



Fundraising Trends, Ventures, and Traps for the Unwary

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State Charitable Solicitation Acts

- Definitions
 - Charitable
 - Solicitation
 - Membership
 - Fundraising counsel
 - Professional Fundraiser/Solicitor
 - Commercial co-ventures

Charitable Solicitation Acts *(cont.)*

- Regulation of:
 - Charities
 - Fundraisers
 - Solicitors
 - Sales promotions

CSA Exemptions

- Churches and other religious organizations
- Educational institutions
- Health care institutions
- Membership organizations
- Small solicitations

Recent News

- On November 6, 2017, a multistate settlement announced to dissolve VietNow, a nonprofit accused of deceptive solicitations
- It was discovered that less than five percent of the funds went towards these programs.
- Settlement was joined by 24 states.

Recent News *(cont.)*

- Class action lawsuit filed against PayPal Giving Fund on Feb. 28, 2017 related to funds withheld from small charities that did not register with PayPal
- New York AG inquiry into Project Veritas for failure to disclose officer with criminal record (Nov 2017)
- Charity Enforcement - On Nov. 10, 2016, Special Olympics sued PR Nutrition and its owner seeking \$270,000 in unpaid sponsorship fees.

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Also available as part of the eCourse

[Fundraising and Planned Giving: Trends, Ventures, and Planned Giving Techniques](#)

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