



## ***Making a World of Good***©

### **Glossary**

#### **A**

- Accountability** Being held responsible for an agency's actions or how money is spent, liable or answerable.
- Acknowledgement** An expression of appreciation or gratitude; a thing done in appreciation or gratitude.
- Administration** The management of any office, business or organization; direction.

#### **B**

- Basic needs** Basic needs are those things that are needed for survival, such as food, shelter, clothing, medical care and education.
- Benefactor** A person who confers a benefit; a person who makes a gift, bequest, or endowment, as to an institution or organization.
- Beneficiary** A person or organization receiving a gift of time, talent or treasure. See also "recipient".
- Budget** An estimate, often itemized, of expected income and expense for a given period; a plan of operations based on such an estimate.

#### **C**

- Call to action** A communication from an organization to individuals or groups to take action on a public policy or emergency aid matter.
- Case for support** The history, mission, goals, objectives, programs, resources and plans of a nonprofit. Nonprofits focusing efforts toward fundraising develop a case for support and then generally express that case in white papers, brochures and other media.
- Change agent** A change agent is an individual who makes change. A change agent is fueled by passion and inspires passion in others. Change

vision as	agents have a vision of what could or should be and use that the governing sense of action.
Changing community conditions place,	Over time, needs arise in a community and may or may not be addressed. As needs are addressed, new needs arise in their demanding new mechanisms or support for addressing them.
Changing community conditions	Lasting, system-wide change that brings about a new environment in community so that individuals rely less on nonprofit agencies for assistance; i.e. teaching people how to grow own food, conserve and preserve so they are less reliant on community food bank
Charity the	Money or help given to aid the needy; an organization, fund or institution whose purpose is to aid those in need – derived from Christian concept of <i>caritas</i> , meaning love of one's neighbor.
Collaboration	To cooperate or work with another person or organization.
Common good	For the benefit of all.
Community	A group of people living in the same area and under the same government; a class or group having common interest and likes.
Community impact response.	The results, positive or negative, of a community effort or
Community issue	A situation that impacts the quality of life in a community.
Community need	The lack of something desirable, useful or necessary within a community.
Confidentiality	An ethical principle that requires that private information will not be disclosed.
Constituents organization	The audience; the group of people who are served by an or program.
Criteria evaluating or	A standard of judgment or criticism; a rule or principle for testing something.
Cultivation organization provided as	The process of turning an interested individual, group or into an active supporter of a cause. That support being time, talent or treasure.
<b>D</b> Development fundraising.	The organized activity of soliciting donations, or grants;

Donation	A gift of time, talent or treasure.
Donor that	One who gives, donates or contributes; individual or organization makes a grant or contribution.
Donor Bill of Rights developed organizations.	A document that lists donor expectations that should be met by organizations seeking to earn and keep a donor's support; collaboratively by several professional fundraising organizations.
<b>E</b>	
Emergency services	Short-term of provision of housing, shelter, food or medical care in short-term situations.
Ethical fundraising communications; and donor nonprofit sector; freedom of choice.	The core values that guide the decision-making and activities of charitable fundraising, that includes truthfulness in responsibility; openness; fairness; quality; public accountability; respect for other nonprofits and the respect for donor privacy; and respect for donor
Ethics ability	A code of conduct, based on moral duties and obligations, which indicates how individuals should behave. Ethics deals with the to distinguish right from wrong and the commitment to do right.
Evaluation other	The analysis and comparison of actual progress vs. prior plans, oriented toward improving plans for future implementation. A continuing management process consisting of planning, implementation, and evaluation; ideally with each following the in a continuous cycle until successful completion of the activity,
Event program	The printed schedule of activities for an event.
Everyday philanthropist	A person who finds ways give/do things you can do for free, on any day, at any time, to make another person's life better or easier is an "everyday philanthropist"; also known as acts of kindness or good deeds
Execution	The carrying out of a plan or program.
<b>F</b>	
Funder or	Organization that awards award money to different organizations people upon review of their grant proposals.
Fundraising	Soliciting money or goods to benefit a cause or organization.
Fundraising plan	A comprehensive outline of all sources of funding for a cause or organization.
Fundraising project cause	An event or process by which money will be raised to benefit a or organization.

## **G**

Generous	To share or give freely; abundant; overflowing.
Gift	A contribution to a cause or organization.
Giving put	To make a present of; to bestow; to accord or yield to another; to into the possession of another; to convey to another; to donate or contribute; to apply; to devote; to furnish or provide.
Goal	The amount of money to be raised in a fundraising effort by an individual or an organization.
Good deeds others.	Selfless acts of performed by an individual for the benefit of
Government nation, governed;	The authoritative administration of public policy and affairs of a state or city; the system or policy by which a political unit is any governed territory, district or area.
Grant project or organizations.	A financial donation given to support a person organization, program. Most grants are awarded to nonprofit
Grantee	The recipient of a grant.
Grantor	A person or organization that makes a grant.

## **H**

Honesty	The quality or state of being honest; probity; fairness and straightforwardness of conduct, speech, etc.; integrity, sincerity, truthfulness; freedom from fraud or guile.
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## **I**

Impact	The effect that an action, project, or program has on an individual, cause or community.
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## **K**

Kindness	An act of good will; state or quality of being kind.
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## **L**

Legacy bequeathed that is	Personal property, money, and other valuables that are by will; a benefit left to others after one's death; anything handed down from an ancestor, predecessor or earlier era.
Logistics	The planning, implementation and coordination of the <b>details</b> of a business, project, program or organization.

## **M**

Mission	What an organization does and who it serves.
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## **N**

**Need** The lack of something desirable, useful or necessary within a community.

**Net fundraising total amount** The amount of money raised after deducting expenses; the that will actually be used for the charitable purpose.

**Nonprofit** A type of corporation whose income is not used for the benefit or private gain of stockholders, directors or any other persons with an interest in the company; a tax designation based on whether the corporation's purpose is charitable; also known as not-for-profit or nongovernmental

**Nonprofit sector are agency** A collective term for nonprofits or tax-exempt organizations that specifically not associated with any government, government or commercial enterprise.

## **O**

**Opportunity** A favorable position; a chance to do something good; a chance for advancement.

**Organizational structure which communications, structure determines responsibilities are information flows depends entirely on chosen to achieve top management, divisions illustrates the** The formal and informal framework of policies and rules, within an organization arranges its lines of authority and and allocates rights and duties. Organizational the manner and extent to which roles, power and designated, controlled and coordinated, and how between levels of management. This structure the organization's objectives and the strategy them. An organizational structure includes and departments. An organizational chart organizational structure.

**Outcomes** Benefits of changes for individuals or populations during or after participation in program activities.

**Outputs measured in number of educational materials** The direct products of program activities that are usually terms of volume of work accomplished. For example, the classes taught, counseling sessions conducted, distributed and participants saved.

## **P**

**Passion as a families,** An emotional response that exists with purpose and performance partner to help achieve the present and future desired for our friends, communities and ourselves.

**Personal gift cause** An individual's personal commitment in the form of money to a for which he or she is raising funds or supporting.

**Philanthropic fundraising** Fundraising for the public good.

Philanthropist support of	An individual known for his or her exceptional generosity in charitable causes; anyone who give to support a charity.
Philanthropy	The giving on one's time, talent or treasure for the common good. <i>"Phil" comes from the Greek – "to love"; and anthropos comes from the Greek for "mankind". Philanthropy = "love of humankind"; doing something (helping) for others (humankind)</i>
Planning	The act of formulating a program for a definite course of action.
Prevention	With respect to human services, prevention typically consists of methods or activities that seek to reduce or deter specific or predictable problems, protect the current state of well-being, or promote desired outcomes or behaviors.
Priorities their	Issues to be addressed or tasks to be completed according to order of importance or urgency.
Proactive crisis.	Acting before a situation becomes a source of confrontation or crisis.
Professional fundraiser retained charitable	Any person who, for compensation or other consideration, is by a charitable organization to solicit contributions for purposes.
Program need.	Services, opportunities or projects, designed to meet a social need.
Prospect as a	An individual or organizational that can legitimately be thought of potential source of support, whether individual, corporate, organizational, government at all levels, or foundations
Public awareness	The processes of informing the general public about community or societal needs and issues.
Public recognition	A public expression of gratitude for support or sponsorship.
Purpose an	The object toward which one strives or for which something exists; aim or a goal.
<b>Q</b>	
Quality of life achieve	The general well-being of individuals and societies; perception of ability to meet daily needs, engage in physical activities and an overall sense of well-being.
<b>R</b>	
Reactive	Reacting to the past rather than anticipating the future.
Recipient	A person or organization receiving a gift of time, talent or treasure. See also "beneficiary".

Relationship cause	The connection developed and nurtured between a donor and or organization.
Relief services assistance,	Services provided to relieve an individual or group from temporary circumstances such as flood relief, disaster relief, heating food banks, etc.
Reporting the	A regular schedule of reports on the use of charitable funds during period of a grant period.
RFP when request.	Request for Proposal. An invitation from a funder to submit applications based on a specified topic with specified purposes; the government or a foundation issues a new contract or grant program. Issued to agencies or nonprofits that may be qualified to provide the specific programs and/or services indicated in the request.
Requirement possess	Specific characteristics or attributes a potential grantee must and/or demonstrate in order to be eligible for grant funding.
<b>S</b> Sales used not	The sale of an item that may result in net proceeds which can be by an organization to carry out its charitable mission. Sales are philanthropic.
Self-sufficiency	Ability to care for oneself independently.
Sharing	A part or portion given to or by one person; to divide or distribute portions.
Solicit	To seek or ask for support to address a need.
Solicitation	A petition or request for funding.
Solution	What is being done to meet a need or needs.
Sponsor group.	One that finances a project or event carried out by a person or group.
Spreadsheet project	A grid that provides a way to organize data; a way to organize management tasks and timelines.
Steward	One who manages another's property, finances or affairs. To manage the relationship with a donor.
Stewardship continued gifts, donor investment of gifts further the mission of	A process whereby an organization seeks to be worthy of philanthropic support, including the acknowledgment of recognition, the honoring of donor intent, prudent and the effective and efficient use of funds to the organization.

Success The achievement of something desired, planned or attempted; the favorable or prosperous termination of attempts or endeavors; a successful performance or achievement; the attainment of goals.

**T**

Time, Talent, Treasure  
of  
the

The three gifts individuals or organizations may give for the benefit the common good; time, in the form of volunteer services, talent in form of execution of specific tasks, and treasure in the form of financial gifts, grants or sponsorship.

Timeline  
they

A linear representation of important events in the order in which will occur; a schedule, a timeline.

Trust  
their

Confidence or faith in a person or thing; care or charge; a legal document stating financial relationships between trustees and beneficiaries.

**V**

Vision

The image an organization has of its goals before it sets out to achieve them; what the world will look like when an organization achieves its goals.

Voluntary action

The process of volunteering to do something.

Volunteer

One who offers himself for a service of his own free will.