

ForImpact

NOT-FOR-PROFIT **MATH**

The PROBLEM

The DENOMINATOR
(**Cut Costs**)

SUBTRACTION

KAIZEN/INCREMENTALISM

ARITHMETIC

TWEAK THE NUMBERS

SIMPLE ADDITION

SIMPLE ADDITION
(3 + 33 + 36)

5-YEAR STRATEGIC PLANS
(Driven by 'Bean Counters')

CREATIVE FINANCING
(To Hide Problems)

RANDOM TRANSACTIONS

HUGE EFFORT; LOW RETURN
(Special Events)

SAME OLD, SAME OLD
(Expecting Different Results)

80/20

(80% the Effort Provides
20% of the Income)

DEAR OCCUPANT DIRECT MAIL + SHOTGUN GRANT PROPOSALS = BARELY SURVIVING

O, Nada, Nil
(The Tireless Pursuit of Nothing)

FOR IMPACT **MATH**

The SOLUTION

The NUMERATOR
(**Increase Revenue**)

ADDITION

QUANTUM LEAP

GEOMETRY

EXPONENTIAL GROWTH

COMPOUND GROWTH

COMPOUND GROWTH
(3+33 = 333)

1,000-DAY ACTION PLANS
(Driven by Visionaries & 'Sales People')

CREATIVE FINANCING
(To Maximize IMPACT)

COLLECTIVE IMPACT

SMART EFFORT; HUGE RETURN
(**Memorable Experiences**)

REALLOCATION OF RESOURCES
(To Maximize Relationships,
and Significantly Increase Income)

97/3

(97% of the Income from a Focus on
the Top 3% of the Stakeholders)

CUSTOM LEADERSHIP SOCIETIES + GREAT PRESENTATIONS = FUNDING THE VISION

∞ Infinity
(The Tireless Pursuit of Everything)