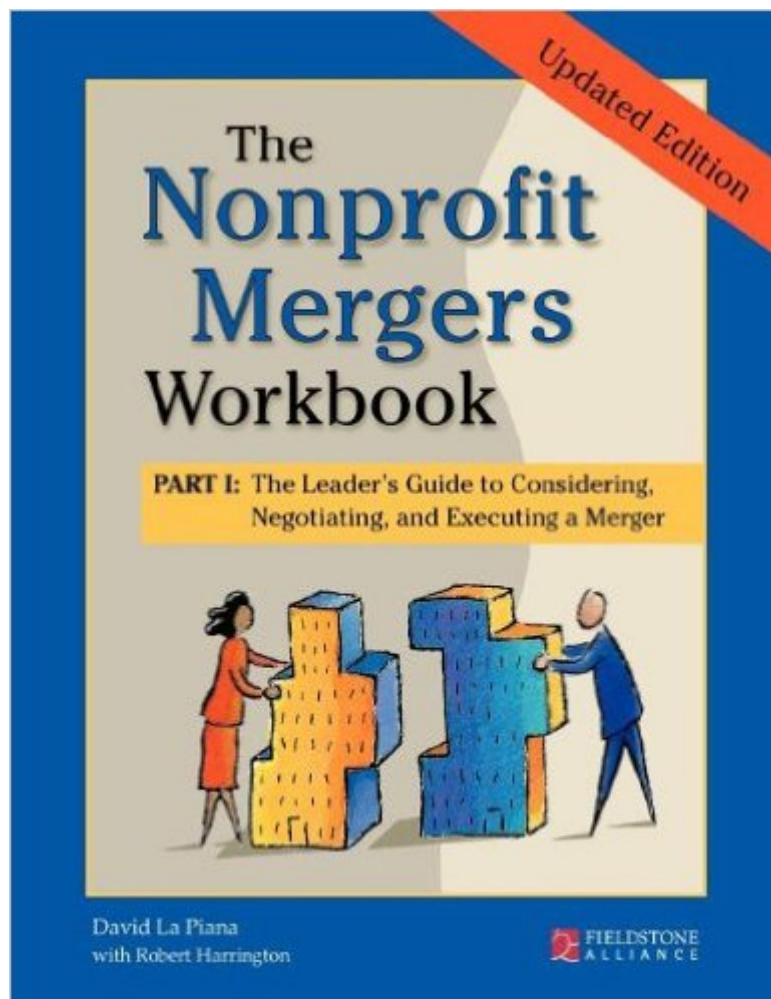


The book was found

The Nonprofit Mergers Part I: The Leader's Guide To Considering, Negotiating, And Executing A Merger



Synopsis

Nonprofit mergers are on the rise. Executive directors and board members are discovering the advantages: comprehensive service delivery, better finances, more powerful fundraising, increased market share. Bottom line, mergers make more mission possible. From assessing reasons and readiness, to finding a partner, to negotiating the best path, to budgeting and implementation, author David La Piana guides you through the maze of options with a steady hand. Based on experience with more than sixty mergers, this handbook is the perfect starting point for any nonprofit exploring a possible merger and a basic resource for all nonprofit managers. You'll find: how to decide what kind of structure from collaboration to merger meets your goals; how to know your own motivation and keep your mission forefront; what kind of merger best fits your goals, structure, and financial situation; how to seek merger partners and objectively assess the pros and cons of each; how to manage the boards essential role in merger considerations; how to exercise due diligence and write the merger agreement; how to deal with the rumor mill; what you can do yourself, when to call in attorneys and consultants, and how to select them; typical roadblocks and how to beat them; how to move past old history and build new traditions as you integrate staff, management, boards, systems, and corporate cultures; how to budget for and raise funds to implement the merger; and much more! Full merger case studies, decision trees, twenty-two worksheets, checklists, tips, milestones, an extensive resource section and many samples including the minutes of a completed merger negotiation give you concrete assistance with your own merger plans and implementation. A special chapter written for nonprofit organizational consultants explains their roles and responsibilities in assisting clients interested in merger.

Book Information

Paperback: 240 pages

Publisher: Fieldstone Alliance; Revised, Updated ed. edition (September 10, 2008)

Language: English

ISBN-10: 0940069725

ISBN-13: 978-0940069725

Product Dimensions: 8.4 x 0.6 x 10.8 inches

Shipping Weight: 1.3 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars Â Â See all reviews Â (2 customer reviews)

Best Sellers Rank: #169,744 in Books (See Top 100 in Books) #33 in Â Books > Business & Money > Management & Leadership > Consolidation & Merger #165 in Â Books > Business & Money >

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Customer Reviews

Great workbooks for nonprofits considering or who have decided to merge with another nonprofit. Step by step workbooks, well written. Highly recommend.

Excellent!

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