



MIE and CompassPoint Present:

Key Concepts in Financial Management and Leadership for Legal Aid Organizations, in Three Webinars

Register for each webinar individually or for all three for special pricing. As a package, each webinar will build upon the last and will lay the groundwork for an interactive Sustainability Clinic that will be offered by CompassPoint at the MIE National Conference for Legal Services Administrators, January 15 and 16, 2013, in Jacksonville, FL, in conjunction with the LSC TIG Conference.

Telling Your Financial Story

Thursday, September 13, 2012, 2:00 to 3:30 pm ET

This webinar will discuss how to present an organization's financial performance to key internal audiences, with a focus on discussing financial information with the board of directors in a meaningful and approachable manner. Communicating about finance is a high art; it requires engaging people who may be untrained in finance in meaningful financial discussions, sharing financial information that may at times be uncomfortable or unflattering, and promoting financial transparency and accountability throughout the organization.

Learning Objectives:

- Understand how and why to tailor financial reports to the audience
- Begin to explore various forms of financial reports that can be meaningful tools for your board of directors and other internal audiences

Webinar Agenda:

- Crafting your financial story:
- Selecting financial indicators to tell the story

Nonprofit Sustainability: Eight Practices for Strategic Decision-Making

Wednesday, October 10, 2012, 2:00 – 3:30 pm ET

This webinar will introduce an approach that will help you define sustainability for your organization, identify the current challenges and opportunities facing your business model, and outline immediate decisions and next steps you can take to strengthen your organization. Based on CompassPoint CEO's book *Nonprofit Sustainability: Making Strategic Decisions for Financial Viability (Jossey-Bass)*, this session will introduce a tool for assessing the financial return and mission impact of core activities.

Learning Objectives:

- Understand the terms financial and programmatic sustainability
- Begin to explore key practices for ongoing monitoring of organizational sustainability

Webinar Agenda:

- Define “sustainability”
- Introduce eight practices that enable strategic decision-making

Beyond Oversight: The Board's Role in Sustainability

Thursday, November 15, 2012, 2:00 – 3:30 pm ET

This webinar will focus on the role of the board of directors in contributing to the financial leadership of an organization. In this session we will distinguish between oversight and sustainability, and offer practical means of engaging your board of directors and the most pressing financial questions your organization is facing.

Learning Objectives:

- Understand why you want to engage board members in questions of sustainability
- Begin to identify ways to inspire conversation about sustainability with your board

Webinar Agenda:

- Distinguishing between financial oversight and the pursuit of sustainability
- Providing actionable ideas for how you can engage your board members productively in questions of sustainability

Webinar presenters

Jeanne Bell, MNA, is the CEO of CompassPoint Nonprofit Services. She is the co-author of *Nonprofit Sustainability: Making Strategic Decisions for Financial Viability* and *Financial Leadership for Nonprofit Executives: Guiding Your Organization to Long Term Success*. In addition to frequent speaking and consulting on nonprofit strategy and finance, Jeanne has conducted a series of research projects on nonprofit executive leadership, including “Daring to Lead 2006: A National Study of Nonprofit Executive Leadership” and “Securing the Safety Net: A Profile of Community Clinics and Health Center Leadership in California.” Jean is on the Editorial Advisory Board for the *Nonprofit Quarterly*.

Sharon Ellis, MNA, is a Project Director at CompassPoint responsible for consulting and training in finance and strategy. Her work focuses on supporting nonprofit leaders in the unique challenges of effectively managing a dual bottom line to ensure both program impact and financial viability. Prior to coming to CompassPoint, Shannon had worked in several finance roles in a legal services organization, spending the last twelve years at Family Violence Law Center in Oakland. She learned nonprofit financial management on the ground, working with FVAC during a period of significant growth and moving through the leadership pipeline from Office Manager to Interim Executive Director. In addition, she is a Certified Nonprofit Accounting Professional and has supported many Bay Area nonprofits in establishing solid accounting systems through her work with Mark Hulbert, CPA + Associates.

About CompassPoint

CompassPoint intensifies the impact of fellow nonprofit leaders, organizations, and networks as we achieve social equity together. We believe that nonprofit organizations and leaders need relevant support that builds on their strengths, experiences, and achievements and that those individuals and organizations that invest in increasing their leadership and management capacities are better poised to achieve progress. For over 35 years, CompassPoint has worked to carry out this purpose by guiding nonprofits as they become better managed, more adaptive, and achieve higher impact.

CompassPoint's finance courses prepare staff and board members to develop quality budgets and financial reports and to use those reports to make strategic, financially sound decisions. Our courses focus on the realities of the community-based nonprofit business model – from successfully managing grants and contracts to finding meaningful ways to engage staff and board in financial planning and oversight. We provide training opportunities for the nonprofit bookkeeper or finance manager as well as for other managers, executives, and board members who need to build financial literacy and strengthen their financial leadership skills.

About MIE

MIE seeks to spark excellence in leadership, management and fundraising in legal aid programs serving low-income clients, through training, consulting and publishing activities. MIE has built an outstanding reputation for our timely and practical training opportunities. MIE offers regularly scheduled trainings for executive directors, senior and mid-level program managers, supervisors of legal work, fundraisers, administrators and board members. In addition, MIE offers custom training development and delivery for legal aid programs.

MIE created the National Conference for Legal Services Administrators in 2001. It is held every 18 months. Cumulatively four hundred administrators have benefited professionally from this conference. Many return to learn the latest, share successes and network with their colleagues. The conference is for all of those staff members who carry out a broad range of administrative functions: fiscal, grant writing, compliance with funder requirements, benefits administration and human resources, training, technology, and office management, including facilities and contract negotiations with vendors.

Financial Management and Leadership Webinar Registration fees:

Individual Webinars

\$75 for MIE subscribers

\$125 for non-subscribers

Special Rate for All Three Webinars

\$200 for MIE subscribers

\$375 for non-subscribers

To register online, visit www.m-i-e.org and submit the registration form by email to ppap@m-i-e.org. You may also pay online at www.m-i-e.org.

Or, print the registration form and send your check to MIE at 99 Chauncy St., Suite 700, Boston, MA 02111.