

# Maximizing your nonprofit's potential so you can fulfill your mission.

# Fundraising is a Challenge

Every nonprofit is competing with other organizations for the same philanthropic dollars, staffing is tight and Boards are comprised of volunteers whose time is limited. The Wolford Group is here to help you galvanize your resources so that you can maximize your fundraising potential.

### We Can Help

The Wolford Group understands that without a strong foundation, an organization will have limited success. We work with nonprofit organizations to ensure that they are positioned for sustainable growth and fiscal health so they can achieve their fundraising goals. Our clients range from start-ups to well-established multi-million-dollar organizations.



#### WHAT OUR CLIENTS ARE SAYING



The Wolford Group elevated the collective conscience of our Foundation's Board enabling them to be ambitious in setting goals, dreaming big, and focusing on ways to really move the needle. Then, every step of the way, Ann and Brooke provided practical advice, unwavering support, and the synergy necessary for our Board to follow through with practical and actionable tasks to make our goals a reality.

#### **DR. BEAU REES**

Montgomery Independent School District Education Foundation



Without reservation, I recommend The Wolford Group for nonprofit Board development, fundraising, event management and high impact communication.

MARCO A. OLLERVIDES, MSN, RN, BOARD MEMBER Texas Nurses Association District 9

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### **Our Services**



### **BOARD DEVELOPMENT**

A nonprofit organization is only as strong as its staff leadership and Board of Directors. Strategic recruitment, training and continued education are imperative to empower your Board with the tools they need to support your organization. Wolford Group offers a soup to nuts approach from identifying the right people for your Board, communicating expectations and offering training to ensure the long-term success of the Board and ultimately your organization.

- · Strategic Planning
- Board Recruitment
- Board Orientation
- · Board Training

- Board Retreats
- · Board Self Evaluation
- Board Assessment



### FUNDRAISING AND COMMUNICATIONS

Fundraising and Communication go hand in hand. The Wolford Group applies a holistic approach that starts with identifying what makes your organization unique, why you are a worthwhile investment and how to secure donors and deepen relationships.

- · Mission and Vision
- Developing a Fundraising Plan
- Organizational Assessment
- Campaign Management
- Database Management
- Communication Plans

- · Grants Identification
- Event Management
- Planned Giving
- Feasibility Studies
- Donor Stewardship



### CORPORATE CULTURE OF PHILANTHROPY

A strong corporate culture includes focused charitable giving. Engaging employees in your culture of philanthropy is proven to enhance employee engagement and improve employee retention. Too often companies use a shot gun approach to their charitable giving. The Wolford Group will help you develop a strategy and create a plan to invest your philanthropic dollars and help you identify your charitable giving guidelines.

- Visioning session with key employees/top executives
- Develop an annual philanthropy plan consistent with the company's business strategy
- Review the application and distribution processes
- · Match with nonprofit partners based on company size and goals