

# Our Services

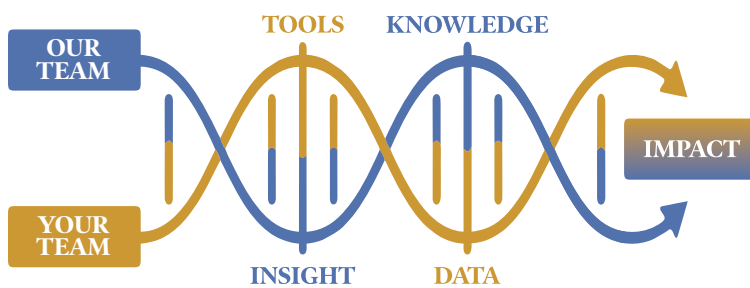


The Phoenix Philanthropy Group provides customized services to accelerate fundraising capacity and build organizational strength.

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## We're Here for You – From Start to Finish

Since 2004, The Phoenix Philanthropy Group has been committed to providing customized services to accelerate fundraising performance and build organizational strength. We combine deep expertise, data, and insight to craft your comprehensive action plan, and equip you with coaching and tools to optimize performance and impact.



## Client Satisfaction

# 95%

Client satisfaction surveys rate our services at 95%.

## There's No One Like Us. That's Why You'll Succeed.

1. Our consultants bring local, national, and international expertise, refined by decades of practical experience in the field.
2. We employ a holistic team strategy. That means every member of your team – leaders, staff, and volunteers – will feel empowered to contribute to shared goals.
3. Our membership in The Giving Institute provides access to industry-leading research, data, and trends. You will have the critical tools to position your organization at the forefront of current information, prevailing thought, best practices, and next practices in philanthropy today—all combining to improve performance and enhance your impact.
4. Our unique Advancement Academy provides knowledge-building workshops and thought leadership tailored to your professional development needs and designed to encourage bold vision and innovative ideas.
5. We bring passion, not pretense. We share your commitment to achieving the greater good.

“SARRC has worked with The Phoenix Philanthropy Group to develop strategic fundraising plans that have helped us sustain our organization and remain current relative to best philanthropic practices. Each time, they have brought substantial fundraising expertise and an impressive network to help us achieve our goals. Yet, their real value is in their approach to working with nonprofits—they are not just consultants; rather, they are partners who are invested in SARRC’s long-term success.”

**Daniel Openden, President and CEO**  
Southwest Autism Research and Resource Center



# Here's What We Bring When We Walk in the Door

## Fundraising and Campaign Management

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### *It's Both Science and Art*

Successful campaigns are both a science and an art. Fundraising and campaign management require discipline and rigor to execute well-designed plans. That is combined with the flexibility and agility to seize new opportunities and address unanticipated challenges. We are experts at all aspects of campaigns, from early-stage assessments and planning studies to surpassing goals and final celebrations. Our consultants have been in the trenches – we've led campaigns from \$800,000 to \$750 million. We know what successful initiatives and operations look like and how to build them from the ground up – no easy task. And our eye is always on the prize: long-term success.

## Strategic and Annual Planning, and Evaluation

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### *Let's Be Bold and Honest*

Effective planning and evaluation are the nucleus of performance success. We will guide your team in strategic planning that explores big, bold ideas while remaining grounded in reality and sustainability. We will help develop campaign plans that focus on external engagement of prospects, donors, and volunteers, yet ensure that a strong operational infrastructure is solidly in place. Wrapping it all together will be annual plans that facilitate effective execution, and evaluations that measure more than inputs and outputs – focusing instead on outcomes and transformational impact. We excel in creating the perfect environment for visionary yet disciplined ideation to flourish, and for the clear-eyed appraisal of programs and services: bold and honest.

## Volunteer Leadership Development, Management, and Training

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### *People Power – Securing and Empowering the Best*

As a nonprofit, your very existence – and ability to achieve greatness – require the passion of involved volunteers dedicated to your mission. Phoenix Philanthropy helps organizations identify, recruit, train, develop, and retain outstanding volunteer leaders, boards of directors/trustees, advisory councils, and steering committees who can positively impact your success. We will guide you in finding the best people for your team and help strategically deploy them with a unified vision.

## Alumni and Constituent Engagement

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### *Engagement is More Than a Mixer*

Active and engaged constituents can open or close doors to transformative relationships and partnerships. They can make or break fundraising campaigns. So how do you get them meaningfully involved? Alumni and constituents want more than mixers and membership benefits; they want to feel valued and listened to. Phoenix Philanthropy can help you develop effective and compelling communications, programs, services, and events that will keep constituents wanting more. And better yet, you will always be moving toward the goal of increasing visibility and reputation, meaningful partnerships, and philanthropic investment. That's engagement.

## Facilitation of Mergers, Acquisitions, and Alliances

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### *Getting It Together: Successful Integration*

Mergers, acquisitions, and alliances are about increasing capability, capacity, and resources with the goal of delivering quality services to constituents and positive impact to the community. If done well, the results can be greater economies of scale, improved efficiency in back-office operations, enhanced effectiveness throughout the organization, and broader constituent reach – all without either organization losing its identity or compromising its values. We have the expertise and experience to help bring organizations together and create new bonds for the good of all.

# Here's What We Bring When We Walk in the Door

(continued)

## Executive Coaching, Training, and Development; and Interim Management

### *Customized Coaching to Elevate Your Team*

Plans and strategies are only as effective as the leaders and staff who execute them. It's rare that an organization's team has all the skillsets, capacity, and resources they need. But with the right training, skills can be learned, capacity can be grown, and resources can be optimized. The Phoenix Philanthropy Advancement Academy provides group training and personal coaching using proprietary curriculums that are customized to help nonprofit leaders and staff advance their fundraising skills and performance as they build a culture of philanthropy, engagement, and performance throughout the organization. And, if you need someone to provide a steady hand on the wheel during times of change, our consultants can serve as interim managers. They will sustain or enhance fundraising or advancement departments, paving the way for a seamless transition to permanent leadership.

## Now's the Time – Get in Touch.

The Phoenix Philanthropy Group is recognized as one of the premier fundraising consultancies in the U.S. This reputation has been built client by client with our passionate commitment to their long-term growth and success. It's a direct result of our determination to provide customized, solutions-oriented support based on the specific needs and culture of each client. And it is solidly tied to our hands-on perspective as former nonprofit leaders and fundraisers. When you combine our extensive experience, reputation for excellence, and our track record of leading prominent and complex organizations and conducting successful campaigns, great things happen. Give us a call. We are ready if you are.

