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 David Lansdowne is author of Fund Raising Realities Every Board Member Must Face, one of the bestselling titles in fundraising history. David has spent much of his professional life in the nonprofit sector, serving in development and administrative positions for educational, cultural, and health organizations throughout America. This article is excerpted from David Lansdowne's book, Fund Raising Realities Every Board Member Must Face, ©Emerson & Church, Publishers.

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