THE WORK IN PRACTICE

The work of now and next

A national nonprofit serving youth in foster care took its program model from a written plan to a living program positioned to grow.



SECTOR

Nonprofit, child welfare, education + workforce

ENGAGEMENT

Strategic advisory partnership

01 THE PARTNERSHIP

A strategy and vision partnership, working alongside the chief executive and team on what is now and what is next.

It began with a business plan that defined the program as a fundable, scalable model. It continued as an ongoing strategic advisory partnership, directed by the chief executive, to build what the plan described.

THE RANGE OF THE WORK

01 **Strategy + board readiness**

02 **Program design**

03 **Financial modeling + revenue strategy**

04 **Organizational development**

05 **Business development system**

06 **Evidence + credentialing**

02 WHAT WAS BUILT

The strategic plan and its board narrative deck were authored, the board was prepared to decide through pre-reads and meeting support, and the plan was approved as the organization's operating direction for the year.

The program model was translated into a form campuses, funders, and families can understand and adopt, priced through a three-tier model, and backed by a revenue strategy. A business development system followed, built end to end.

PHASE 01	PHASE 02	PHASE 03	PHASE 04	PHASE 05
Business plan	**Strategic plan**	**Model + pricing**	**Revenue + organization**	**Business development system**
Market analysis, program components, financial projections	Plan and board narrative deck, approved by the board	Model architecture, three-tier pricing model, budget audit	Six revenue streams, five growth scenarios, reorganization advisory	Pipeline, live dashboard, value proposition report, SOPs

THE RANGE Strategy, finance, program and system design, organizational development, storytelling, and technology, with dual expertise in child welfare and business.

03 WHAT SHIFTED

6

REVENUE STREAMS DESIGNED

The foundation is built. The next phase turns it into revenue, delivery, and designation.

01 A board-approved strategic plan that became the operating direction for the year.

02 A defined and priced program model with a diversified revenue strategy behind it.

03 A partner value proposition and a working business development system that runs program growth.

04 The course set toward a credentialed, registry-ready evidence-based model.

Work with genius grace

Strategy, leadership design, and organizational structure, across the full system.

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