

Cultivating Major Donors: A Guide for Nonprofits



Carpenter Nonprofit Consulting

Consulting With Nonprofits A Practitioners Guide

Judah J. Viola, Susan Dvorak McMahon



Consulting With Nonprofits A Practitioners Guide:

Consulting with Nonprofits Carol A. Lukas, 1998 At last A comprehensive guide to the art craft and business of consulting with nonprofits and community groups Nonprofit consulting requires specialized skills and knowledge of how the sector works This guide gives you the resources and tools to help you provide quality assistance throughout your career experienced consultants will find it an invaluable reference new consultants will get oriented to the sector and find step by step guidance through the entire process technical specialists will gain insights into the larger processes that shape nonprofit organizations for profit consultants and business sector volunteers will discover how to shift their expertise to match the unique culture of nonprofit and community work students in public administration organization development and nonprofit management will find it a useful guide for fieldwork service projects or future career search With this illustrated guide you get an overview of the nonprofit sector and unique elements of consulting with nonprofits the six stage process of consulting with concrete steps and challenges in each stage the art of consulting including roles dynamics and ethics lessons from the field stories from thirty skilled consultants offering sage advice on common challenges from setting up contracts to cross cultural consulting to choosing a consulting role that matches the client s needs when team consulting makes sense key differences between internal and external consulting how to run your business marketing your services setting fees estimating costs and billing managing your career growth working with funders nine worksheets sample proposals professional standards annotated bibliography and much more

Consulting and Evaluation with Nonprofit and Community-based Organizations Judah J. Viola, Susan Dvorak McMahon, 2010 The need for consultation and evaluation among nonprofits and government agencies has soared in recent years as funders have demanded accountability and agencies are ill equipped to provide the types of data based information needed Consulting and Evaluation with Nonprofit and Community Based Organizations fills a critical gap in the academic literature for nonprofit management This unique text is a collection of advice and voices from a diverse group of successful practicing consultants who work with nonprofits and government agencies Through surveys and interviews these experts relate detailed information on how they got started in consulting what types of services they provide what types of clients they serve the biggest challenges they face and much more The book also integrates current topics from a wide variety of sources so that interested readers can easily access important information all in one book Book jacket

Nonprofit Stewardship Peter C. Brinckerhoff, 2004-09-30 In an environment of increasing competition and eroding trust nonprofits are under pressure to up their ability to deliver on their mission Stewardship is a paradigm shifting way to view your role your board your staff your funders and yourself Understanding that the nonprofit is rooted in its ownership by the community helps break the boundaries of turf and fragmentation that prevent sustainable impacts Author Peter Brinckerhoff internationally known expert at helping not for profits get more mission for their money explains why stewardship is the smart thing to do and how you can use it to

transform your organization You ll discover The eight characteristics of a mission based steward The various stewardship roles that exist in your not for profit and why each is essential in a well functioning organization Three surprising truths about your not for profit The nine characteristics of a successful not for profit Fifteen warning signs of trouble in your organization Stewardship rich ways to view your finances your budgeting and your financial reporting A refreshing new perspective on the relationship between funders and not for profits Crisis management tools that really work A stewardship self assessment to use now as a starting point and later as a reference point to measure your progress Comprehensive passionate and practical Dozens of real world examples make this book relevant End of chapter discussion questions reprise key points and reinforce important ideas Nonprofit Stewardship is recommended for leaders of all types of not for profit organizations serving individuals the local community the state the nation or the world Also recommended for donors grant makers government agencies and others who fund your work

Fundraising Basics: A Complete Guide Barbara L. Ciconte, Jeanne Jacob, 2008-12-18 As nonprofit organizations face heightened scrutiny by the general public donors regulators and members of Congress the Third Edition of the essential book on the basics of fundraising provides new up to date and valuable information that every fundraiser needs to know With ethics and accountability being the primary theme of the third edition this practical guide will continue to provide an overview of the field and give development staff managers and directors a platform from which to operate their fundraising programs The new expanded edition also provides much needed information on developing a case for support giving trends donor motivations planning setting up a development operation impact of new technologies on fundraising return on investment estimates workflow timetables and the importance of the Internet This primer remains a must have for anyone new staff or volunteer to the fundraising field those wishing to expand their fundraising knowledge those working in supporting foundations or those contemplating taking the CFRE exam New to the Third Edition Thoroughly updated chapters including new information on email and online fundraising Development related policies and procedures and position descriptions A new chapter on Fundraising with Chapters or Affiliates New case studies samples and tools Updated references and citations Updated glossary Click on Additional Resources to View Sample Chapters 2009 602 pages

The Community Economic Development Handbook Mihailo Temali, 2002-09-20 The step by step guide to turning any neighborhood around A weak local economy can be strengthened A run down neighborhood of boarded up storefronts litter strewn sidewalks high unemployment and poorly maintained housing can be transformed An entire community can be lifted up Mihailo Mike Temali knows this first hand He has spent nearly twenty years working in community based economic development helping cities as diverse as St Paul Minnesota and Santiago Chile In this concrete practical jargon free handbook he describes a proven way to make any community a better place to live Comprehensive realistic and easy to use If you don t already have a community economic development CED organization in place Temali tells you how to set one up Then he defines four pivot points that are crucial to neighborhood economies 1 Revitalizing your

commercial district 2 Developing microbusinesses 3 Developing your community workforce and 4 Growing good neighborhood jobs He explains how to choose your first pivot point then guides you through the process of tackling each one True stories of successful CED provide inspiration Sidebars explore related issues dealing with gentrification finding potential partners supporting microentrepreneurs and more Other CED professionals share their insights in From the Field notes Appendices point you toward useful resources show you how to use the Internet to research your regional economy and include dozens of worksheets that will help you move from reading about CED to doing it The Community Economic Development Handbook is precisely what you need to turn your neighborhood around **Marketing Workbook for**

Nonprofit Organizations Gary J. Stern, 1997-08-15 Don't just wish for marketing results get them If marketing seems too commercial or too complex or if your current efforts aren't delivering results this book is for you With this helpful guide you can create a simple usable marketing plan designed to get results Since its first edition in 1990 the Marketing Workbook has helped thousands like you use marketing to reach the people you want to help and attract the money and support your organization deserves Now this updated second edition offers an easy to follow five step process to create an effective marketing plan provides an expanded resources section including Internet examples and includes web wisdom to help you set reasonable web goals build an on line reputation and learn about the possibilities and pitfalls of web promotion Use it to be sure you have the right services to meet people's needs reach the audiences you want with a message that motivates people to respond and make a strong impact in your community and beyond This book will guide you through each stage of the marketing process You'll learn how to link marketing with strategic planning set goals and evaluate your success conduct a marketing audit using the Six Ps of Marketing position your organization in a unique niche and develop a marketing plan and promotional campaign Plus you also get 27 proven promotional techniques dozens of tips for writing and design a sample marketing plan a case study of how one nonprofit implemented their plan and much more Get the Marketing Workbook and start putting the power of marketing to work in your organization **Collaboration Handbook** Michael Barry

Winer, 2012-09-13 This is your complete guide to putting together a collaboration that gets results You'll see how to get a collaboration going define the results you're after determine everyone's roles create an action plan and evaluate the results Includes a case study worksheets and special sidebars with helpful tips such as what to do at your first meeting

Financial Leadership for Nonprofit Executives Jeanne Bell, Elizabeth Schaffer, 2005-03-31 Making sure that your nonprofit is going to be around long term requires financial leadership This means creating a financial vision for your organization and planning how you'll get there Financial Leadership for Nonprofit Executives gives you the framework specific language and processes to lead with confidence With it you'll learn how to protect and grow the assets of your organization and accomplish as much mission as possible with those resources The good news is you don't have to be a trained accountant earn an MBA or have run a for profit business in another lifetime You already have many of the skills it

takes to be a financial leader This useful guide makes the process understandable and doable You ll find clear logical steps to learn how to get accurate financial data in a format you can understand use financial data to evaluate your organization s health plan around a set of meaningful financial goals and communicate progress on these goals to your staff board and external stakeholders You ll also find five foundational financial leadership principles three overarching questions every financial leader needs to be able to answer and where to find those answers two fundamental budgeting principles and five steps to building a strong annual budget At the end of each chapter is an evaluation tool You can rate how your organization is doing relative to the component of financial leadership covered in each chapter Each attribute is scored as being red yellow or green Red items are below standard and require immediate attention yellow items are widely practiced though not generally ideal and green items are considered best practice Over time as you and your partners on the board and staff move the organization toward green in each of these areas you will create an environment in which financial leadership can flourish

The Manager's Guide to Program Evaluation Paul W Mattessich.,2003-08-08 Your Guide to Getting a Useful Evaluation Evaluation is vital and beneficial to any nonprofit organization An effective evaluation can help identify an organization s successes share information with key audiences and improve services It can confirm that an organization is truly making a difference This book is for organization managers and decision makers policymakers funders researchers and students studying applied social service research Benefits you ll get describes what types of information to collect and what questions this information can answer details the four phases of evaluation and the steps involved in each phase and information on various types of research consultants and advice selecting one [The Community Leadership Handbook](#) James F. Krile,2006-02-03 Tools for people seeking to improve their communities This significant guide puts the tools of democracy into everyone s hands Based on the best of Blandin Foundation s 20 year experience in developing community leaders it gives community members like yourself the tools to bring people together to make changes Here are some of the useful resources you ll find Identifying Community Assets Community Problem Analysis Accessing Community Data Appreciative Inquiry Translating Vision to Action Interpersonal Communication for Leaders Managing Interpersonal Conflict as a Leader Building Social Capital Across Cultures Network Mapping Locating Your Social Capital Stakeholders Analysis Building Coalitions Building Effective Community Teams Recruiting and Sustaining Volunteers Getting the Most from Your Meetings

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