

## Nonprofit Essentials Endowment Building

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It is critical that the organization -- board, staff, advisors -- agree that endowment-building is an invaluable step in capacity-building and sustainability. This means that there is buy-in across the organization for a program focused on deferred gifts; in my experience this is not easy to accomplish because it means spending money and time on "something" that won't be immediately apparent on the annual bottom line.

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