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Forging Nonprofit Alliances: A Comprehensive Guide to Enhancing Your Mission Through Joint Ventures & Partnerships, Management Service Organizations, Parent Corporations, and Mergers

Jane Arsenault

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This insightful guide shows how by joining forces, nonprofits can use consolidation as a strategic tool to enhance, rather than undermine mission. As nonprofits find ways to increase effectiveness in services and fundraising and face the growing competition for limited resources, they can focus on their real goal-serving their constituents.

Arsenault explores the various options for consolidation-including joint ventures and partnerships, management service organizations, parent corporations, and mergers. She also details the negotiation process and demonstrates how to design and frame the consolidation process in a positive and constructive way for staff, donors, and constituents. Written for nonprofit managers and boards, Forging Nonprofit Alliances determines which options are right for an organization and clearly defines the roles and responsibilities of all members of nonprofit board and staff in planning and implementing an alliance.

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