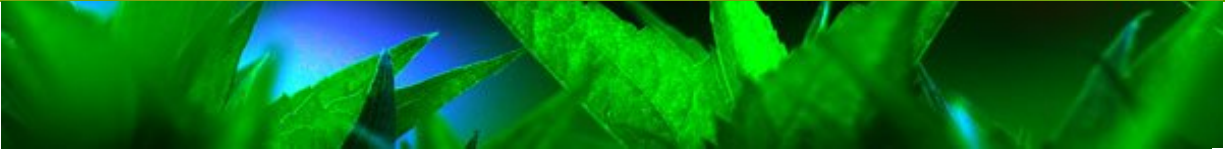


Tip\$ & Treasure\$ Weekly

January 23, 2009



In this week's edition...

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- An Announcement from the Nonprofit Leadership Institute
- Workshops, Events, Seminars and More!
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THE DEVELOPMENT AUDIT - A RETURN ON INVESTMENT YOU CAN'T AFFORD TO NOT MAKE

Now, more than ever, a nonprofit organization's fund development department should operate at its maximum potential. When would there be a better time to assess its effectiveness and make course corrections? Can you afford NOT to?

A development audit is an internal assessment of your fund development program. In most cases, the development audit is conducted by a consultant in order to gain objectivity and utilize the knowledge and experience the consultant brings to the process.

The development audit looks at involvement of board, staff and volunteers in the fundraising process and offers recommendations on how to best use the human resources available to the organization and improve revenue streams. It further evaluates the strengths and weaknesses of your fund development systems, including fundraiser software. The audit also offers suggestions to help improve donor communications and stewardship.

The development audit process includes surveys and personal interviews with the nonprofit staff, Board and volunteers, and can usually be completed within 30-45 days.

These are some of the outcomes you can expect as a result of the Audit, presented

in a comprehensive report:

- An assessment of the organization's current ability to fundraise & recommendations for improvement
- An assessment of all the organization's current fundraising and marketing materials and recommendations
- Definitions of the roles of the Board, staff and volunteers in fundraising
- Evaluation of the current systems and procedures related to fundraising & recommendations for improvement
- Evaluation of donor recognition, cultivation and stewardship plans; recommendations
- An integrated development plan

To learn more about the Development Audit and how it can improve your fund development effectiveness, send an email to ssahl@nonprofitsolutionsnw.com.

You are also welcome to listen to an audio testimonial from Susan Newman, Development Director, SPS Habitat for Humanity on the NPS [website](#).



AN ANNOUNCEMENT FROM THE NONPROFIT LEADERSHIP INSTITUTE

NPS is excited to announce that due to the popularity and success of the first cohort, another Nonprofit Leadership Institute cohort is scheduled to begin in March! If the timing just wasn't right for you to participate with the first group last September, this is your chance to get in on this great program and not have to wait until fall.

The NLI schedule is set and can be accessed at South Puget Sound Community College's Hawk's Prairie [webpage](#). The first class is March 3; the series of full day classes will conclude November 10th.

For more information or to enroll in Cohort 2, contact Margaret Hoyer, Associate Dean of Leadership and Management Development, at 360.596.5743 or mhoyer@spscc.ctc.edu.



Another opportunity at South Puget Sound Community College.....

Hire an Intern Already Training in the Field!

SPSCC's computer networking students are completing a wide variety of courses.

Call TODAY to list your available positions on the campus job board.

(360) 596-5359 IT'S FREE!!!



WORKSHOPS, EVENTS, SEMINARS AND MORE!

Effective Use of Survey Monkey

WHEN: February 19, 2009 11:30 a.m. - 1:00 p.m.

WHERE: Location to be announced

COST: \$25 per person & includes lunch

REGISTER: Payment and registration required before February 16, 2009

To register, please send your check to NonProfit Solutions NW, 1824 Black Lake Blvd. SW Ste. 101, Olympia, WA, 98512

OR call to charge to MasterCard, Visa, Discover or American Express
360.866.3638

Aiye Akhigbe, Director of Alumni & Parent Relations & Annual Giving, Saint Martin's University, will lead a discussion on using Survey Monkey to test the thoughts of your organization's constituents.

Nonprofit organizations should know what their constituents think about their programs and services and how their future giving habits may change. Survey Monkey is a simple, very affordable, online tool that will help you reach large groups of supporters quickly and easily.

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### **AFP Tacoma Chapter presents Jan Brazzell, Ph.D., CFRE Awaken the Sleeping Giant: Emerging Best Practices to Engage Your Board**

**WHEN:** Tuesday, March 10, 2009, 11:30 a.m. - 1:00 p.m.

**WHERE:** LaQuinta Inn, 1425 E 27th St, Tacoma, WA

**COST:** \$20 for AFP members, \$30 for non-members (includes lunch)

**REGISTER:** Send an email to [southsoundafp@gmail.com](mailto:southsoundafp@gmail.com).

Do your board members leave their brains at the door? Do two or three do all the work? Propelled by Sarbanes-Oxley, new IRS reporting requirements and mounting pressures from charity watchdogs, major private foundations and government grantmakers, not-for-profits are seeking new remedies for board disengagement. This workshop will outline emerging trends in Board best practices and offer practical strategies you can use to enliven your Board. You will

want to bring your Executive Director and Board Chair/Elect with you to this meeting!

Learning Outcomes:

1. Recognize the primary symptoms and causes of Board disengagement.
2. Understand major emerging trends in Board best practices.
3. Know specific strategies for improving Board engagement and effectiveness.
4. Realize how time and effective Board leadership contribute to reinventing a Board.

Interested in carpooling? Let us know with an email to [admin@nonprofitsolutionsnw.com](mailto:admin@nonprofitsolutionsnw.com).



## **JOB ANNOUNCEMENTS**

No new listings this week.

As a service to the south Sound nonprofit sector, NonProfit Solutions will list your organization's Job Announcements in the Tip\$ and Treasure\$ Weekly publication AND on the [NPS website Job Board](#) for FREE.

Send your announcements to [admin@nonprofitsolutionsnw.com](mailto:admin@nonprofitsolutionsnw.com).



## **QUOTE OF THE DAY**

When you make a mistake, there are only three things you should ever do about it: admit it, learn from it, and don't repeat it.

Paul "Bear" Bryant, *I Ain't Never Been Nothing but a Winner*

