



18 Commerce Way
Suite 2850
Woburn, MA 01801

WORKSMART™ CONSULTING SERVICES

SNAPSHOT ASSESSMENT

Immediate action items toward enhancing revenue

A Development Assessment will determine the strengths and challenges of the development operation and will provide wide-ranging recommendations for application of best practices toward achieving greater results with current and new supporters.

SEARCHLITE

Avoid the hazards when making your toughest hire

Many CEOs and Development leaders would agree that hiring an effective development officer is the toughest position to properly fill. Copley Raff has designed an affordable search process for positions paying under \$125,000 that results in a slate of qualified candidates for you to interview.

SMART MAIL

Designed for immediate results

Direct mail and direct marketing efforts are an indispensable element of a fully integrated development operation and major gifts enterprise. Mail strategies must be designed to contribute to feeding the major gifts “pipeline” of potential major donors. While the mail program should generate substantial net revenues, its most significant contribution to your organization is in identifying quiet supporters you do not yet know.

STRATEGIC THINKING RETREAT

Lead your board to articulate and endorse key objectives

The CRI *strategic thinking* process is a concise retreat-based engagement that identifies, vets and articulates what leaders want the organization to accomplish in the coming 1 to 3 years.

INTERIM SERVICES

Expert help when you need it most

The CRI consultant can serve as the Vice President or Director of Development and provide immediate leadership to maintain or create forward momentum in your development program, serving in all the capacities of the vacated position.

BOARD TRAINING

Help your board to help you raise funds

Copley Raff, Inc. offers a number of highly skilled consultants who regularly present to boards of directors on a number of development topics. Your board members are your greatest development assets. They want to help you, but need the tools and perspective to assist them to help you.

Copley Raff, Inc.

...
339.227.6481
339.227.6484 f

...
www.copleyraff.com