

Nonprofit Hacks for Tough Times.

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

The logo for ALTRUIST features the word in a bold, white, sans-serif font. To the left of the 'A' is a stylized icon consisting of an upward-pointing triangle above a downward-pointing triangle, forming a diamond shape. The background of the slide is a composite image: the left side is a solid dark blue, and the right side shows a view of Earth from space with city lights and a bright blue orbital ring or light streak.

Origins of Altruist & our 20 year journey



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

Reimagine *and reinvent*



Components

- ✓ Disruption = opportunity
- ✓ Respond with what the world needs with a growth mindset
- ✓ Capture new opportunities with “blank slate” thinking

Process

1. Operating Environment Mapping
2. Vision whiteboarding
3. Business Framework, Planning and Deck tools

Resources

1. [Scaling Altruism](#)
2. [Toolkit](#)

Environment Map

Deep Observation



Defines:

- ✓ Core activities
- ✓ Formal & Informal partners
- ✓ User segments
- ✓ Delivery channels
- ✓ Value propositions

Key Questions

1. What do we do best?
2. What are our core impact programs, and what is more peripheral, early stage, or unproven?
3. PS: if runway is at least 6–9 months, pivot to new revenue is possible. If not, consider partnering (including merging), or pausing.

Resources

1. [Operating Environment Mapping Template](#)
2. Strategyzer's [Value Proposition Canvas](#)

Visioning

What does success look like?



Components

- ✓ Good process and strong team fundamentals
- ✓ Cultural Typologies
- ✓ Vision characteristics
- ✓ What success looks like

Key Questions

1. Will the urgent crowd out the critical?
2. Can we act with urgency and focus?
3. If we think we can or think we can't... we are probably correct

Resources

1. [Vision Development Template](#)



Land it

Bridge to the future



Key Questions

1. Time for the board to be in the kitchen with the team

Components

- ✓ Business Framework

Resources

1. Business planning [framework](#) and [template](#) and [pitch deck](#)

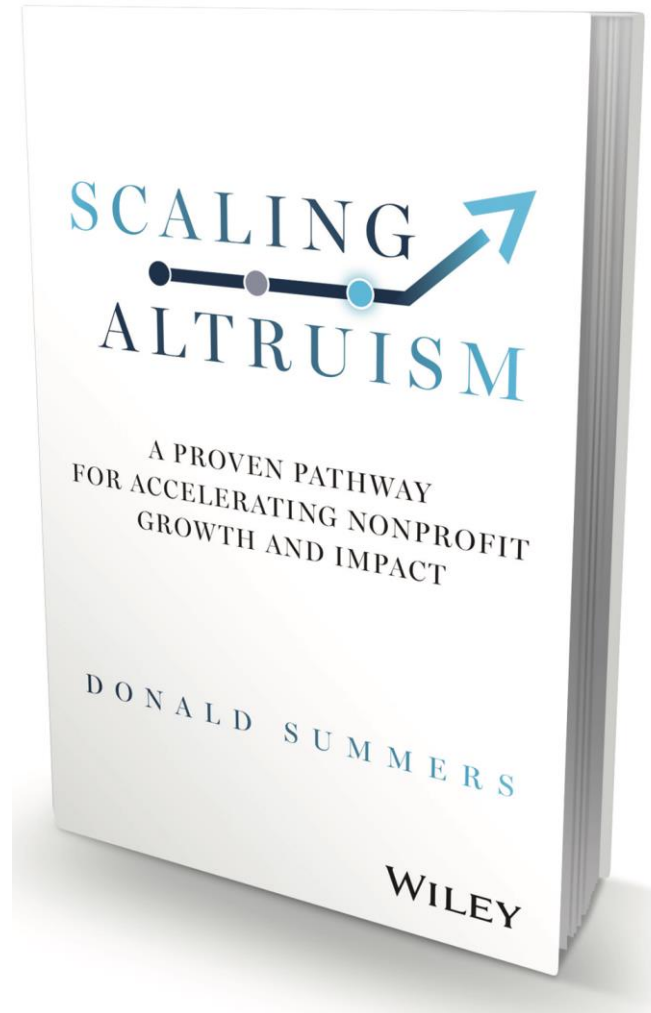


The complete toolkit for accelerating growth and impact

Need help?

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Implementation support: Altruist Impact Accelerator

altruistaccelerator.org

About AIA

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

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