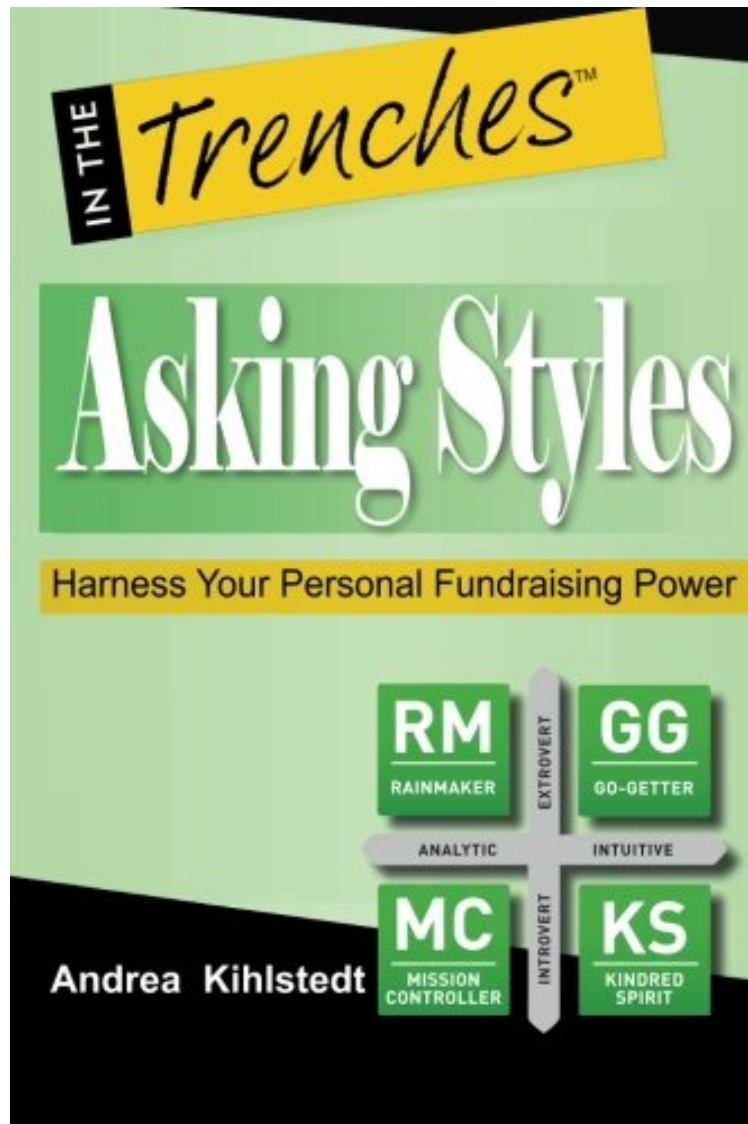


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Asking Styles: Harness Your Personal Fundraising Power

Andrea Kihlstedt

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Andrea Kihlstedt : Asking Styles: Harness Your Personal Fundraising Power before purchasing it in order to gage whether or not it would be worth my time, and all praised Asking Styles: Harness Your Personal Fundraising Power:

4 of 4 people found the following review helpful. Impactful and spot on!By Kent Stroman, CFREIf you've ever worked closely with people - or thought you might someday - you can richly benefit from Andrea Kihlstedt's impactful new book, Asking Styles, Harness Your Personal Fundraising Power. Her people insights are spot on, her fundraising acumen is evident, and her ability to communicate is enviable. My only complaint: I wish I could have drawn from

this well of knowledge three decades ago! 1 of 1 people found the following review helpful. Learn how to be comfortable with fundraising
By Nanhenker This book was transformational for me. By learning how to work with instead of fight with my own hard-wired personality, I can finally feel totally relaxed and comfortable with asking for funds- something I've never been comfortable with before. It's simple, but powerful. I would recommend it to anyone. (And it's not the same old self help book.) 0 of 0 people found the following review helpful. This book can definitely help you become a better fundraiser! Quick and easy read too
By BTBDI read the book and then immediately told my colleagues about it. I loaned the e-book to my boss and asked her to take the quiz. It really helped me feel better about my personality and how it interacts with my job as a fundraiser. I do suggest you skip chapter 1, but after that it really feels like a valuable read for any fundraiser.

In *Asking Styles: Harness Your Personal Fundraising Power* Andrea Kihlstedt shows us how to ask for gifts in a way that suits us best according to key personality traits. Think about that. Even introverts can be extremely effective in asking for money. Wow. Kihlstedt identifies four Asking Styles (hence the title) that she calls Rainmakers, Go-Getters, Mission Controllers, and Kindred Spirits. Then she matches the person's Asking Style to the optimal approach for asking for a gift. It's a simple and fast-reading book, yet has the potential to transform the world of philanthropy by enabling each of us to dramatically improve our personal effectiveness in asking for money. This book is for you if you are any of these: A professional in the field of fund development and want to dramatically step up your game. A volunteer board member or other volunteer who wants to gain the confidence to ask for donations and the understanding of how to do so with maximum effectiveness. A consultant who wants to coach board members and other volunteers. Someone who simply wants to raise more money for your organization or cause. About the Author Andrea Kihlstedt is a sought-after speaker, trainer, and coach on major-gift fundraising. She is one of the innovative thinkers in the fundraising field. She co-founded AskingMatters.com through which the Asking Styles system was developed, and she has written two other books on fundraising. About the *In the Trenches*(tm) Series This is part of the popular *In the Trenches* series publishing by CharityChannel Press, a project of the CharityChannel professional community. You'll know an *In the Trenches* book not just by its cover, but by the authors fun, upbeat writing style. But don't be fooled by its down-to-earth approach and ample use of sidebars. *In the Trenches* books are authoritative and cover what a beginner should know to get started and progress rapidly, and what a more experienced nonprofit-sector practitioner needs to move forward in the subject.