# 11 SECRETS OF NONPROFIT EXCELLENCE

Merger, Transformation, and Growth



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AUTHOR





**Kathleen Stauffer** is a strategic, results-driven professional with deep expertise in executive leadership and mergers/acquisitions. An expert on high-performance team building, organizational transformation and leveraging mergers for large-scale social change, she's enjoyed success as a CEO, president, division chief, and media group publisher. Under her leadership, The Arc Eastern Connecticut grew from a struggling \$5 million nonprofit supporting people living with intellectual and developmental disabilities to an enterprising, \$25+ million hybrid. Kathleen serves on national and regional Boards and is a recognized leader, writer, and presenter.

# 11 SECRETS OF NONPROFIT EXCELLENCE: MERGER, TRANSFORMATION, AND GROWTH

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### Bridge the Knowledge Gap

Do you have what it takes to build agile, successful teams? Pursue mergers that transform? Are you solving the right problems for efficiency and growth? Do you want to leverage your mission for large-scale social change? Does your Board have a shared vision for innovation?

Discover the critical lessons of success with 11 Secrets of Nonprofit Excellence in this step-by-step executive guide:

- Build effective, enthusiastic teams
- Deploy tech to boost revenues and quality
- Launch profitable micro businesses
- Negotiate game-changing legislative outcomes
- Design and implement dynamic strategic plans

11 Secrets offers practical stories, disciplines, data, and humor in an empowering blueprint for achieving excellence in any organization. The book addresses the resource gap for navigating non-profit growth and innovative tech solutions. Deftly weaving vignettes from the author's successful careers in international publishing and nonprofits, 11 Secrets introduces real-life encounters with notables such as Muhammad Ali to unlock valuable secrets of quality, excellence, and mission advancement. 11 Secrets lends itself to powerful coaching and winning outcomes for start-ups, non-profits, Boards and leaders, cross sector.

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# **TESTIMONIALS**

"Peter Drucker first identified the importance of studying non-profit management. 'No Margin, No Mission' is one famous quote. Nonprofits are by far the largest employer group in the US, and they are the original laboratory for managing knowledge workers. Kathleen Stauffer has added valuable insights to the store of knowledge in this field. Ms. Stauffer's 11 Secrets lives in the real-world of experience, and I find that her insights are also relevant to some of the startups that I work with."

Hugh Evans
Founder and Managing Member, 3D Ventures

"Kathleen Stauffer has written the blueprint for creating, managing and advancing a successful and thriving non-profit. Really, if you have a business of any kind, this book is a must-read. The strategies in this book will not only take you to the top but will keep you there."

David Perozzi -Senior Producer, CNN

"11 Secrets of Nonprofit Excellence provides invaluable insight into different styles of leadership and how to become a successful leader in the non-profit world. One of the most valuable leadership tips given is "Get up from your desk!" See from the front-line perspective what are the impeding issues and welcome the truth from your people as a gift toward the resolution of an issue and a giant step toward progress."

Shiela Hayes -President, NAACP Norwich Branch

"This book will prove very useful to nonprofit leaders because its storytelling provides a universal platform for its insights. In addition, its lessons are user friendly and defined. Kathleen Stauffer's method of highlighting both takeaways and questions is extremely helpful also. Overall, I will be referring to this document regularly. It is an excellent work that ties direct human experiences to critical tools for managing."

Win Evarts - Executive Director, The Arc Connecticut