

# Executive Coaching for Nonprofit Leaders

By Sharon D. Jones

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# Call to action

With The Right Guidance and Support, You Can Transform Your Organization and Reach Your Fundraising Goal.

Discover how partnering with **Sharon** can unlock your nonprofit's full potential.

Click below to learn more and take the first step toward success!

**CLICK HERE**



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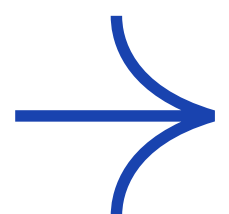


# Introduction

Our coaching program, led by **Sharon Jones**—who has raised over **a quarter billion dollars** during her 30+ years in the nonprofit sector—focuses on helping you develop essential skills to excel in today's competitive nonprofit environment. This personalized approach equips you with the tools, strategies, and insights to effectively lead fundraising efforts, expand your network, and maximize your organization's resources.

The coaching process aligns with our comprehensive framework for From Fundraising to Resource Development, covering everything from organizational development to donor engagement and resource mobilization. Here's a breakdown of how our Executive Coaching program supports your growth in both fundraising and resource development:

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# 1. Introduction to Executive Coaching

This foundational session sets the stage for your development journey. You'll be introduced to the core principles of nonprofit leadership and fundraising while gaining clarity on your personal goals and aspirations in resource development.

**Key Focus:** Understanding the landscape of nonprofit fundraising and the importance of effective resource development strategies.

**Outcomes:** Develop a clear understanding of your unique strengths and areas for growth as a nonprofit fundraising leader.

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## 2. Initial Assessment & Goal Setting

The first step to effective coaching is understanding where you are presently and where you want to go. We begin with self-assessment and feedback from peers and supervisors to identify areas for improvement and set actionable goals.

### KEY TOOLS:

**Self-Assessment Worksheet**: Evaluate your current skills and experiences in fundraising, leadership, and resource development.

**360-Degree Feedback**: Gather insights from colleagues, stakeholders, and donors to understand how you are perceived in terms of leadership and resource mobilization.

**Goal Setting Template**: Create specific, measurable, and time-bound goals that will guide your coaching journey and contribute to your nonprofit's overall resource development plan.

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# 3. Customized Coaching Plan

Following your initial assessment, we'll create a personalized coaching plan designed to address your specific goals and challenges. This plan will focus on enhancing your ability to develop and execute fundraising strategies while strengthening your resource development capacity.

## FOCUS AREAS:

**Fundraising Strategy:** How to craft and implement targeted strategies for major gifts, corporate sponsorships, digital fundraising, and community engagement.

**Leadership Development:** Enhance your ability to lead teams, manage resources, and foster a culture of philanthropy within your organization.

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# 4. Coaching Session Worksheets

Our coaching sessions are designed to be interactive and reflective. You'll prepare for each session by reflecting on your challenges and successes, ensuring that your coaching is aligned with both your personal and organizational goals.

**Pre-Session Reflection:** Reflect on your current fundraising activities, what's working, and where improvements are needed in your resource development efforts.

**Post-Session Reflection:** Evaluate the strategies discussed and how you can implement them to improve your fundraising and resource mobilization outcomes.

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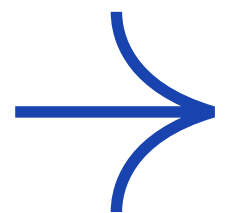
# 5. Specialized Workshops & Training

We offer specialized workshops and training that dive deeper into key aspects of fundraising and resource development. These sessions are practical and focused on empowering you to lead with confidence and create impactful donor engagement strategies.

**Fundraising Strategy Exercise**: Work through real-life scenarios and challenges to develop effective fundraising strategies tailored to your organization's needs.

**Leadership Development Worksheet**: Build critical leadership skills to help you manage both people and resources effectively in the nonprofit sector.

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# 6. Performance Tracking & Progress Reports

As with any development program, tracking progress is essential to success. You'll have regular check-ins and assessments to measure your leadership and resource development growth.

**Monthly Progress Tracker**: Keep track of the goals you've set and the milestones you've achieved in fundraising and donor relations.

**Quarterly Performance Evaluation**: A deeper dive into your performance to evaluate what's working, what needs adjustment, and how to stay on course.

**Final Impact Report**: At the end of the program, you'll receive a comprehensive report highlighting your achievements, the progress made in fundraising, and the improvements in resource development strategies.

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# 7. Resources and Ongoing Support

Even after completing the program, you'll have access to a wealth of resources to help you continue building your career and your nonprofit's success. We offer ongoing support and the opportunity to join a peer network of nonprofit leaders committed to continuous fundraising and resource development growth.

**Learning Resource Log**: A curated list of tools, articles, books, toolkits, and other resources to continue your professional development.

**Peer Networking Plan**: Connect with other nonprofit professionals to exchange insights, share best practices, and collaborate on resource development efforts.

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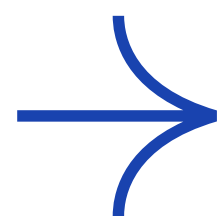
# Conclusion

## Achieving Success in Fundraising and Resource Development

Our Executive Coaching program is designed to help nonprofit leaders and fundraisers like you advance your careers and build stronger, more sustainable fundraising and resource development efforts.

By working with **Sharon Jones**, you'll gain the knowledge and skills needed to navigate the complexities of fundraising and resource mobilization, ensuring your nonprofit thrives in today's challenging environment.

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# Contact info

To connect with us, **simply click** on any of our social media platforms below. Alternatively, you can reach us via email, give us a call, or visit our website using the details provided below.



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