

A Few More Reasons to Get to Know Us

MANAGEMENT SERVICES

❖ Comprehensive Marketing Materials ❖

LAPA's recent print materials include client outreach materials for the HIV/AIDS clinic of a major city hospital, and a comprehensive directory of HIV/AIDS service providers in Westchester, Rockland, and Putnam counties.

Our *publications and marketing products* capture your agency's vision and values. With a Web designer, graphic designer, and printer among LAPA's associates, we manage all aspects of production, offering costs as low as 40% below retail.

❖ Executive Group Coaching ❖

For the past six years, LAPA's very popular *CEOs Together* has offered confidential support to dozens of nonprofit executives on tough management dilemmas through a monthly coaching group comprised of accomplished

nonprofit leaders. Group coaching is the most cost-effective form of management and leadership development available to many nonprofit executives.

❖ Planning Your Big Picture ❖

How will your organization make the most of its talent and resources over the next 5 to 10 years? LAPA's *feasibility, strategic, and long-term planning* services get you the information you need to make important strategic decisions, and help lay the ground work for effective growth.

A feasibility study conducted by LAPA for a national Protestant organization determined effective strategies for supporting the social ministries of its 800 congregations.

❖ Evaluate Your Program's Impact ❖

LAPA's *outcome evaluation* services document the impact of programs on clients' lives, reveal hidden assets, show what's not working, and provide a road map toward meeting service goals. Easy-to-use data collection methods will not overburden staff and ongoing support guides you every step of the way.

❖ Faith and Mission ❖

LAPA helped one client secure the only federal Compassion Capital technical assistance grant awarded in its state.

LAPA works with numerous *faith-based and religious organizations* of varying spiritual traditions. Values-sensitive and theologically trained consultants help you navigate the complex intersection of faith, community, and nonprofit management.

❖ Stronger Board Leadership ❖

Recruit, refine, and recharge *Board governance* through engaging retreats, meeting facilitation, and coaching. Using a highly regarded 14-point assessment, LAPA will help revitalize your Board by uncovering hidden assets and directing its strengths toward what's important.

Interested in our help? Contact Laurence at (212) 932-9008 or Lpagnoni@lp-associates.com to learn more about what LAPA can do for you.

Laurence A. Pagnoni
Associates

Innovative Management & Development Services

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FUNDRAISING SERVICES

❖ High Return on Your Investment ❖

Benefit from *low fundraising costs* and earn, on average, three to six times what you spend on consulting fees. Seventy-four percent of LAPA's fundraising clients spend 35% or less of related contributions on LAPA fundraising expenses, meeting the Better Business Bureau's Standard for Charity Accountability.

LAPA helped a client receive the 3rd largest gift awarded nationwide by the UPS Foundation that year.

❖ Access to Major Donors ❖

LAPA's network of money managers, estate attorneys, and investment advisors broker philanthropic relationships between individuals of high net worth and innovative community-based organizations. More than 50 nonprofit organizations are listed in LAPA's Charitable Giving Guide, distributed twice each year to wealth managers. Are you listed?

❖ Capital Campaigns ❖

LAPA adapts traditional capital campaign methods to meet the reality of emerging nonprofits. With ten capital campaigns under our belt, our campaigns range from \$250,000 to \$6 million and often include community bond financing. By folding a reserve fund drive into capital campaigns, LAPA can help you preserve cash flow representing 3 -12 months of your agency's annual budget.

With LAPA's capital campaign services, one organization purchased and renovated an abandoned department store to create a chronic care shelter for homeless men.

❖ Development Audits ❖

LAPA's development audits uncover what's working or not working about an organization's fundraising process, resulting in an operational plan for a more efficient development department. LAPA can help you take control of your organization's fundraising systems by examining your donor cultivation process, donor data, and the structure and roles of development staff.

❖ Individual Donor Systems ❖

Individuals are the largest source of private funding, yet many emerging nonprofits do not know how to reach donors. LAPA finds creative ways to identify, cultivate, and ask donors for support. Using Terry Axelrod's *Raising More Money* model, LAPA can help you create a fundraising team.

LAPA worked with one client, ineligible for government funds, to raise its budget from alternative sources such as individuals, religious organizations, and local businesses.

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