

Management Consulting

The beginnings of our business and one of the strengths of Executive Consulting for the Nonprofit Sector, Inc., is its ability to draw upon the collective expertise and wisdom of its staff, affiliated consultants and partners. The Management Consulting Division of our firm is dedicated to understanding the management needs of our clients and developing an approach that is both practical and sustainable.

We offer consulting services in five areas:

- **Resource Development & Fundraising**
- **Financial Management**
- **Board Development**
- **Organizational Planning**
- **Nonprofit Creation, Merger or Dissolution**



"We designed Executive Consulting to be the kind of management consulting firm that we would have wanted when we were responsible for running nonprofit organizations ourselves. We created our exclusive client services program to remind everyone that nonprofit organizations are the primary and preferred customers of our company."

Jeffrey R. Wilcox, CFRE
President and Chief Executive Officer

Management Training

Executive Consulting for the Nonprofit Sector, Inc. has developed curricula and custom training programs to meet specific learning objectives on either a half-day or full-day basis. With our own training facility located in our downtown Long Beach offices, our clients receive access to exclusive invitation-only training opportunities as well as space for retreats and meetings.

Meeting Facilitation

Our firm, a member of the International Association of Facilitators (IAP), provides professional facilitation services for organizations considering retreats, meetings, and planning sessions. Our facilitation services are a flat fee for half- or full-day services that include a planning meeting, meeting management, and a follow-up meeting, report and review.



Our Service Partners Network

The Executive Consulting Service Partners Network is a team of professionals affiliated with our firm that provide specialized services. The Service Partners Network consists of firms with proven track records in:

- **Certified Public Accounting**
- **Nonprofit Law**
- **Human Resources**
- **Internet Strategies for Nonprofits**
- **Information Systems and Technology**
- **Grantsmanship, Planned Giving & Foundations**
- **Marketing & Public Relations**
- **Business Development**
- **Organizational Development**

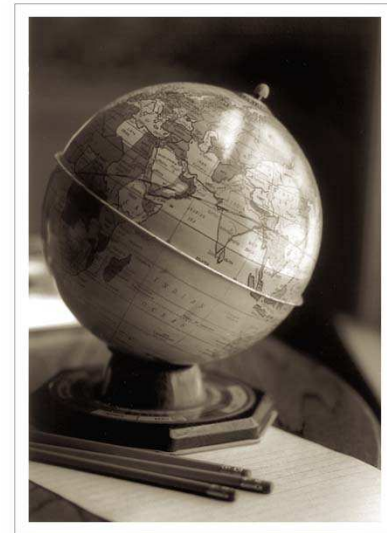
Executive Consulting

For The Nonprofit Sector, Inc.



TAKING YOUR NONPROFIT ORGANIZATION TO HIGHER GROUND

Introducing The Most Unique Consulting Firm For Interim Executive Management, Executive Mentoring, Management Consulting, Training and Facilitation Exclusively For Nonprofit Organizations in Southern California and Western Canada



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ABOUT OUR FIRM

We help take your nonprofit organization to higher ground.



Managing a nonprofit organization is a challenging endeavor. As the executive director or board member, you're continually striving to take your organization to the next level—to higher ground. Yet obstacles keep getting in the way. In fact, the challenges you and your organization face may, at times, seem endless.

DO THESE COMMENTS SOUND FAMILIAR?

"About 80% of our budget is generated by philanthropy—yet no matter what we do, we just can't seem to meet our fundraising goals!"

"We do a good job developing our budget—but when it comes to managing it, that's a different story!"

"Our organization constantly seems to face a challenge with leadership. Board member turnover is high, and we've gone through three executive directors in the last five years! What can we do to reverse this trend?"

"The good news?

One of our board members has offered to make a major gift to replace our very outdated computer system. The bad news? We don't have a technical professional who can guide us through the process!"

"We need a human resources manual, but don't have the expertise to develop it in-house."

"Our website is so out of date we're reluctant to give out our internet address!"

Executive Consulting for the Nonprofit Sector, Inc. and Executive Consulting Canada specialize in helping nonprofit organizations tackle these challenges.

The Executive Consulting Difference ...

***We've Run Nonprofit Organizations Ourselves
And We Created The Kind Of Consulting Firm
We Would Have Wanted To Use When
We Were Executives***

Founded in 2002 by Jeffrey R. Wilcox, CFRE, former Executive Vice President of United Way of Greater Los Angeles and Executive Director of CHOC Foundation for Children, Executive Consulting is a "one stop consulting shop" designed to assist you with the challenges you face as a nonprofit leader.



Our firm offers five major lines of service: Interim Executive Management, Executive Mentoring, Management Consulting, Training and Facilitation. In addition, we offer a Service Partners Network providing areas of specialized expertise.

Interim Executive Management

Executive Consulting's Interim Executive Management Program provides a team of experienced Executive Directors and senior-level professionals. We help your organization face challenges and manage transitions that are the result of terminations, resignations, leaves of absence, demanding short-term projects and creating new positions.

Our team of professional interim executives represents the finest corps of trained nonprofit leadership from recognized and highly regarded organizations throughout Southern California and Western Canada. Each professional has at least five years of experience running an organization, leading fund development or finance. Many of our consultants also possess the professional accreditation in their chosen fields of nonprofit management.

We are the largest provider of trained and experienced interim nonprofit managers in Southern California and the Lower Mainland of British Columbia, offering experienced transitional professionals for the following positions:

- **Chief Professional Officers**
- **Chief Financial Officers**
- **Chief Development Officers**

Each interim executive has been carefully screened by Executive Consulting with thorough reference and background checks. Our executives subscribe to a set of standards of conduct that is one of the most stringent in the industry.



Executive Mentoring

Our Executive Mentoring Program provides a unique professional development program designed by nonprofit executives for their peers. We guarantee that every mentoring relationship is led by a professional who has held the position that they will be mentoring.

The Executive Mentoring program is designed to help executives:

- **New to a nonprofit management position**
- **Charged with significantly improving professional performance**
- **Overwhelmed by job demands**

At Executive Consulting, our mentoring program is a four-part process that includes:

- **A 360-Degree Performance Evaluation**
- **Performance Goal Setting**
- **Leadership Development Training**
- **Peer-To-Peer Performance Improvement**