



# Align Corporate Goals with Community Needs

## Helping Foundations Gain Alignment, Buy-in, and Confidence

A common **challenge** we hear from foundations is that they struggle to agree on and articulate their goals. Expert Choice is known for helping organizations **achieve internal alignment** and clarity – a necessary precursor to external communication.

Too often this effort is seen as contentious and politically charged. Our uniqueness is to focus the directors on a set of objectives, and help them articulate the relative importance of each. Through **expert facilitation approaches and tools** we make this a rewarding exploration that results in a common, bought into set of objectives with clear organizational direction. The benefits are many, including **faster evaluation of grant applications**, concise communication to external parties, and alignment of internal operations.

If your organization is finding it **difficult to agree on** how to meet the challenges of the current economic conditions, or if you are in the process of **reevaluating your strategic** giving plans, we offer you a robust, effective, and inclusive process that focuses your organization around these difficult tasks.

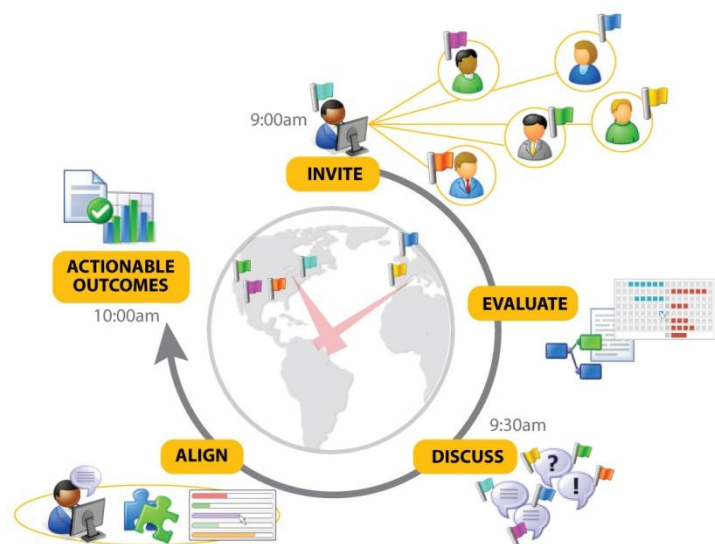
If you are suffering from an **overload of smaller grant applications** and experience difficulty in explaining why a grant application was not approved, please contact us and we will gladly schedule a session with you and your team to explore how our approaches, methods, and tools are helping organizations like yours. **We can help.**

*"Before using Expert Choice, our process in choosing a suitable venture that is aligned with the mission of N Street Village had stalled. With Expert Choice and Comparison Core, we identified concerns that key decision-makers had and were able to address them effectively as a group. Expert Choice enabled us to move forward with optimism and confidence."*

*Ann McCreedy  
N Street Village.*

*Understand your objectives...*

*...and focus on your community*





## Frequently Asked Questions

### How does Expert Choice help prioritize Corporate Giving?

The methodology we use breaks the prioritization process into two components, objectives and alternatives, facilitates discussions and tracks inputs, opinions, and expertise among all participants. Leveraging our proprietary software, input can be provided as part of a single meeting or as participants' have time to contribute.

Using our process, participants make one-to-one tradeoffs between the projects being evaluated, delivering relative priorities.

### Why is it important to break decisions into objectives and alternatives?

Objectives are the key criteria used to evaluate and select Corporate Giving projects. (E.g., Corporate Giving criteria typically focuses on: Social Good, Corporate Good, and Political/Individual Values.)

With Corporate Giving, the alternatives to be considered include: projects, grants, or donation requests from organizations.

In our methodology, each alternative is valued against each objective, making it easy to both eliminate incompatible projects and find those worth supporting. Therefore, the process is simple, complete, fair, and transparent.

### How do I get started?

An initial engagement with our professional services team is the best way to get started. The goal of our professional services team is to help you decide and evaluate your organizational objectives, evaluate the alternatives quickly, and leave your organization with a simple, fast, and repeatable exercise.

Many customers self-train and begin using our web application in under 2 hours, implementing a self-sustaining capability. With that said, there is some art to this process and additional short-term support may be helpful.

### My budget is tight. How much will this cost?

Our nonprofit pricing gets you started for under \$2000. A typical facilitated exercise is \$5,000 to \$10,000. During such engagements we will:

- ✓ Facilitate selection, understanding, and agreement on key criteria
- ✓ Help you choose the very best projects to meet your goals
- ✓ Cut your evaluation time by as much as 50%
- ✓ Eliminate the need for long meetings with little structure and unclear outcomes
- ✓ Significantly reduce or eliminate any board member travel needed to evaluate and make final decisions

Expert Choice brings rational decision-making to a complex world. Since 1983, Expert Choice serves as the world leader in collaborative, decision-making software serving more than 100 of the Fortune 500 and 30 U.S. Federal Agencies. Its software is taught in over 100 universities and used in 60 countries worldwide. Its solutions are designed for business and government leaders who want to save time and improve their bottom lines.