



Copley Raff Inc.

CRI WorkSmart™ e-alert

Bringing Focus, Accountability and Success to Your Development Program

April 2009

SearchLite & Interim Development Services

Avoid the hazards when making your toughest hire

Copley Raff, Inc.'s WorkSmart™ Solutions are designed to provide non-profit organizations with valuable fund raising consulting and search services that are scaled and priced for today's challenging economic conditions. The needs and opportunities of your development office and institution are heightened and rapidly changing, so you need to "work smarter", and we offer our WorkSmart™ Solutions to assist you.

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 resulting in a slate of qualified candidates for you to interview. We help you to find the most qualified candidates while making the best use of your time, and keeping the process an economically smart investment.

While you are in the process of filling your development leadership position, consider the use of **Interim Development Services**.

The CRI consultant can effectively serve as the Vice President for Development or Director of Development and provide immediate leadership to continue forward momentum in your development program. The CRI consultant may serve in all the capacities of the vacated position and bring in-depth knowledge of best practices for raising funds within your institutional setting. The interim CRI development professional will execute your development objectives and facilitate and guide your leadership, staff and board members through the transitional time toward achieving a new or higher level of fundraising activity.

Additional WorkSmart™ Solutions

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.

SmartMail

Designed for immediate results

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 high-potential 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.

Board Training

Help your board to help you raise funds

CRI 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.

For more information and details about SearchLite and Interim Services, or other CRI comprehensive services, call Jane DiGangi at 978-750-1028, jdigangi@copleyraff.com.

Please also visit our website at www.copleyraff.com.

CRI SERVICES

Executive Search
CEO & VP Coaching
Strategic Planning - Development
Assessments
General Counsel
Campaign Planning/Management
Interim Staffing
Direct Mail/ Marketing/Communications
Philanthropy Training

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