

Contents

Acknowledgements	v
About the author	vi
Foreword	vii
Introduction	1
Chapter 1 Patrons and presidents	3
Chapter 2 Personalities	12
Chapter 3 Their roles within your organisation	24
Chapter 4 Who would be good for you?	33
Chapter 5 How to identify and find your potential leaders	42
Chapter 6 The approach	51
Chapter 7 How do you manage them?	63
Chapter 8 Ongoing relationships	74
Appendix 1 Institute of Fundraising Code of Practice on Volunteers	82
Appendix 2 Contact details for case study charities	84
Index	85