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In E. R. Tempel, T. L. Seiler, & E. E. Aldrich (Eds.), Achieving excellence in fundraising (ebruary version, 3rd ed., pp. 427–433). San Francisco, CA: Jossey-Bass.

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In H. Rosso (Ed.) Achieving Excellence in Fundraising:A Comprehensive Guide to Principles, Strategies and Methods. San Francisco, CA: Jossey-Bass. Carver

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