

# Cultivating Major Donors: A Guide for Nonprofits



*Carpenter Nonprofit Consulting*

# Consulting With Nonprofits A Practitioners Guide

**Mihailo Temali**



## **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

The Wilder Nonprofit Field Guide to Conducting Successful Focus Groups Judith Sharken Simon, 1999 Practical and easy to use *Conducting Successful Focus Groups* gives you the practical guidance to do focus groups using little more than staff or volunteer time and the cost of refreshments In ten easy to follow steps you ll learn how to plan and conduct focus groups and most importantly how to put the results into action 1 Create a focused purpose statement 2 Set up a realistic timeline 3 Decide who and how many participants to invite 4 Generate questions that ll get the information you need 5 Write a focus group script 6 Choose a facilitator 7 Find a location that puts

people at ease 8 Run the focus group 9 Put the results into action Each step is followed by a task statement that sums up what you need to do before moving on Examples worksheets answers to frequently asked questions and an annotated bibliography make the job even easier People feel flattered when you ask for their opinions in fact most love to tell you what they think With *Conducting Successful Focus Groups* you ll have the tools to use focus groups effectively and make better informed plans

*The Wilder Nonprofit Field Guide to Developing Effective Teams* Beth Gilbertsen,Vijit Ramchandani,1999 Proven methods for smoother and more productive teamwork Teamwork is rarely simple easy or natural It s not enough to announce we re a team and expect results The Wilder Nonprofit Field Guide to Developing Effective Teams is a collection of the best tried and true team building methods All types of nonprofits community groups volunteers and board members can benefit from the tips and processes in this guide Plus no matter what role you play on the team you can use this guide and help bolster your team s success Tools for team start up To help your team get going this guide gives you seven tools and techniques for Writing a team mission statement Setting team goals Conducting effective team meetings Creating ground rules Decision making in teams Creating team project plans Developing team spirit Tools for team maintenance Even the best teams struggle with challenges This guide will help you deal with predictable problems and improve teamwork at any stage of your team s development You ll find specific guidance for Improving team meetings Evaluating overall team effectiveness Resolving conflict within a team Managing conflict between two teams Clarifying roles and responsibilities Dealing with performance problems Communicating between meetings With a few tools and a little guidance most groups of people who want to become a team can do it The Wilder Nonprofit Field Guide to Developing Effective Teams is just the help you need

*Marketing Workbook for Nonprofit Organizations: without special title* Gary J. Stern,1990 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      **Nonprofit Mergers Workbook Part II** La Piana Associates,2004 CD ROM contains integration plan software worksheets pre and post merger assessment tool sample human resource audit and sample technology audit      *The Community Economic Development Handbook* Mihailo Temali,2002 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      **A Funder's Guide to Evaluation** Peter York,2005 Traditionally funders expect evaluation to show that resources are being used wisely But evaluation can be a much more powerful tool for both funders and nonprofits Forward looking grantmakers and grantees are leveraging their evaluations ensuring that the time and money spent ultimately improves effectiveness for everyone This book shows how they re doing it including How the evaluative learning approach furthers ongoing improvement via collaborative stakeholder influenced evaluations How to bridge the differences in what funders and nonprofits need from evaluation How evaluation builds four critical capacities leadership adaptive capacity management and technical capacity Seven steps a funder can take to build the evaluative learning capacity in nonprofits Thirteen specific evaluative learning strategies that funders can support Worksheets and assessment tools will help funders 1 assess their readiness to implement evaluative learning 2 develop a logic model 3 uncover grantees current evaluation efforts and preparedness for evaluative learning and 4 use resources wisely when selecting an evaluative learning support strategy When the funding community supports evaluative learning nonprofits and funders together can figure out how to strengthen programs better allocate resources and share successful models      Community Building Paul W. Mattessich,Barbara R. Monsey,Corinna Roy,1997 This practical guide shows you what really does and doesn t contribute to community building

success It reveals 28 keys to help you build community more effectively and efficiently You won't find another single report that pulls out common lessons from across community building initiatives about what works You can use this report to find out what community characteristics contribute to successful community building make sure key processes such as communications and technical assistance are in place determine if community leaders or organizers have essential qualities such as a relationship of trust and flexibility and evaluate the likely success of a proposed project or get a struggling effort back on track Examples definitions and a detailed bibliography make this report even more valuable Wilder Research Center scoured the literature contacted resource centers and spoke with community development experts across the country The result is concrete understandable research based on real life experiences The 28 factors in this report are grouped by 1 characteristics of the community 2 characteristics of the community building process and 3 characteristics of community building organizers Detailed descriptions and case examples of how each factor plays out are followed by practical questions you can use to assess your work In addition to the factors you also get working definitions for community community building and many other terms a list of resources and contacts in the field an explanation of how the research was done and a complete bibliography of all the studies used in this report Now you can save time looking for best practice information With this concise report you've got the tools to help your community building work succeed **The Drucker Foundation**

**Self-Assessment Tool Process Guide** Gary J. Stern, Peter F. Drucker Foundation for Nonprofit Management, 1999 This self assessment tool for nonprofit organizations provides help in clarifying an organization's mission and plan This revised edition contains a new emphasis on implementing the discoveries made in the assessment process *Community Visions, Community Solutions* Joseph A. Connor, Stephanie Kadel-Taras, 2003 How to foster community problem solving Filled with fresh ideas concrete strategies wisdom from the field compelling case studies and contact information Community Visions Community Solutions provokes both thought and action fosters new ideas and leads to solutions This book is for community independent public family or corporate foundations federated giving organizations government agencies corporate giving programs capacity building providers independent consultants management support organizations for-profit consulting firms intermediary organizations retired executives community support organizations state associations of nonprofits research groups staff or trustees of a nonprofit and academic institutions Benefits you'll get include a three step process for laying groundwork for community wide change pros and cons of different community governance strategies three strategies for funding solutions a list of community support organization dos and don'ts case studies and an extensive resource list for further reading This book is the second in a series of funders guides developed by Fieldstone Alliance and GEO The series is aimed at strengthening nonprofit organizations the communities they serve and the nonprofit sector through effective grantmaking *Nonprofit Accounting: A Practitioner's Guide* Steven M. Bragg, 2014-05 Nonprofit Accounting provides guidance in how to create and operate a nonprofit accounting system close the books and produce financial statements all

while operating in accordance with the unique nonprofit accounting standards Coverage of nonprofit accounting standards includes revenue recognition joint costs split interest agreements and mergers and acquisitions The book also describes detailed systems of control budgeting and ratio analysis to maintain a proper level of control over funds **American Book Publishing Record Cumulative 1998** R R Bowker Publishing,1999-03 *Generations* Peter C. Brinckerhoff,2007 The Clock Is Ticking Is Your Nonprofit Ready Boomers are leaving the workforce soon Do you have a plan to replace them How do you relate to GenX and Gen employees volunteers and donors What are you doing today to adjust your services your outreach your mission Generational change presents as many opportunities for nonprofits as challenges In *Generations The Challenge of a Lifetime for Your Nonprofit* nonprofit mission expert Peter Brinckerhoff tells you what to expect and how to plan for it From iPod policies to recruiting younger board members Brinckerhoff shows how you can address generational trends today to keep your nonprofit organization relevant and able to meet the changing needs of your staff volunteers donors and the community you serve Six trends and what to do about them *Generations* examines six generational trends that will affect everything you do financial stress technological acceleration diversity of population redefining the family MeBranding work life balance You ll come away with an understanding of these trends and how they will impact your nonprofit Individual chapters provide in depth information on how to deal with generation issues in each area of your organization staff board volunteers clients marketing technology and finances Practical tools help you take action This hands on guide includes the Generational Self Assessment Tool This tool gives you a baseline to measure your success as you bring generations into your planning Throughout the book you ll find real life examples that illustrate key points You ll also find practical ideas that you can use immediately Finally the book includes keys points and discussion questions because you need to get your staff and board involved in this discussion today The wake up call been given to nonprofit boards and staff alike now is the time to plan for generational change Foundation News & Commentary ,1997 Cumulated Index to the Books ,1999 *Writer's Market 2000* Kirsten Holm,1999 Bookkeeping for Nonprofits Murray Dropkin,James Halpin,2005-05-18 **BOOKKEEPING FOR NONPROFITS** Bookkeeping for Nonprofits is a hands on guide that offers nonprofit leaders managers and staff the tools they need to create and maintain a complete and accurate set of accounting records This much needed resource provides those with little or no bookkeeping experience with practical advice in a highly accessible format Written by Murray Dropkin and Jim Halpin Bookkeeping for Nonprofits is a step by step introduction to keeping accounting records which form the foundation for a nonprofit organization s financial reports tax returns budgets cash forecasts and grant proposals Using this volume as a guide nonprofit leaders and staff will be able to set up books with or without accounting software and ensure that the records meet the needs of their organization Bookkeeping for Nonprofits is a comprehensive resource that Discusses how transactions provide day to day information for tracking cash balances and cash requirements Shows how transactions provide information to management and the board of directors for budgeting and

other essential tasks Explains basic bookkeeping concepts such as the accounting equation the chart of accounts and income and expense tracking Guides readers through the nuts and bolts of recording a transaction Provides an overview of alternative recordkeeping methodologies and how to choose among them Designed to be easy to use the book is filled with illustrations and checklists Bookkeeping for Nonprofits is the remarkable new guide for a new generation of accounting challenges bookkeepers face every day Frances Hesselbein chairman and founding president Leader to Leader Institute Bookkeeping for Nonprofits provides a rare combination of consummate professionalism and clear accessible writing Underlying the wealth of technical information lies a great deal of wisdom The authors have found a way to translate their enormous on the ground experience into usable actionable policies procedures and practices It is a book that gives all you need to create a fiscally responsible agency with the bonus of helping you become a better manager and a wiser person Peter Block business consultant and author of Flawless Consulting and The Empowered Manager Bookkeeping for Nonprofits provides an excellent understanding of the practical application of bookkeeping in the real work environment Ron Werthman vice president finance treasurer and CFO Johns Hopkins Health System The Johns Hopkins Hospital This is a wonderful book that every bookkeeper in a nonprofit organization should have Eusebio David fiscal director Federation of Multicultural Programs Inc      *Collaboration for a Change* Mark Tholke,2003      Guide to Funding for International and Foreign Programs Foundation Center,2002-05



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