



THE ASSOCIATION  
OF CONSULTANTS  
TO NONPROFITS

**ACN NEWS**, March 2017

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Is your organization Mission-Driven or Mission-Challenged?



DAVIDOFF

## JOIN OUR BOARD

**ACN is seeking to fill three (3) at-large positions for its Board of Directors for the term 7/1/17 - 6/30/19.** This is an exciting time for the organization and a great opportunity for members who are looking to expand their professional networks and build their leadership experience. In the last two years, ACN has: increased its membership by more than 20%; launched a new, interactive website that offers greater capabilities and resources for consultants and prospective clients alike; engaged the services of Chicago Association Management, a full-service team providing top-flight support to the organization; established a social media presence along multiple platforms; and consistently expanded the quality and scope of our regular programs and Annual Meeting.

As the organization looks to build on these successes, we are particularly interested in prospective Board members who can support our aim of building relationships among the region's consulting, nonprofit and philanthropic communities. All ACN members are invited to serve. The next term of service begins July 1 and runs for a two-year period, renewable for up to a total of 6 years.

The general board job description and application are available on the ACN website under [Member Resources](#).

Please contact Catherine Siebel at [catherinesiebel@gmail.com](mailto:catherinesiebel@gmail.com) for more information about this leadership opportunity, or to submit your application.

## SHARE YOUR THOUGHTS

Please watch for ACN's annual member survey distributed during March. Your feedback is essential to ACN as we market our members to the nonprofit community. Results from the survey, which are shared at our annual meeting on June 2, shape the coming year's programs and enable ACN to be the best resource possible to its members.

## PRESIDENT'S MESSAGE by Catherine Siebel

Greetings,

At the risk of saying all the trite things about how quickly time passes, the calendar (if perhaps not the weather) is telling me that my tenure as ACN President is nearly over. As of June 30th, our President-Elect, Jonathan Eisler, will take the reins of our small but fierce organization. This is excellent news for ACN! Jonathan is a great leader, a keen listener, and among the hardest-working people I know. It has been my great pleasure to work with him for the past three years. If you are an ACN member, I strongly encourage you to consider applying to serve the next term on our Board of Directors (term begins July 1--

see information above). As we turn an eye toward a more regional presence alongside stronger partnerships throughout the sector, there has never been a more exciting time to join the ranks of our leadership team.

I still have some time in the saddle before Jonathan takes over though – we have a bunch of great events coming up (see below). I hope you can make it to at least one of these – my experience has always been that ACN events provide high-quality professional development along with enriching networking opportunities.

On that note, it's certainly worth singing the praises of our next Annual Meeting, on June 2nd, (see below). We are working on a top-tier lineup of speakers as well as dedicated programming for nonprofit organizations. It promises to be our best meeting yet!

In the meantime, I look forward to seeing you at another event.

**Catherine**

**ON THE PROGRAM** by Kedest Kassahun Lanum, VP of Programming

***Upcoming! Annual Meeting – June 2<sup>nd</sup> 8:30am to 12:00pm, Gibson's, 1028 N. Rush St.***

Come to ACN's premier annual networking event. The Annual Meeting program will focus on the transformation of the non-profit sector. Leaders from the sectors will present various perspectives. Everyone will have an opportunity to share potential solutions to challenges. [Learn more and register here.](#)

Consider a sponsorship opportunity to promote your services/products, maximize your networking effectiveness, or thank your clients and partners. We can customize packages as needed. Opportunities range from \$500 to \$5000 ... For full information on ACN Annual Meeting Sponsorships [Click Here.](#)

The theme for this fiscal year is **collaboration** and we will continue to incorporate the topic of between consultants and clients alike in our discussions.

***April 20<sup>th</sup> Program: Sharing Back Office Services to Add Significant Values for NPO's***

Date: April 20, 9:00am – 11:30am

Location: Lumity, 55 W. Van Buren St #420

We are inviting nonprofit leaders to join ACN members and discuss their experiences working with back office-sharing services for their accounting, HR, IT and other needs. [Learn more and register here.](#)

## **NETWORKING WITH A VIEW** by Meegan Bassett, director-at-large

ACN members received a new benefit last year with the roll-out of the Metropolitan Club networking coffees and happy hours. The events have been extremely popular for new and established members. Past events included guest experts Florence Hardy from the Far South Community Development Corporation, who shared her years of experience as a small business coach and entrepreneur. Rebecca Bloomfield from Jerry S. Pearlstein Insurance, Ltd advised members on their health care insurance options. Check out our next two upcoming events!

### **March 22<sup>nd</sup> Met Club Coffee:** *What to Do When Work is Slow* [Register Here](#)

Time/Location: 10:00am -11:30 am: The Metropolitan Club, Willis Tower, 233 S. Wacker Dr. Floor 67, Chicago, IL 60606

Every consultancy experiences ebbs and flows, but the slow times can be especially frustrating. Get tips from long-time consultants on how to make it through the lean times and build for the busy times.

### **May 24<sup>th</sup> Met Club Happy Hour:** *Topic TBD* [Register Here](#)

Time/Location: 10:00am -11:30 am: The Metropolitan Club, Willis Tower, 233 S. Wacker Dr. Floor 67, Chicago, IL 60606

## **MEMBERSHIP NEWS** by Barb Vicory, VP of Member Services

### **Member Benefit Reminders**

#### **April 12<sup>th</sup> New Member Orientation:** 12-1:30 pm

The ACN Board of Directors welcomes all new members each calendar quarter and provides a forum to talk about how to best take advantage of your ACN membership. The orientation includes a brief presentation and time to meet new colleagues.

[Learn more and register here.](#)

## **NEW MEMBERS**

ACN would like to welcome our new members! Please be sure to connect with them and find out more about their consulting practice.

## **ASSOCIATES**

Alexis Allegra, Allegra Consulting

Susan Musich

## NEW INDIVIDUAL & ORGANIZATIONAL MEMBERS

- [Robin Berkson, Leading Healthy Futures, Inc.](#)
- [Andrew Clarke, Ground Floor Partners](#)
- [Janet Cobb](#)
- [Susan P. Kosyla, S. Wolf and Associates](#)
- [Gregory Kurth, Social Wealth Strategies](#)
- [Kelly Luchtman, Lightfellow](#)
- [Rashmi Narsana, CGT Strategy, Inc.](#)
- [John Porcaro, PSM Partners](#)
- [Lolita Sereleas, FUND Consulting, LLC](#)
- [Ellen Shepard, Community Allies](#)
- [Laura Stokes-Gray, Stokes-Gray Consulting](#)
- [Lisa Youngdahl, Resolution Creative](#)
- [Wanda Walker, Uniquely Yours Consulting & More, LLC](#)

## RENEWING MEMBERS

***Thank you for your continued partnership!***

- [Jane Beckett, Jane Beckett & Associates](#)
- [Scott Caldwell, Caldwell Business Group, LLC](#)
- [Clara Carrier, Breaking Through Consulting](#)
- [Elizabeth Cole, Graettinger Cole Impact Consulting](#)
- [Michelle Weber, Clockwork Media dba/Tricom Associates Chicago](#)
- [Jacki Davidoff, Davidoff Mission-Driven Business Strategy](#)
- [John Davidoff, Davidoff Mission-Driven Business Strategy](#)
- [Jeff Marcella, NonProfit and Public Sector Consultant](#)

- [Jill Misra, Impact Solutions, Inc.](#)
- [Mary Morten, Morten Group, LLC](#)
- [Elizabeth Richter The Richter Group](#)
- [Andrew Shafer, SD Solutions](#)
- [Gail Straus, GKS Consulting, LLC](#)
- [Joseph Villinski, Xseed Fundraising Solutions](#)
- [Amy Wishnick, Wishnick & Associates, LLC](#)

**GET INVOLVED** by Brenda Berman, VP of Marketing & Communications

### ***From the ACN Blog***

ACN's newly revived blog is thriving, and you are invited to be part of it! The opportunity to publish a post or link your professional blog to ACN's site is a valuable benefit of your membership. Over the past 3 months, our members have published articles on industry trends, best practices for nonprofits & consultants, and tips for growing a consulting business.

If you would like to participate in our blog program and help expand ACN's thought leadership profile, please email Board Member Andrew Shafer at [aashafer@gmail.com](mailto:aashafer@gmail.com).

### ***ACN Google Group***

We also have a new communications space just for ACN members. If you are a member, you have been automatically enrolled and should be receiving email notifications and/or digests (as you choose). Use this group to pick your peers' brains, share opportunities for learning and collaboration, spread your business-related news, learn about new RFPs and RFIs, and so on.

### ***New Mentorship Program Under Development***

ACN has a new associate membership category for emerging consultants! Please watch for future updates on how established consultants can nurture those who are just starting out.

## SPONSORSHIP THANKS

Thank you to **Davidoff Communications**, our inaugural newsletter sponsor for 2016-17! This year we expanded our sponsorship opportunities. If you are interested in the visibility gained through sponsorship, please contact us at [info@acnconsult.org](mailto:info@acnconsult.org).

**Happy Spring! Help us bloom together! Share, Like, Re-Tweet your favorite ACN blogs, comment on our programs, tell others about the networking at our Coffee and Happy Hour events! Thank you!**



[ACN Website](#)

[Meet Our Board](#)

[Join/Renew](#)

**The Association of Consultants to Nonprofits publishes *ACN News*, a quarterly publication for members of the association.**