in search of a more diverse and stable financial footing.

**Price: \$12.00; 76pp; 1994 (Order on page 19)**

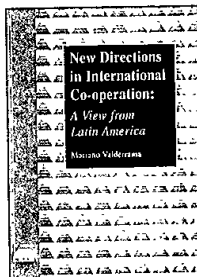
## New Directions in International Co-operation



A View from Latin America

**Mariano Valderrama; INTRAC/CEPES**

This book analyzes the changing trends in international development assistance to Latin America over the last decade. Particular attention is given to the situation in Peru and the implications of these changes for nongovernmental development organizations. Its goal is to bring awareness of the current debates taking place in Latin America on international development and the role of nongovernmental development organizations.



**Price: \$20.00; 95pp; 1997 (Order on page 19)**

## The Worldwide Fundraiser's Handbook



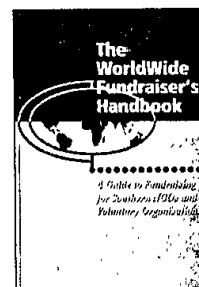
A Guide to Fundraising for Southern NGOs  
and Voluntary Organisations

**Michael Norton; Directory of Social  
Change/International Fundraising Group**

This book on fundraising is divided into eight sections: introduction, getting started, developing a fundraising strategy, the sources, making your own money, techniques for raising money, working with people, and communication skills.

The book ends with appendices and sources of information and advice. It is an imperative tool for board members, directors, senior managers, fundraisers, volunteers, consultants, advisors and trainers.

**Price: \$35.00; 270pp; 1996 (Order on page 21)**



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