



# Leaders Who Make a Difference: Essential Strategies for Meeting the Nonprofit Challenge

*Burt Nanus, Stephen M. Dobbs*

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"Nanus and Dobbs have written a seminal book about a long-neglected and key area of American life: the leadership of not-for-profits.... It's a first and should be read by all those concerned about not-for-profits: board members most especially, but volunteers, executives, benefactors, and academics as well."

--Warren Bennis, University Professor, Marshall School of Business, University of Southern California, and coauthor of *Organizing Genius*

"These authors have made a remarkable contribution to social sector nonprofit leadership. It's a valuable resource by two great authorities on a critical need."

--Frances Hesselbein, chairman of the board, The Peter F. Drucker Foundation for Nonprofit Management

"If there's one thing that today's nonprofit sector needs more than anything else, it's leadership.... Burt Nanus and Stephen Dobbs illustrate the qualities that do 'make a difference' by telling real-life stories of exceptional nonprofit leaders--few of them household names--and examining the lessons these men and women learned the hard way."

--Dorothy S. Ridings, president and CEO, Council on Foundations

There are many books on leadership, but few that focus specifically on the unique role of nonprofit executives. For the CEOs and directors of more than one million U.S. social sector organizations--as well as those who aspire to these positions--best-selling author Burt Nanus and colleague Stephen M. Dobbs have written the first comprehensive and authoritative book on nonprofit leadership.

The authors show how leaders build successful nonprofit organizations by developing key relationships to improve their performance and move them toward a greater good--such as much higher levels of service to their clients and community. They describe the six key roles that effective leaders must play--Visionary, Strategist, Change Agent, Coach, Politician, and Fundraiser--and present inspiring examples of how their actions in these roles have been crucial to the success of large and small nonprofits flourishing across the nation. *Leaders Who Make a Difference* offers proven lessons on strategy, team building, fundraising, advocacy, board relations, and much more. Grounded in real-world practice, the book champions the potential of all nonprofit leaders to greatly improve the performance of their organizations and realize their visions of better communities.

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