

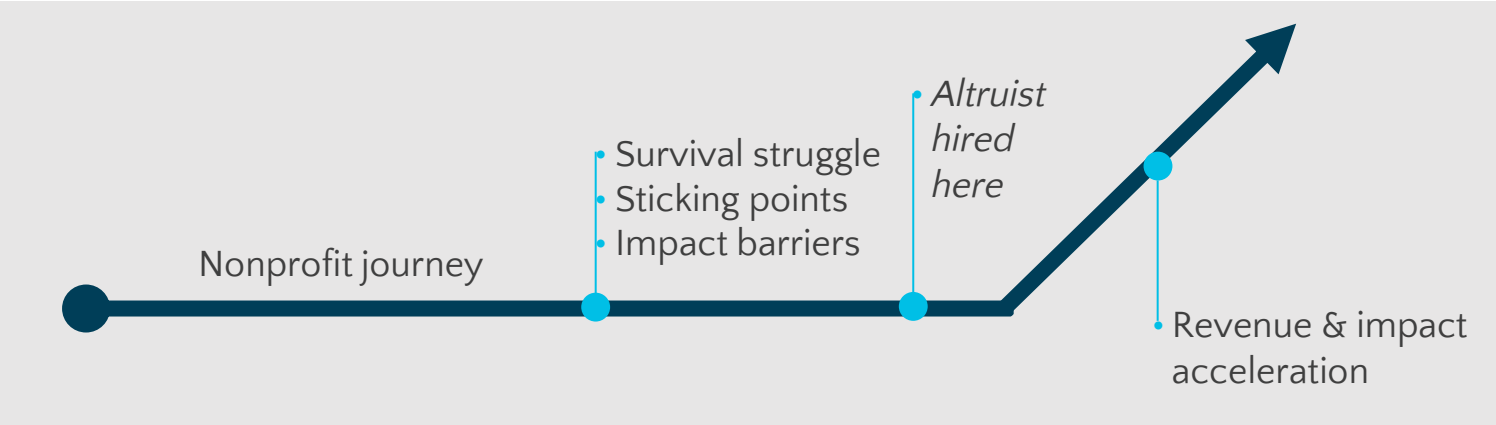
Nonprofit Hacks for Thriving in Tough Times.

Accelerating growth, performance and impact for nonprofits
and social enterprises around the world.

The logo for ALTRUIST features the word in a white, sans-serif, all-caps font. To the left of the text is a stylized icon consisting of a white upward-pointing triangle above a dark downward-pointing triangle, creating a diamond-like shape. The background of the slide is a composite image: the left side is a solid dark blue, while the right side shows a view of Earth from space with city lights and a bright blue orbital streak.



Biggest Hack of all: The Altruist Impact System. Nonprofits gain >\$1M in revenue and >25% to their social impact in first year of deployment.



Effective. Not easy.	25% median growth, 6-9 months after deployment
Smart investment.	\$25 in new, sustained annual revenue for every \$1 in Altruist fees

Must-have foundational elements for a thriving nonprofit social impact enterprise

Components

- ✓ each is technical and specific- get the details wrong and they won't work
- ✓ each element has 2 sub-components that align teams and ensure good process



**BUSINESS
PLAN**



**REVENUE
ENGINE**



**EXECUTION
DASHBOARD**



Dashboard



**BUSINESS
PLAN**



**REVENUE
ENGINE**



**EXECUTION
DASHBOARD**



EXECUTION DASHBOARD

Keys to success

- ✓ If you can't measure your impact and performance with numbers, keep trying
- ✓ [Learn](#) about KPIs
- ✓ Target 5-7 KPIs (first in business framework, then plan, then dashboard)
- ✓ Continuously revise and improve – always in concert with plan

1

Business Framework: first cut

- initial alignment around top-level indicators among leadership and board
- four buckets: financial, stakeholder, organizational, impact

2

Business Plan: second cut

- KPIs evolve as strategy develops and business plan evolves

3

Dashboard: third cut

- The process of planning data collection and reporting will give new insights.



EXECUTION DASHBOARD

Keys to success

- ✓ Learn Leads & Lags
- ✓ Develop [KPI workflow](#)
- ✓ Pick one or two at a time and implement end-to-end
- ✓ Ensure DRIs at each step
- ✓ Continuously improve

ALTRUIST ACCELERATOR									
Performance Domain	Dimension	KPI (lag)	KPI (lead)	Goal	Data Source	Data entry DRI	Input Schedule	Data report DRI	Report Schedule
Program Impact									
	Quantity (scale)	Quantity KPI 1							
		Quantity KPI 2							
		Quantity KPI 3							
	Quality (per unit)	Quality KPI 1							
		Quality KPI 2							
		Quality KPI 3							
Income									
	Current vs Goal	Individuals							
		Foundations							
		Corporations							
		Agencies							
		Earned Income							
	Contact Activity	Staff							
		Board							
	Cost Per Dollar	\$___							
Expense									
	Budget	Budget vs. Actual							
		Months of Cash							
		Quick Ratio							
Stakeholder									
	Partners	KPI 1							
		KPI 2							
	Volunteers	KPI 1							
		KPI 2							
Organizational									
	Staff	Morale							
		Compensation							
		Turnover							
	Volunteers	Satisfaction							
		Retention							
	Technology	KPI 1							
		KPI 2							
	Human Resources	KPI 1							
		KPI 2							
	Finance	KPI 1							
		KPI 2							



EXECUTION DASHBOARD

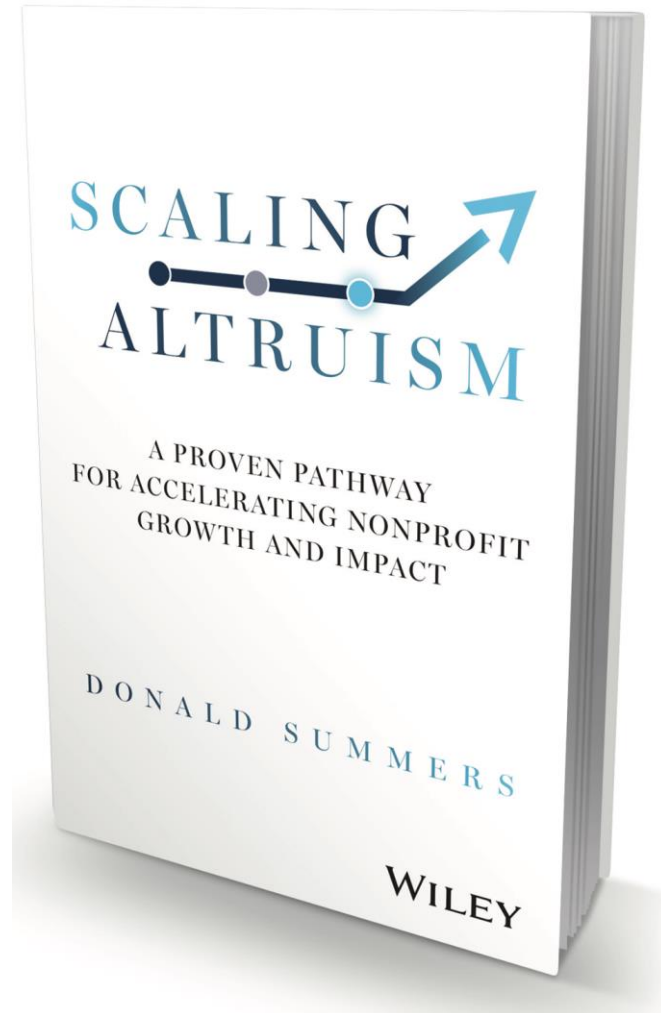
Keys to success

- ✓ Visualization is **helpful** but **difficult**
- ✓ Stick with spreadsheets or experiment with simple visualization platforms
- ✓ Ensure continuous fidelity with business plan - reciprocal development
- ✓ [example 1](#), [example 2](#)





The complete toolkit for accelerating growth and impact



Implementation support: Altruist Impact Accelerator

altruistaccelerator.org

About AIA

- ✓ The first nonprofit accelerator for all mission types
- ✓ Self-paced, community supported, expert guidance

Contact

Aaron Everett
CEO

aaron@altruistpartners.com

+1.360.584.5659

