# Chapter 13 Web Resources

**Charitable Solicitation Registration**

<http://www.councilofnonprofits.org/tools-resources/charitable-solicitation-registration>

Most states require nonprofits and — if they use them — their independent fundraising consultants to register before soliciting charitable donations. You can find out whether your state requires fundraisers to register at the National Council of Nonprofits website.

**Code of Ethics**

<http://www.afpnet.org/Ethics/EnforcementDetail.cfm?ItemNumber=3261>

The Association of Fundraising Professionals requires its members to adhere to 25 standards for ethical practice in soliciting contributions. Its standards — recommended for any fundraiser — are available through its website. See also “Ethical Principles for Nonprofit Fundraising” below.

**Constituent Relationship and Donor Management Software Options**

<http://www.idealware.org>

Idealware offers researched advice about software options for nonprofits — including donor management and constituent relationship software choices. We recommend checking its website for the latest recommendations, but some recently noted choices are for constituent relationship management are: <http://www.civicrm.org>, <http://www.salesforce.org/nonprofit>, and <http://www.sugarcrm.com>. Some recently recommended donor relationship software options are: <http://www.donorperfect.com>, <http://www.donorsnap.com>, <http://www.etapestry.com>, and <http://www.frontstream.com/nonprofit-education/constituent-management>.

**Creating a Fundraising Plan**

<http://www.thefundraisingauthority.com/fundraising-basics/fundraising-plan/>

Joe Garecht advises on the importance of a fundraising plan for small nonprofits in the Fundraising Authority’s online newsletter.

**Ethical Principles for Nonprofit Fundraising**

<http://www.principlesforgood.com>

<http://www.independentsector.org/principles_free_pdf>

The nonprofit organization Independent Sector offers a free PDF outlining good practices for nonprofit governance and ethical practices — including ethical standards for fundraising.

**Finding Federal Grants**

<http://www.grants.gov>

The federal government provides a searchable database of grants awarded through the many agencies and department of the U.S. government.

**Free and Discounted Software for Nonprofits**

<http://www.techsoup.org>

Once you learn about software for nonprofits at the Idealware website (<http://www.idealware.org>), consider joining TechSoup. Its members can purchase donated or discounted software for their organization. This website also is a useful place to find blogs and discussions to guide you.

**Foundation Directory Online**

<https://fconline.foundationcenter.org>

The Foundation Center’s online directory — available through subscription — is a key tool for researching independent and community foundations.

**Foundation 990s**

<http://www.guidestar.org>

When you’re turning over every stone in your search for foundation grant sources, you may want to turn to foundations’ IRS tax reports, commonly known as 990s. One good place to find them along with other information about nonprofits is through GuideStar’s website.

**Grassroots Fundraising**

<http://www.grassrootsfundraising.org>

Focused on social justice organizations, but with articles and advice that are relevant to many fundraisers, the Grassroots Institute for Fundraising Training is an excellent resource. We particularly recommend the “Dear Kim Klein” feature where you can ask fundraising questions and learn from others.

**Guidance about Software for Donor and Constituent Relationship Management**

<http://www.idealware.org>

When choosing donor management or constituent relationship software, we recommend that you search the Idealware website for reviews and articles that can guide you.

**The Ins and Outs of Raising Funds**

<http://www.raise-funds.com>

Tony Poderis and other writers on this site offer good advice about fundraising.

**Network for Good**

<http://www.networkforgood.com>

Network for Good is one of a number of software companies that help nonprofits collect contributions from donors. It also reports on giving patterns in the sector.

**Nonprofit Management Library**

<http://www.managementhelp.org>

Carter McNamara of Authenticity Consulting maintains the Free Management Library, an online collection of useful articles about fundraising and other topics.

**Raising Money Through Your Website: Must You Register in Every State?**

<http://www.afpnet.org/ResourceCenter/ArticleDetail.cfm?ItemNumber=3309>

<http://www.nasconet.org/wp-content/uploads/2011/05/Charleston-Principles-Final.pdf>

If your nonprofit organization raises funds through its website, what happens if it receives a contribution from someone in a state where it is not registered to fundraise? The National Association of State Charity Officials developed principles — known as the Charleston Principles: Guidelines for Charitable Solicitation Using the Internet. We offer two links for finding them.

**Six Essential Steps to a Fundraising Plan**

<http://nonprofit.about.com/od/fundraisingbasics/tp/basicfundraisingtips.htm>

Joanne Fritz, About.com guide to all things nonprofit, offers user-friendly advice for creating a fundraising plan for a new nonprofit organization.

**Tutorial for Creating a Fundraising Plan**

<http://www.grantspace.org/tools/multimedia/webinars/introduction-to-fundraising-planning>

Among the valuable items found under the Foundation Center’s GrantSpace website are short courses you can view online. We offer here a link to a program about fundraising planning, but also use the search function at GrantSpace to find additional content about the topic.

### U.S. State Charity Offices

<http://www.nasconet.org>

The National Association of State Charity Officials (NASCO) is an association of state offices charged with oversight of charitable organizations in the United States. This site provides links to state offices regulating nonprofits and fundraising.