

WW ARTS-Information for December 7<sup>th</sup> meeting from

Forces for Good-The six Practices of High-Impact Nonprofits by Leslie R. Crutchfield and Heather McLeod Grant

Research based on 12 high impact non-profits including:

American's Second Harvest, Center on Budget and Policy Priorities, City Year, Exploratorium, Habitat for Humanity, The Heritage Foundation, National Council of La Raza, Self-Help, Share Our Strength, Teach for America, Youthbuild USA.

**I. Advocate and Serve**

Bridge the divide between service and advocacy and become good at doing both. Provide great programs and policy advocacy to achieve systemic change.

**II. Make markets work**

Find ways to work with markets and help business. Influence business practices, build corporate partnerships and develop earned-income ventures.

**III. Inspire Evangelists**

Create meaningful ways to engage individuals in emotional experiences to connect them with the organization's mission and core values. Volunteers, donors and advisers are recruited as evangelists for the organization's cause.

**IV. Nurture Non-profit Networks**

Help the competition succeed, building networks of nonprofit allies and devoting remarkable time and energy to advancing the larger field. Freely share wealth, expertise, talent, and power with peers.

**V. Master the Art of Adaptation**

Mastering the ability to listen, learn, and modify the organizations approach based on external cues responding to changing circumstances with innovation.

**VI. Share Leadership**

Distribute leadership throughout the organization and the nonprofit network-empowering others to lead. Cultivating strong second-in-command build enduring executive teams with long tenure and develop highly engaged boards.