



You're invited to two special events with David La Piana:

Greater Twin Cities United Way and Fieldstone Alliance invites you to hear nonprofit strategy and merger expert David La Piana speak on two timely topics:

The Nonprofit Strategy Revolution: Real-Time Strategic Planning in a Rapid-Response World

Beyond Collaboration: Strategic Restructuring for Nonprofit Organizations

Save the date! Friday, March 21, 2008

9:00 – 11:30 The Nonprofit Strategy Revolution

1:00 – 3:30 Beyond Collaboration

Attend one or both sessions.

Session 1

The Nonprofit Strategy Revolution: Real-Time Strategic Planning in a Rapid-Response World

The fact is, the world changes continuously and rapidly. It's foolhardy to believe that strategies should not do so as well. Organizations already know this, but their traditions have locked them into a strategic planning process that is divorced from today's reality. That's why plans sit on the shelf, why seasoned staff roll their eyes when the next round of planning begins, and why smart executives are always seeking work-arounds in between planning periods. In this session, David presents compelling new ideas about how to talk about and decide strategy and provides useful tools for advancing mission-focused work that takes into account a continually changing environment.

In this session, you will

- Gain both a theoretical and a practical grasp of the concept of strategy

- Be exposed to a new way of thinking about strategy

- Come away with concrete tools for forming strategies on a more flexible and helpful basis than that provided by traditional strategic planning

- Learn how to use the tools in David's book, *The Nonprofit Strategy Revolution*

- Understand how to engage your board and staff in these new approaches

Session 2

Beyond Collaboration: Strategic Restructuring for Nonprofit Organizations

“Strategic restructuring” brings to mind the old adage, “together we stand, divided we fall,” offering nonprofits the opportunity to leverage the talents of their own and other organizations by working together in an increasingly competitive environment.

Strategic restructuring refers to a continuum of partnerships—including but not limited to mergers, joint ventures, administrative consolidations, and joint programming—through which nonprofits strive to anticipate or respond to environmental threats and opportunities. La Piana Associates, through its foundation-sponsored [Strategic Solutions](#) project, is the nation's leading resource on all aspects of nonprofit strategic restructuring.

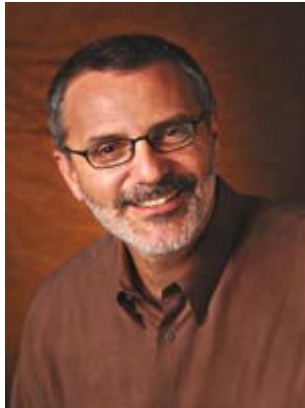
In this session, you will

Gain a strong understanding of the various partnership options available to nonprofit organizations, including mergers, joint programming, administrative consolidation, management service organizations, etc.

Learn about the findings of the largest study on mergers and alliances in the United States, as well as follow-up research related to merger integration

Better understand the benefits and challenges of strategic restructuring

Become familiar with the processes involved in organizational and partnership assessment, negotiations, and implementation/integration.



About David La Piana

David is founder and President of La Piana Associates, Inc. (www.lapiana.org), a consulting firm specializing in solutions to the strategic issues faced by nonprofit organizations and their funders. Recognized as a leading expert on nonprofit management and governance, David has worked extensively with funders and nonprofits in all sub-sectors. He has also taught at the University of San Francisco's Institute for Nonprofit Organization Management and at the Haas School of Business at the University of California, Berkeley.

A popular speaker and teacher, David is a regular contributor to the national dialogue on nonprofit and foundation effectiveness. David has written for major newspapers, and is frequently interviewed by the media on trends in the sector. David's publications include numerous articles and monographs, as well as five books:

Play to Win: The Nonprofit Guide to Competitive Strategy (2005) (honorable mention for the Terry McAdam *Nonprofit Book of the Year* award)

The Nonprofit Mergers Workbook, Part I: Considering, Negotiating, and Executing a Merger (2000)

The Nonprofit Mergers Workbook, Part II: Unifying the Organization After A Merger (2004)

Strategic Restructuring: Mergers, Integrations, and Alliances (2003).

The Nonprofit Strategy Revolution: Real-Time Strategic Planning in a Rapid-Response World (2008)

David coined the term “strategic restructuring” to refer to the continuum of partnership configurations— including mergers, joint ventures, consolidations, and joint programming —

through which nonprofits attempt to anticipate or respond to environmental threats and opportunities. For close to 10 years, David and La Piana Associates have worked closely with major foundations and national nonprofits to promote an understanding of strategic restructuring and the effective use of nonprofit boards of directors.

Since 1979, David has worked in the nonprofit sector as a staff member, executive director, trainer, consultant, and board member. He received his Master of Public Administration degree in nonprofit management from the University of San Francisco, and holds graduate and undergraduate degrees from the University of California at Berkeley. He has also studied at the University of Madrid.

Since its founding in 1997, La Piana Associates, Inc. has published major research in the areas of collaboration and strategic restructuring. They are currently engaged in a major initiative aimed at identifying alternatives to traditional strategic planning for forming organizational strategies.

When and Where

March 21, 2008

Greater Twin Cities United Way

404 South Eighth Street

Minneapolis, MN 55404

Register today! Seating is limited: A registration form is included with this flyer.

Session 1: The Nonprofit Strategy Revolution

Time: 9:00 – 11:30 a.m.

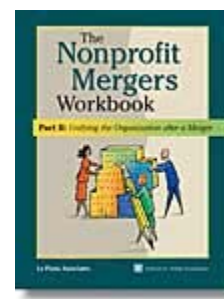
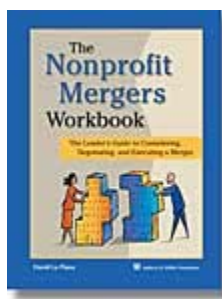
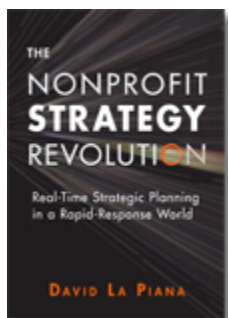
Cost: \$35

Session 2: Beyond Collaboration

Time: 1:00 – 3:30 p.m.

Cost: \$35

Special Book Promotion for this Event: Your registration confirmation letter will include information on advance ordering David's books at 30% off. We'll bring your book(s) to the event where you can get it signed—and you save on shipping! You will receive a special discount code with your registration confirmation so you can order direct from Fieldstone Alliance. See more information about David's books at www.FieldstoneAlliance.org.



REGISTRATION FORM – PER PERSON

**The Nonprofit Strategy Revolution:
Real-Time Strategic Planning in a Rapid-Response World
-and/or-
Beyond Collaboration:
Strategic Restructuring for Nonprofit Organizations**

**Sponsored by Greater Twin Cities United Way and Fieldstone Alliance
Friday, March 21, 2008
Greater Twin Cities United Way
Stuart Wells Auditorium**

Seating is limited. Register today!

Name _____
Organization/Agency _____
Address _____
City _____ State _____ Zip _____
Email (Required) _____ Telephone _____

(Check which session for registration. - \$35.00 per session per person)

- The Nonprofit Strategy Revolution: Real-Time Strategic Planning in a Rapid-Response World (9:00-11:30 a.m.)
 Beyond Collaboration: Strategic Restructuring for Nonprofit Organizations (1:00-3:30 p.m.)

\$ _____ **Amount Enclosed**

**Cancellation notice must be received by March 17th to obtain a refund. Send notice to:
CIOPRSVP@unitedwaytwincities.org**

Payment Method

By Check - Mail completed form and check to:

Greater Twin Cities United Way
Attention: Community Impact Department - Presentation
404 South Eighth Street
Minneapolis, MN 55404

Please make check payable to: Greater Twin Cities United Way

By Credit Card – Mail to the address above or fax completed form to Community Impact at 612-340-7580.

Check one: Visa ___ Master Card ___ AMEX ___ Discover ___

Card #: _____ - _____ - _____ - _____ Expiration Date: ____ / ____

Name on the account: _____

Signature (required) _____ Date _____

Questions: Send an email to CIOP@unitedwaytwincities.org

Attendees at this presentation are entitled to purchase's David La Piana's book at a 30% discount for delivery at the event. Details on book purchase will be provided in the email confirming your registration.