

FUNDRAISING & PHILANTHROPY

Insight, analysis and inspiration for nonprofit executives and leaders

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A leadership program designed for nonprofits helped one organisation increase its turnover by over 200% in one year.

INSIDE THIS EDITION

- **Adrian Sargeant** is in no doubt that the US nonprofit sector will be in a very different place in four years' time.
- **Plan International's Tom Duggan** says in-house face-to-face teams, although challenging to run, are bound to play a much greater role in the future of fundraising.
- The Walter + Eliza Institute's **Susanne Williamson** explains when *not* to launch a capital campaign.
- **Steve Matthews** says corporate partnerships are a great way to fundraise. Discover his five key learnings – and why they only work if you get your strategy right.