



Aligning Governance, Planning and Fundraising Performance

THE DISCOVERY GROUP WORKS WITH THE BEST AND THE BRIGHTEST IN THE SECTOR TO DISCOVER HOW TO BE EXCEPTIONAL

Changing donor behaviour, competitiveness and heightened scrutiny of charitable sector mean boards and senior leaders are under pressure to deliver results on a sustainable basis. Combined with developing new sources of revenue, finding the right people and meeting the opportunities of ambitious organizations, many leaders are looking for a better way. Through the alignment of governance, planning and performance organizations can meet these challenges and become more effective and more focused on their mission. In fact alignment is the essential strategic element for successful mission-driven organizations.

Who We Are

Douglas Nelson is Managing Director of The Discovery Group, a philanthropy and governance consulting firm based in Vancouver, BC. The Discovery Group was founded out of his belief that organizations and their leaders can change the world. Doug understands the complexity of leading organizations and institutions and the challenges of aligning governance and philanthropic performance. Doug has been called a ‘fundraising phenom’ by the Vancouver Sun and ‘a true innovator for a sector that can do so much more.’

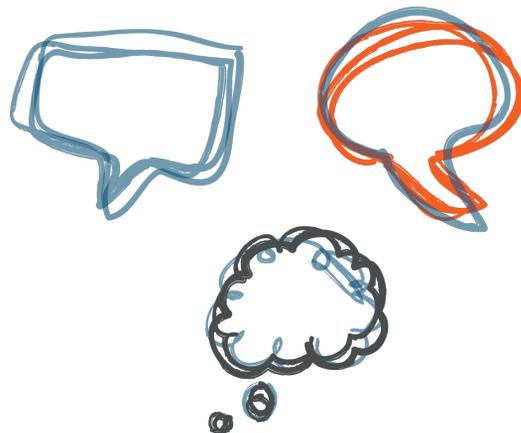
As a philanthropic sector executive he has led organizations in both Canada and the United States to new heights, raising nearly \$1 billion. His focus on organizational alignment has been recognized with awards for culture, advocacy, governance, and innovative granting.

Three Elements of Aligned Organizations



Working with the Discovery Group

The Discovery Group enables organizations to raise more money on a sustainable basis through engaged governance, strategic planning and fundraising performance. Every engagement with The Discovery Group is tailored to match the needs and aspirations of each client. We look forward to working with you in helping your organization become exceptional.



Aligning Governance, Planning and Fundraising Performance

Fact Sheet Summer 2017

Hallmarks of Aligned Organizations



Engaged Governance

1. Accountability to mission
2. Dynamic understanding of the organization
3. Integrated issues management process



Priority Setting & Planning

1. Priorities are connected to mission
2. Stakeholders are informed & engaged
3. Operative process for evaluating priorities



Organizational / Fundraising Performance

1. Plan understood across the organization
2. Plan based on past performance and future potential
3. Measures of progress are utilized

Our Services

Governance	Priorities & Planning	Organizational Performance
Comprehensive Governance Review	Strategic Planning	Comprehensive Revenue Programs Assessment
Role of Board/ED/CEO Consultation	Multi-year Planning	Revenue Stream Review
Full Board & Peer Evaluations	Annual Business Planning	Campaign Planning & Execution
Institutional Leadership Assessment	Setting Fundraising Priorities	Integration of Revenue Programs
Policy Drafting & Review	Change Management	Feasibility Study/ Leadership Surveys
Board Retreat Planning & Facilitation	Leadership Development	Strategic Options & Recommendations
CEO/ Management Compensation Strategy	Retreat Planning & Facilitation	Practice & Process Audit