



Welcome to our Newest Senior Consultants!

FALL 2009

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We are pleased to announce the addition of our two newest Senior Consultants. Amy Cole Buehler and Laura Musbach Drake will cover the Missouri and Southern Illinois area and plan to launch their first Expedition class in 2010.



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Amy Cole Buehler has been working in St. Louis' Nonprofit community for nearly 20 years and has extensive experience in fundraising, grantsmanship, strategic planning, development department audits, board development, and special project management including capital, annual and major giving

Laura Musbach Drake has been serving non-profit organizations throughout the Saint Louis community since 1994. Her full-time development positions have included opportunities at diverse organizations including a small social service agency, large cultural institution and a mid-sized social service agency.

campaigns. She has served as the Executive Director for both the Animal Protective Association of Missouri and Therapeutic Horsemanship. In 2008 Buehler founded Development on Demand! a consulting firm dedicated to working alongside non-profit organizations in the St. Louis Metropolitan area to further their strategic goals through capacity building, planning, training, board development, fundraising and coaching. In the spring of 2008, Amy was added to the faculty at Washington University in St. Louis as an instructor in the Nonprofit Management Master's Program where she helps to design curriculum and teaches several courses throughout the year.

She began doing freelance development jobs and consulting in April 2000. For the last five years, Splendor Event Services has focused primarily on non-profit and benefit special event services including galas, dinners, auctions, golf tournaments, educational breakfasts, cultivation events, friend raisers and reception fund raisers. Laura's focus on special events allows development officers and agency staff to focus on the day-to-day fund raising goals of the organization while she coordinates and plans with volunteer committees, venues and support staff.

Amy is a graduate of the University of Missouri – Columbia and holds both BA and MA degrees in Political Science. She has served as President of the St. Louis Regional Chapter of the Association of Fundraising Professionals (AFP), President of the Community Service Public Relations Council (CSPRC), board member of the Metropolitan Association for Philanthropy (now Gateway to Giving) and the Nonprofit Services Center.

Laura holds a Bachelor of Journalism degree from the University of Missouri-Columbia, has been a member of the St. Louis Chapter of the Association of Fundraising Professionals (AFP) since 1995 and was a Board member of the chapter from 2000-2003 and again from 2006-2008. She has also been a member of the St. Louis Community Service Public Relations Council, has been through The Grantsmanship Center Workshop, Metropolitan Association for Philanthropy Workshops, AFP local and national conferences and United Way training.

Amy lives in West St. Louis County with her husband Bryan and two sons, Cole and Sam.

What's Up with Graduates and More About...

On the Road Again...

In early October, Eileen Cook and Gina FitzSimmons of Casa Esperanza New Mexico flew to McAllen Texas to meet with current **Expedition** team members from the Boys & Girls Club of Edinburg and the Rio Grande Valley, sharing details of their very successful vehicle donation program. We hope we are selected to present *Lessons Learned* at the 2010 Social Enterprise Alliance Conference in San Francisco. Watch our newsletter and announcements when/if we are confirmed.

Amy Cole Buehler (Missouri/Southern Illinois)

- Capacity Building
- Fund Development
- Strategic Planning

Ronnie Daniel (Utah)

- Fund Development
- Organizational Management
- Strategic Alignment
- Success Training

Laura Musbach Drake (Missouri/So. Illinois)

- Special Event Analysis
- Special Event Planning & Production
- Development Event Guidance

Who ARE These People?

In addition to training in social enterprise and best practices/assessments/evaluations, SEV Senior Consultants bring a vast array of other skills to help your organization achieve its highest potential.

Cindy Kane (Florida)

- Grant Writing

Paul Lamb (Northern California)

- Management Consulting

New Web Site

Take a look at our newly designed web site (www.socialenterpriseventures.com) to learn more about this talented and experienced group of nonprofit consultants!

We are Proud of our Affiliation With...

John Ross (New Mexico and National)

- Collaborations & Mergers
- Nonprofit Management
- Strategic Planning
- Turn Arouds

Jean Block (New Mexico and National)

- Board Development
- Board Governance
- Fundraising

Melinda Guillemette (New Mexico and National)

- Motivation
- Communication
- Marketing

Randy Gleason (New Mexico and National)

- Executive Coaching
- Turn Arouds
- Strategic/Scenario Planning
- Collaborations & Mergers

Learn It & Earn It!

SEV offers nonprofits and nonprofit associations a unique opportunity to learn the **Expedition™** program and become certified trainers, earning unrestricted income for their organization.

Here's how it works: First, the organization participates in a full **Expedition™** training program

taught by SEV trainers. Then the next group of participants are taught by one SEV trainer and one organization trainer and net revenue is shared 50/50.

After approval of SEV, the organization is then awarded a geographic territory and pays a small licensing fee to SEV.

The Amarillo Area Foundation's Nonprofit Service Center is leading the way. Contact Katharyn Wiegand at 806.376.4521 or (katharyn@aaf-hf.org).

To learn more, contact Jean or Randy at info@socialenterpriseventures.com.

Exploration - Management By Assessment

In today's challenging economic climate, your nonprofit must become even more effective and efficient than ever before. Changes in the IRS Form 990 will also require a critical focus on the governance practices of your Board of Directors.

Learn from SEV principals with years of experience in nonprofit management. A comprehensive workbook with detailed checklists and templates for plans to improve will allow you to benchmark your operations in:

We offer **Exploration** in a variety of ways to meet every organization's scope and budget.

1. On site, 2 days with 2 trainer/consultants. \$10,000 plus expenses regardless of the size of your team.
2. On site, 1 day with 1 trainer/consultant. 2 modules of your choice. \$5,500 plus expenses.
3. Do It Yourself. The entire program workbook and CD for \$999, or individual modules for \$249.

So, if you could benchmark your organization against the **Best Practices in Seven Key Management Areas**, would you take advantage of that opportunity?

- ◆ *Basic Organizational Dynamics.*
- ◆ *Board Governance and Management.*
- ◆ *Human Resources.*
- ◆ *Programs and Services.*
- ◆ *Messages and Marketing.*
- ◆ *Fiscal Management.*
- ◆ *Resource Development.*

We have just released our newest program, **Exploration - Management By Assessment**.

Contact us today to get started!

Are You a Nonprofit Consultant or Trainer?

If you are a nonprofit consultant or trainer and would like to add our programs to your consulting tool box, contact us!

We offer the opportunity to earn significant income based on your ability to produce in a geographic area.

principal and the net is shared 50/50. Thereafter, the consultant retains 85% of the net revenue and a 15% licensing fee is paid to SEV for every group trained.

We are always on the lookout for entrepreneurial nonprofit consultant/trainers who would like to leverage their experience and learn to teach our programs.

For example, you put together a training group and earn 15% of the net profit for the first group trained, while you learn the program yourself. The second group is co-trained with a SEV

Contact
jean@socialenterpriseventures.com to discuss this opportunity.

More About Social Enterprise Ventures, LLC.

This newsletter is a publication of Social Enterprise Ventures, LLC.

interested. In addition to this newsletter, SEV offers one-hour live Internet webinars that explain the basics of social enterprise and

the management by assessment program. To schedule your **free** webinar, contact Jean@socialenterpriseventures.com

The newsletter is intended to update you about issues surrounding social enterprise and inspire you to get going and keep going on your journey to sustainability by earning unrestricted income. Please share it with others who might be

Schedule a live Internet webinar about Social Enterprise or Management by Assessment.

Social Enterprise Ventures, LLC was formed in 2006 by founding partners Jean Block and Randy Gleason in Albuquerque. Visit our web site at www.socialenterpriseventures.com to learn more.



Social Enterprise Ventures LLC

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