

**E-Newsletter - March 2010**

Food for Thought

A strong commitment to seeing things in future terms tends to keep boards from looking backward, or from becoming consumed in today's minutiae. Boards make these kinds of mistakes when they see their primary task as being supervisory rather than providing strategic leadership (some level of supervisory activity is inevitable, but it's incidental to the main role).

--Thomas A. McLaughlin

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As always, NpDP is grateful to The Sustainability Fund for making our work possible.

**Now, you can follow NpDP:**

**as a Fan on Facebook: search for Nonprofit Development Partnership**  
**on Twitter: @flatheadnpdp**  
**on our new Blog: FlatheadNpDP.WordPress.com.**

**Help us get a username on Facebook, so that NpDP can be more easily found. Help us get to 25 Fans on our Facebook Page. Just search for Nonprofit Development Partnership and click on Become a Fan. By becoming a Fan, you can easily RSVP to our upcoming events.**

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Managers Forum:

**Making the Ask Face to Face**

Thursday, March 4, 2010, 3:30 - 4:30 pm

**\*\*\*Annex Conference Room, First Montana Bank**

**\*\*\*85 North Main Street (across from Taco John's), Kalispell**

**Annex Building is located on the south side of the First Montana Bank.**

**\*\*\*Note the additional location change.\*\*\***

As a follow-up to the February Brown Bag, we are hosting the spring Managers Forum series - "Making the Ask," starting with Face-to-Face charitable solicitations. As a part of the discussion, we will be practicing the Ask.

For homework, please bring a practice scenario from your organization to use....for example, think of a situation where you needed to ask for a gift from a skeptical potential donor. What words did you use to overcome objections? What difficult questions did they ask?

The Managers Forum is a peer learning and idea sharing forum for nonprofit leaders and managers.

**Please RSVP to [rsvp@npdp.org](mailto:rsvp@npdp.org) to ensure enough seating.**

Upcoming Managers Forums:

**Making the Ask - By Letters**

Thursday, April 1, 3:30 pm - 4:30 pm

**Making the Ask - Through Social Media & the Web**

Thursday, May 6, 3:30 pm - 4:30 pm

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Board Seminar:

**The Basics of Board Service**

**Improving your Skills and Effectiveness as a Nonprofit Leader**

Wednesday, March 31, 5:30 pm - 9 pm

Arts and Technology Building, room 144

Flathead Valley Community College

777 Grandview Avenue, Kalispell

Cost: \$35 for workshop, networking, dinner and resource handouts

presented by Ned Cooney, Program Director of NpDP

hosted by the Flathead Nonprofit Development Partnership

Just joining a board? This seminar is for you.

Want to expand your skills as a board member? This seminar is for you, too!

Topics include:

- \* Why do I serve as a board member?
- \* What nonprofits are and what they mean to the world
- \* Basic roles and responsibilities
- \* Principles and Practices for Nonprofit Excellence in Montana
- \* Relationships with staff (executive directors and others)
- \* Finding new board members, and getting them up to speed

**To register, go online to:**

<https://sodium.fvcc.edu/CourseStatus.awp?~~10SMGMT9036A>

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Community Workshop:

March Safety Workshop

Hampton Inn, Kalispell  
Free

**Topics Include:**

**Hiring Practices:** It is important for all employers to understand hiring decisions and practices, especially when it comes to understanding Montana's workers' compensation laws. In this session participants will learn the correct procedures for payroll reporting, classification of employees, using independent contractors, operating as an uninsured employer, and other areas.

**Detecting Fraud:** What is work comp fraud? What can you do if you suspect it? Find out how to identify and investigate potential fraudulent claims that are made by employees, employers and medical providers.

**Be a Safety Champion:** Investing in your employees' safety training is a vital link between a safe workforce and one that lacks focus, drive and productivity. In this session graduates of MSF's WorkSafe Champions program will talk about how the intensive safety training has dramatically improved their company's safety culture and their own.

To register go to [www.safemt.com](http://www.safemt.com). If you have questions, call 800-332-6102 extension 5892 (Kirk Smith) or extension 9939 (Sonja Ring).

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Job Announcement:

**North Valley Music School Executive Director**

North Valley Music School in Whitefish, MT is seeking a visionary, skilled **Executive Director**. Montana's only nonprofit music school annually serves over 700 students of all ages through private lessons, group classes, summer camps, and workshops. \$375,000 budget organization with 15 year-round faculty and staff. Under the general direction of the Board of Directors, the Executive Director is responsible for: fundraising and grant writing; board development; supervision and hiring of faculty and staff; financial and budget management; public relations, advertising and marketing; and facilities management. Details & application process at [northvalleymusicschool.org](http://northvalleymusicschool.org)/ on the Employment page. Resumes (electronic preferred) must be received by March 22, 2010.

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Sponsorship Opportunity:

**Allegiant Air**

Allegiant Air is interested in teaming with organizations in Western Montana to assist with promotions of community-wide benefit. They don't have a formal application process, but interested organizations should submit a one-page summary that includes:

1. Complete organization name and contact information
2. Description of proposed fundraising event
3. Community-wide benefits to be realized with the event proceeds
4. How free tickets and marketing by Allegiant Air could support the success of the event

## 5. Event sponsor recognition

While Allegiant has no proposal deadlines, they would like to receive proposals 8-12 weeks before your event. Proposals should be submitted electronically to Sarah Gannon at [Marketing.Advertising@allegiantair.com](mailto:Marketing.Advertising@allegiantair.com).

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Article:

### **Census: Battleground for Money and Justice**

Rick Cohen writes, "Getting \$3,900 per person into your county may not be in your mission statement, but if your organization could do that for 100 people who are likely not to be counted, wouldn't you do so? Engaging in work to make the Census accurate and reflective of our communities ought to be in our DNA." Learn more about the critical role of nonprofits and the Census here:

<http://www.blueavocado.org/content/census-battleground-money-and-justice>

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### **The Resource Corner:**

#### **IdeaEncore**

Several website have links to policy and procedure templates. IdeaEncore Network operates as a online community market for nonprofits to share, sell and buy these templates, tools and training content. It's categories and search options make it easy to find and sell the nonprofit information.

[www.ideaencore.com](http://www.ideaencore.com)

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Reminder: PLEASE pass this e-newsletter along...to Board members, fellow staff people, volunteers, and other nonprofit people you know in the community. Everyone's invited to be a part of our growing network! To sign up to receive this newsletter, go to our website, [www.npdp.org](http://www.npdp.org) and click "Join our Network" on the left side of the page. Enter your email address, name, and other required information.

A "printer-friendly" PDF version of this e-newsletter is available at our website, [www.npdp.org](http://www.npdp.org) in the "Document Library" on the left side of the page.

NOTE: Please add [admin@npdp.org](mailto:admin@npdp.org) to your "safe senders list" in your email spam and junk mail filters. That way, when we send you messages through our new email network, you'll continue to receive our e-newsletters, workshop announcements, and other items of interest.

Disclaimer: The views expressed in the articles and internet links contained in this E-newsletter are those of the content providers, and do not necessarily reflect the views of the Nonprofit Development Partnership.