

HOW TO GET *MONEY* **AND MORE** **FROM PRIVATE SECTOR BUSINESSES!**

**Presented for Your Organization by
Larry Robbin
Executive Director of Robbin and Associates**

You have more business connections than you may realize. You buy things from businesses to run your program. Your board members, staff and volunteers have business connections. In some cases, your program participants, alumni and their families may be working at businesses or have other connections with companies. It is possible that you know the businesses that are located near your program. Your organization may also have other types of connections with businesses as well. Are you using your business relationships to benefit your organization? Do you have a well thought out strategic plan that takes these relationships to the highest levels of engagement where businesses will give you the things on this list?

- * **Money**
- * **Volunteers to help in your program as management coaches, participant mentors, project workers, teachers, guest speakers etc.**
- * **Connections to other businesses and business associations for fund raising and all of the other benefits on this list**
- * **Donations of equipment like computers, phone systems, copiers, office furniture and other things that will be useful to your program**
- * **Joint projects that will improve your outcomes**
- * **Access to politicians, policy makers and potential funders**
- * **Technical assistance to make your website, computer, management information, fiscal and other systems the state-of-the-art**
- * **A recruitment source for board members**
- * **Producing special fund raising events for your organization**
- * **More media access and publicity**

This is just a partial list of the many benefits that can come from a well thought out business engagement strategy. This unique consultation session will show you how to

identify and target businesses that have the most potential for giving you what you want. Learn the inside tips for positioning your organization so the business wants to help you!

Find out the secrets to making a proposal business people cannot refuse. Discover why your top management may not be the best people to make your proposal. Get solid sales strategies so you can reply to questions in ways that give business people the answers they want to hear. The session includes a checklist of the most common mistakes made by people from nonprofits when they make proposals to business so you can avoid these deadly partnership killing errors. **Get the best practices for when, how and what to ask for and you can get so more from your private sector relationships than you ever dreamed possible!!**

“Larry is a compelling, thoughtful management consultant whose advice and counsel, ideas and presentation style are spot-on. Larry's wealth of wisdom is relevant, inspiring and always interesting. The content, format, order and handout materials were clear, concise and thorough. He provided useful tips and tools that will help build upon our relationships with private sector businesses and organizations to grow and sustain our programs. The session included many examples of best practices that can be immediately put to use. This time was well worth it and yielded a quick and positive return on investment. We met with a foundation representative after consulting with Larry. We only had fifteen minutes and got \$2500 in funding and we hope to get even more! That would not have happened without the consulting time spent with Larry Robbin.”

Larry Robbin, Executive Director of Robbin and Associates, has over forty-five years of experience providing consulting and training to both nonprofits and private sector businesses. He has worked with more than 1000 organizations across the country. Larry has trained over 100,000 people and presented at more than 500 conferences. He has raised millions of dollars from private sector businesses. Because of his extensive experience he can help you understand how to bridge the gap between what you need and what companies can provide.

**Make Your Program the Partner of Choice For Businesses!
Get Money and Much More!**

**Contact Robbin and Associates at larry@larryrobbin.com for more information and to schedule your consulting session.
WWW.LARRYROBBIN.COM**