

# Requesting Donations For Raffle Letter Examples

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## **Federal Election Campaign Financing Guide** 1981

*Sizzling Summer Reading Programs for Young Adults* Katharine L. Kan 2006-01-02 Offers over fifty ideas to promote young adult reading, including such theme programs as crime scene investigation, poetry workshops, readings combined with field trips, and cross-cultural events featuring henna tattooing and food.

[Liars, Intimidators, and Extortionists in Philippine Media](#) Ning Santos 2004

## **Consumers Digest** 1989

*7 Essential Steps to Raising Money by Mail* Sandra Sims

[Handbook of Youth Mentoring](#) David L. DuBois 2013-04-30 This thoroughly updated Second Edition of the Handbook of Youth Mentoring presents the only comprehensive synthesis of current theory, research, and practice in the field of youth mentoring. Editors David L. DuBois and Michael J. Karcher gather leading experts in the field to offer critical and informative analyses of the full spectrum of topics that are essential to advancing our understanding of the principles for effective mentoring of young people. This volume includes twenty new chapter topics and eighteen completely revised chapters based on the latest research on these topics. Each chapter has been reviewed by leading practitioners, making this handbook the strongest bridge between research and practice available in the field of youth mentoring.

**U.S. Master Tax Guide 2008** CCH Incorporated 2007-12 This classic reference provides helpful and practical guidance on todays federal tax law and reflects all pertinent federal taxation changes that affect 2007 returns. Contains timely and precise explanations of federal income tax for individuals, partnerships, corporations, and trusts, as well as new rules established by key court decisions and the IRS.

**A Handbook of School Fundraising** Rosenberg, Harris 2013-09-05 This title aims to guide the reader through the maze of statutory and other potential funding sources such as government departments, local education authorities or organizations with a specific interest or remit to help schools pursue

avenues towards achieving their goals.

**Healthy and Sustainable Fundraising Activities** Jenine M. De Marzo 2012-05-07 For most schools and organizations, fundraisers bridge the gap between budgets and the money they need in order to operate. Despite the continued rise in childhood and adult obesity and increased attention to humankind's ecological impact, many fundraisers still rely on the sale of high-calorie, low-nutrient foods or ask supporters to become consumers of incidental items and paper products "to support the cause." Healthy and Sustainable Fundraising Activities offers innovative and thoughtful options that raise money for your cause without contradicting the physical activity, health, and ecological messages emphasized in your school or organization. In contrast to traditional fundraisers involving food and incidental products, the ideas in Healthy and Sustainable Fundraising Activities encourage personal, community, and environmental health and reinforce the health and social responsibility initiatives in place in your school or organization. With Healthy and Sustainable Fundraising Activities you'll learn how to involve not just your school or organization but the entire community in health-promoting, environmentally friendly activities. With Healthy and Sustainable Fundraising Activities, you'll find a range of ideas—from ink cartridge recycling to a dance competition—and a unique approach to fundraising sure to energize your students, members, and community to meet and exceed your fundraising goals. For educators, each of the activities outlined in the text is based on National Health Education Standards (NHES) and National Association for Sport and Physical Education (NASPE) standards and 21st-century learning outcomes, making this text a great resource for incorporating the health and wellness initiatives of your school into the fundraising plans for your class, club, sport team, or organization. Activities in the book are grouped according to the level of knowledge, skills, and abilities required for organizing and conducting them. Most activities use similar or commonly used resources often available in a school or organizational setting. You'll find clear and complete explanations in a standard lesson plan format along with the tools and information you need in order to implement each idea. With background information on various types of fundraisers, how these types are categorized, and guidance on scheduling, implementing, and communication, you'll have a full picture of what it takes to complete each event. Get your members and community involved in a project that not only raises money but also gives children exposure to important values such as lifelong wellness, hard work, perseverance, integrity, and civic engagement. Regardless of whether you are new to fundraising or simply searching for new ideas for your next project, Healthy and Sustainable Fundraising Activities offers the tools, information, and inspiration to help you reach your monetary goals in ways that contribute to the health and well-being of your students, members, community, and the environment.

The Life You Can Save Peter Singer 2009-03-03 For the first time in history, eradicating world poverty is within our reach. Yet around the world, a billion people struggle to live each day on less than many of us pay for bottled water. In The Life You Can Save, Peter Singer uses ethical arguments, illuminating examples, and case studies of charitable giving to show that our current response to world poverty is not only insufficient but morally indefensible. The Life You Can Save teaches us to be a part of the solution, helping others as we help ourselves.

**Avoiding Cancer One Day at a Time** Lynne Eldridge 2006-12-01 The mortality rate from cancer hasn't changed in 60 years despite the billions invested to find a cure. Avoiding Cancer One Day At A Time provides solid, practical advice for preventing cancer by avoiding carcinogens and implementing lifestyle/dietary practices that modify cancer causing factors. Combining their experience in family medicine and epidemiology with their passion for disease prevention, the authors provide the most up to date and effective advice for preventing cancer from developing in ourselves and our loved ones. Many ?how to? examples for preventing cancer by being environmentally aware, avoiding infections,

living the proper lifestyle and getting the proper nutrition are provided. Chapter by chapter summaries and listings of the latest cancer prevention web sites are great references. Worksheets assist readers in implementing the advice in very tangible ways, and the recipe collection of cancer avoiding meals is a winner!

### **Grassroots Fundraising Journal** 1995

*Hotel Management and Operations* Michael J. O'Fallon 2010-01-12 *Hotel Management and Operations*, Fifth Edition provides a practical, up-to-date, and comprehensive approach to how professionals across the industry manage different departments within their operation. From the front office to finance, from marketing to housekeeping, this resource offers advanced theory played out in practical problems. Multidimensional case studies are a notable feature, with complex management problems portrayed from multiple viewpoints; "As I See It" and "Day in the Life" commentaries from new managers provide further real-world perspective. Covering the latest issues affecting the industry, this text gives students and professionals an up-to-date, dynamic learning resource.

*Teen Services Today* Sara K. Joiner 2016-08-04 Two authors with more than 20 years of combined experience share their practical experience serving teens in public libraries. *Teen Services Today* highlights best practices, including resources and references, to quickly implement programs and services to young adults. Although teen services covers ages 12 to 18, a world of developmental changes and interest levels exist within those six short years. Teens offer a range of opportunities for public libraries, not simply as patrons, but also as advocates and volunteers. Special features of the book include: Basic information on the fundamental services and programs for teens Reasons for providing services to teens Examples of successful teen programs, complete with lists of needed supplies and potential costs, that can generally be performed by one or two staff members Checklists and forms *Teen Services Today: A Practical Guide for Librarians* gives all library staff the tools they need to work with teens. Whether you are the teen librarian, the clerk who's been assigned to 'do something' about teens or the branch manager who sees an underserved population, this book will provide you with the building blocks to create successful relationships with the teens who use your library.

**Taking a Gap Year** Susan Griffith 2003 Includes all the information you need on specialist Gap Year programmes, jobs for travellers worldwide, voluntary work around the world, joining an expedition, learning a language, gaining a new skill or qualification or simply taking the opportunity to travel. Vividly illustrated with stories and case histories from gap year travellers to show the reader what a Gap Year can be like.

*Sandinista* Duke University Press 2000 DIVThe life and ideas of Carlos Fonseca Amador, founder of the Sandinista National Liberation Front (FSLN)./div

*Charitable Contributions* United States. Internal Revenue Service 2002

**I Sold My House in a Raffle** Diane Giraudo McDermott 2010-06-01 *I Sold My House in a Raffle* fits perfectly with the current economic climate and is based on the premise that many home sellers face frustration as they try and sell their properties, while nonprofit organizations, from reduced government spending and a drop in donations, struggle to meet the increased need for their services. The result is foreclosure for many homeowners and a cut back in services from these charities or face closing their doors. The purpose of the book is to partner home sellers with a worthy charity to get their

home sold through a raffle with the home as the grand prize, and provide a significant cash benefit to the charity. *I Sold My House in a Raffle* walks the reader (the home seller, and the nonprofit director) through each step of the process.

*Hells Angels at War* Yves Lavigne 1999 In his bestselling *Hells Angels: Taking Care of Business*, Yves Lavigne blew the lid off an organization that few knew anything about beyond the romanticized image of tough guys, their Harleys and their women. His equally successful sequel, *Hells Angels: Into the Abyss*, got up close and personal with the Angels, on an exclusive ride with an FBI informant inside the gang. Now, in this third book in his trilogy, Lavigne exposes the slick, technology-savvy new breed of Hells Angels and how they're becoming a very real threat to society in Canada, the US and throughout the world. Even more importantly, he reveals just how powerless law enforcement agencies are to stop what is equivalent to a multi-million dollar corporation that just happens to have the number-one market share in the illegal drugs industry. In 1998, Hells Angels turned 50, doubling in size in the last decade. Yet, most politicians, police officers and the public still haven't responded to the fact that the gang has evolved into a major organized crime force, capable of manipulating both the legal system and the media with deadly professional ease. With his usual meticulous research and insider's knowledge, Lavigne reports on the latest from the Angels' front lines: the purchase of hotels, real estate and businesses for the express use of laundering money; the growing global network of chapters; and the ineffectual response of law enforcement agencies to the escalating violence, gang rivalry and crime. Featuring new and dramatic photographs, maps of club locations and Hells Angels documents, "*Hells Angels at War*" is both a revealing expose and a not-to-be ignored wake-up call to eliminate this evolving and even deadlier evil, now.

### **Report on Marketing Practices in the Federal Family Education Loan Program 2007**

**Nonprofit Management** Chastity Weese 2009 Book & CD-ROM. According to the National Center for Charitable Statistics, there are over 1.4 million registered non-profit organisations in the United States alone. While the areas of focus may differ, one thing applies to each and every organisation: The challenges of running a non-profit are far reaching and unique. This book teaches you the basics, including how to: create a plan, fund a mission, recruit and keep volunteers, create and follow a budget, perform SWOT analysis, and more. You will also learn about performance measurement tools, taxes, management theories, accounting, public and government relations, insurance, fundraising, educational programs, sponsorship programs, legal requirements, consultants, lobbying, and ethics. Also included are strategies for working with the board of directors, managing conflicts of interest, hiring or firing, and other management issues. This book shows you how to overcome common obstacles, such as founder's syndrome, poor meeting attendance, and rapid staff turnover. You are also provided with real world examples and case studies that demonstrate both effective and ineffective management strategies. The companion CD-ROM contains worksheets, checklists, and tables to aid in your non-profit management strategy.

*The Big Book of Benefit Auctions* Jay R. Fiske 2009-02-09 The ultimate step-by-step handbook on how to plan and have a successful and effective auction. Also, the book will discuss important strategies for maximizing revenue at your event, and will cover common pitfalls and how to avoid them.

**The Accidental Fundraiser** Stephanie Roth 2005-09-29 Are you a volunteer with an organization, school, or project that needs to raise money? *The Accidental Fundraiser* is a how-to resource that guides you through the process of raising money from your community. The book presents eleven proven fundraising strategies that are easy to carry out and don't require significant funds, large

numbers of people, or extensive knowledge of fundraising. The authors, Stephanie Roth and Mimi Ho, show how to choose the right fundraising strategy (from house parties to bowl-a-thons) and include step-by-step instructions for carrying out all of the activities. In addition, *The Accidental Fundraiser* contains a wealth of worksheets and practical tips.

**Green Eggs and Ham** Dr. Seuss 2013-09-24 This Dr. Seuss classic will have readers of all ages craving Green Eggs and Ham—no matter where they are! I do not like green eggs and ham. I do not like them, Sam-I-am. With unmistakable characters and signature rhymes, Dr. Seuss's beloved favorite has cemented its place as a children's classic. Kids will love the terrific tongue-twisters as the list of places to enjoy green eggs and ham gets longer and longer...and they might even learn a thing or two about trying new things! And don't miss the Netflix series adaptation - featuring the voice talents of Michael Douglas, Diane Keaton, Daveed Diggs, and more! Originally created by Dr. Seuss himself, Beginner Books are fun, funny, and easy to read. These unjacketed hardcover early readers encourage children to read all on their own, using simple words and illustrations. Smaller than the classic large format Seuss picture books like *The Lorax* and *Oh, The Places You'll Go!*, these portable packages are perfect for practicing readers ages 3-7, and lucky parents too!

**Fundraising Management** Adrian Sargeant 2021-09-14 Applying the principles of marketing to nonprofit organisations and the fundraising sector is vital for the modern fundraiser who wants to increase profitability and diversify their fundraising efforts in this challenging industry. This comprehensive how-to guide provides a thorough grounding in the principles underpinning professional practices and critically examines the key issues in fundraising policy, planning and implementation. This new edition of *Fundraising Management* builds on the successful previous editions by including an integrated theoretical framework to help fundraisers develop a critical and reflective approach to their practice. Also new to this edition are how-tos on budgeting and making a strong and compelling case for investment, two vital core skills, as well as comprehensive coverage of digital fundraising and fundraising through social media. The new edition also accounts for recent changes in the fundraising environment, notably in the UK, the introduction of a new fundraising regulator and new thinking on professional ethics. Combining scholarly analysis with practical real-life examples, *Fundraising Management* has been endorsed by the Chartered Institute of Fundraising, and is mapped to the Certificate and Diploma in Fundraising, making it the definitive guide to best practice both in the UK and globally. This is a clear, problem-solving guide that no fundraising student or professional should be without.

*The Complete Guide to Fundraising Management* Stanley Weinstein 2017-03-20 The real-world guide to successfully funding your nonprofit program *The Complete Guide to Fundraising Management* is the comprehensive handbook for successful fundraising, with a practical focus that applies across the nonprofit sector. With a focus on planning, self-assessment, continual improvement, and high-payoff strategies, this book provides more than just ideas—it shows you the concrete, real-world actions that make it all happen, and gives you the tools you need to bring these concepts to life. This new fourth edition features the latest information about social media campaigning, internet fundraising, crowdfunding, and more. Timelines, checklists, and forms help you streamline management tasks to focus on effective development, and updated sample reports and budget information help you begin implementing these approaches quickly. The nonprofit world is becoming increasingly competitive in terms of funding, and fundraisers are being asked to perform miracles more than ever before. This book offers a time-tested framework for fundraising success, with step-by-step guidance through the entire process from prospect to program. Understand and apply the major principles and best practices of fundraising Manage information, resources, development, and volunteers Adopt new approaches to

relationship-building and prospect identification Write grants and fundraising materials that make a rock-solid case for support There is never enough funding to go around. To survive and thrive, nonprofits must revitalize interest and generate more support. Gone are the days of door-knocking and bake sales; strategy is critical, and execution must be top-notch. The Complete Guide to Fundraising Management shows you the real-world strategies that get your programs funded.

**Money for the Cause** Rudolph A. Rosen 2012-09-10 There has never been a greater need for raising the funds necessary to promote the causes that will help build a sustainable future. In *Money for the Cause: A Complete Guide to Event Fundraising*, veteran nonprofit executive director Rudolph A. Rosen lays out field-tested approaches that have been among those that helped him and the teams of volunteers and professionals he has worked with raise more than \$3 billion for environmental conservation. As Rosen explains, fundraising events can range from elite, black-tie affairs in large cities to basement banquets and backyard barbecues in small-town America. *Money for the Cause* runs the gamut, demonstrating methods adaptable to most situations and illustrating both basic and advanced techniques that can be duplicated by everyone from novice volunteers to experienced event planners. Each chapter begins with a pertinent, real-life anecdote and focuses on major areas of event fundraising: business plans and budgets, raffles and auctions, tax and liability matters, contract negotiation, games and prizes, site selection, food service, entertainment, publicity, mission promotion, food and drink service, and effective team building and use of volunteers. The author applies each topic to the widest possible range of events, providing practical detail and giving multiple examples to cover the differences in types of organizations and their fundraising activities. Whatever the funding objective may be, *Money for the Cause: A Complete Guide to Event Fundraising* is both a textbook and a practical reference that will be indispensable to anyone involved in mission-driven organizations, whether as a volunteer, a professional, a student, or an educator. To learn more about The Meadows Center for Water and the Environment, sponsors of this book's series, please [click here](#).

[Fundraising for Social Change](#) Kim Klein 2016-04-18 The bible of grassroots fundraising, updated with the latest tools and methods *Fundraising for Social Change* is the preeminent guide to securing funding, with a specific focus on progressive nonprofit organizations with budgets under \$5 million. Used by nonprofits nationally and internationally, this book provides a soup-to-nuts prescription for building, maintaining, and expanding an individual donor program. Author Kim Klein is a recognized authority on all aspects of fundraising, and this book distills her decades of expertise into fundraising strategies that work. This updated seventh edition includes new information on the impact of generational change, using social media effectively, multi-channel fundraising, and more, including expanded discussion on retaining donors and on legacy giving. Widely considered the 'bible of grassroots fundraising,' this practically-grounded guide is an invaluable resource for anyone who has to raise money for important causes. A strong, sustainable fundraising strategy must possess certain characteristics. You need people who are willing to ask and realistic goals. You need to gather data and use it to improve results, and you need to translate your ideas in to language donors will understand. A robust individual donor program creates stable and long-term cash flow, and this book shows you how to structure your fundraising appropriately no matter how tight your initial budget. Develop and maintain a large base of individual donors Utilize strategies that pay off sooner rather than later Expand your reach and get your message out to the donor pool Translate traditional fundraising methods into strategies that work for social justice organizations with little or no front money Basing your fundraising strategy on the contributions of individual donors may feel like herding cats—but it's the best way for your organization to maintain maximum freedom to pursue the mission that matters. A robust, organized, planned approach can help you reach your goals sooner, and *Fundraising for Social Change* is the field guide for putting it all together to make big things happen.

**Starting & Building a Nonprofit** Peri Pakroo 2021-02-08 Build a great nonprofit More people than ever are committing themselves to serving their communities and changing the world. Whether you're aiming to protect the environment, support the arts, or help people in need, understanding how to set up a solid nonprofit organization is a great foundation for being as effective as you can be. With practical advice, legal information, tips, and step-by-step instructions, this essential guide will help you get your nonprofit up and running—and keep it going! It explains how to: develop a strategic plan and budget recruit and manage board members, volunteers, and staff market your organization to your target audience raise money including traditional methods and crowdfunding build a website, use social media strategically, and avoid copyright troubles adopt policies that are legally sound and much more Whether you are dreaming of starting a nonprofit or are already in the trenches, Starting and Building a Nonprofit will help your organization make a real difference in the world. The fully updated ninth edition contains new material on developing and implementing meaningful diversity, equity, and inclusion policies within your organization. It also covers recent changes to the law, including new incentives for donors under the CARES Act. With Downloadable Forms Download and customize essential forms, including Contractor Work-for-Hire Agreement, Volunteer Assignment Agreement, and sample budget forms. (details inside).

**The Art of Asking** Amanda Palmer 2014-11-11 FOREWORD BY BRENE BROWN and POSTSCRIPT FROM BRAIN PICKINGS CREATOR MARIA POPOVA Rock star, crowdfunding pioneer, and TED speaker Amanda Palmer knows all about asking. Performing as a living statue in a wedding dress, she wordlessly asked thousands of passersby for their dollars. When she became a singer, songwriter, and musician, she was not afraid to ask her audience to support her as she surfed the crowd (and slept on their couches while touring). And when she left her record label to strike out on her own, she asked her fans to support her in making an album, leading to the world's most successful music Kickstarter. Even while Amanda is both celebrated and attacked for her fearlessness in asking for help, she finds that there are important things she cannot ask for—as a musician, as a friend, and as a wife. She learns that she isn't alone in this, that so many people are afraid to ask for help, and it paralyzes their lives and relationships. In this groundbreaking book, she explores these barriers in her own life and in the lives of those around her, and discovers the emotional, philosophical, and practical aspects of THE ART OF ASKING. Part manifesto, part revelation, this is the story of an artist struggling with the new rules of exchange in the twenty-first century, both on and off the Internet. THE ART OF ASKING will inspire readers to rethink their own ideas about asking, giving, art, and love.

**Do Good Well** Nina Vasani 2013-03-14 Written with a fresh voice and a dash of humor, Do Good Well is an exciting and readily adaptable guide to social innovation that not only captures the entrepreneurial and creative spirit of our time, but also harnesses the insights, wisdom, and down-to-earth experience of today's most accomplished young leaders. Do Good Well offers a winning combination of theory, anecdote, and application, giving you the framework you need to make an impact next door or across the world. The authors present a 12-step process that empowers readers to act on their passions and concerns. This process is organized into three parts: Do What Works, Work Together, and Make It Last. They offer specific guidance for following the process through practical and prescriptive actions such as building organizations, joining boards, applying for funding, creating partnerships with organizations that have similar goals, organizing conferences, and publicizing events. The book incorporates accounts of young people in action, and always reinforces the message that social innovation can be a lifestyle, made up of efforts small and large. It is not an all-or nothing proposition, and anyone can affect social change.

**A Prison Without Walls?** Sarah Badcock 2016-09-22 A Prison Without Walls? presents a snapshot of daily life for exiles and their dependents in eastern Siberia during the very last years of the Tsarist regime, from the 1905 revolution to the collapse of the Tsarist regime in 1917. This was an extraordinary period in Siberia's history as a place of punishment. There was an unprecedented rise of Siberia's penal use in this fifteen-year window, and a dramatic increase in the number of exiles punished for political offences. This work focuses on the region of Eastern Siberia, taking the regions of Irkutsk and Yakutsk in north-eastern Siberia as its focal points. Siberian exile was the antithesis of Foucault's modern prison. The State did not observe, monitor, and control its exiles closely; often not even knowing where the exiles were. Exiles were free to govern their daily lives; free of fences and free from close observation and supervision, but despite these freedoms, Siberian exile represented one of Russia's most feared punishments. In this volume, Sarah Badcock seeks to humanise the individuals who made up the mass of exiles, and the men, women, and children who followed them voluntarily into exile. A Prison Without Walls? is structured in a broad narrative arc that moves from travel to exile, life and communities in exile, work and escape, and finally illness in exile. The book gives a personal, human, empathetic insight into what exilic experience entailed, and allows us to comprehend why eastern Siberia was regarded as a terrible punishment, despite its apparent freedoms.

**Hotel Management and Operations, Website** Denney G. Rutherford 2002 A real-world look at every major aspect of hotel management and operations Hotel Management and Operations, Third Edition, helps readers to develop the wide-ranging knowledge and analytical skills they need to succeed in today's burgeoning and dynamic hotel industry. Featuring contributions from 60 leading industry professionals and academics, this comprehensive presentation encourages critical thinking by exposing readers to different viewpoints within a coherent theoretical structure, enabling them to formulate their own ideas and solutions. Each of the book's nine parts examines a specific hotel department or activity and presents a variety of viewpoints on the duties, responsibilities, problems, and opportunities encountered there. Multidimensional case studies challenge readers to identify the central issues in complex management problems, understand the structure and resources of the department in question, and find solutions that may involve other hotel resources and departments. This remarkably well-designed learning tool: \* Covers all hotel departments, from front office to finance, from marketing to housekeeping \* Links advanced theory with real-world problems and solutions \* Encourages critical thinking by presenting differing viewpoints \* Features "As I See It" and "Day in the Life" commentary from young managers \* Provides a solid introduction to every aspect of hotel management Complete with extensive references and suggestions for further reading, Hotel Management and Operations, Third Edition, is an ideal book for university hospitality programs and management training programs within the hotel industry.

**The Fundraising Guide for Chairpersons** Ron Urbanczyk 2001 When you run a fund-raising event, there is always a risk that you and your organization could lose rather than make money. In most cases, proper planning and organizing can minimize the risk. In this book, The Chairpersons Guide, Seven Steps to Coordinating Non-Profit and Church Organizations Fund-Raising Events, the author guides the reader through all the critical phases of running a fund-raising event which includes Planning, Organizing, Developing, Marketing, Running, Measuring and Assessing. If you have taken on the challenge and responsibilities of chairing an event, this book is a must read! Developed from over 30 years of personal fund-raising experiences and utilizing common industrial engineering tools used in industry, Ron Urbanczyk guides you through the fundraising process Step by Step. Every Church group, Legion Post, Volunteer Fire Company, Benevolent Society and Non-Profit Organization should have a copy of this book in their reference library.

**Answering the Call** Marge Warmbrodt 2013-01-31 This is a story of recollections of the impetus in the lives of two ordinary people that transpired after they heard the call of a donkey. The events and relationships that followed could only have been designed by God that would result in our meeting a young woman whose short life would provide the defining moment of the organization known in Elko County Nevada as Friends for Life.

*Federal Register Friday, January 16, 1976 1976*

US Anti Gaming and Gaming Laws, Regulations Handbook Volume 1 Federal Anti Gaming Laws, Gaming Laws of Selected States - Alabama-Montana IBP, Inc 2013-07-01 US Anti-Gambling Laws and Regulations Handbook

Joint Ethics Regulation (JER). United States. Department of Defense 1997

**Straight to Yes** Haider Imam 2012-12-21 MAKE YOURSELF A "YES" MAGNET You've finally plucked up the courage to ask for something. The afternoon off. A pay rise. Then comes that crucial moment where you wait with baited breath for the response. It's tense, but it doesn't have to be. You just need to master the art of 'the ask'. Taking a direct, light-hearted, wholly practical approach, Haider Imam zooms straight in on that moment of truth providing a set of proven tools and techniques for getting to 'yes,' every time. He instils readers with the confidence to ask bigger, more often and even ask for the impossible - and to get it. Based on sound psychological principles, Straight To Yes! offers tonnes of winning ways to make requests that get you to 'yes' Wholly practical in style and content, the book features accessible, straightforward techniques readers can put into action immediately Designed for quick-reference while on the move, it affords instant access to specific, step-by-step, single-page techniques as needed