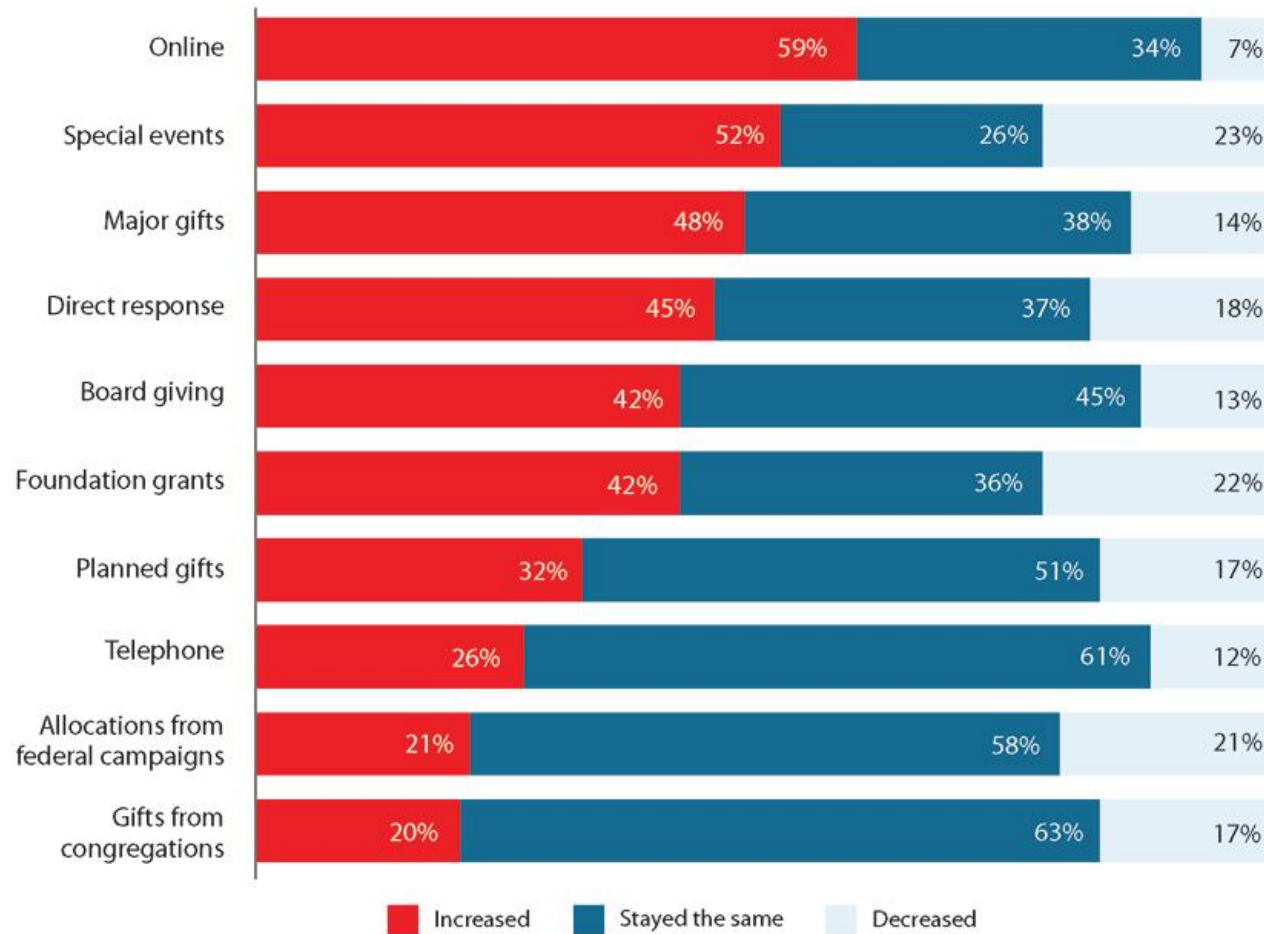


# How Fundraising Techniques Paid Off in 2013

Some solicitation approaches proved more successful than others last year. Here's a look at what worked and what didn't.



Note: Based on a survey of more than 1,600 organizations.

SOURCE: Nonprofit Research Collaborative