



# Coaching

## **Board of Trustees:**

PMC Inc. is pleased to offer a daylong workshop for the volunteer leaders of your Board of Trustees. The purpose is to educate the board on their development responsibilities. The day will be spent with your Board members, Development Committee and the CEO of your institution. We will present topics from Board orientation to their role in cultivation and stewardship.

As the stewards of an organization, the governing Board is responsible for ensuring that the mission is fulfilled. However, in order to fulfill any mission, money is required. All too often, Board members are recruited without being given the tools they need to fulfill their responsibility.

One of the Board's primary roles, other than overall governance, is fundraising. Having worked with thousands of volunteer leaders across the country, PMC's experience shows that the most effective Board Members are those who are comfortable with their fundraising role. While this "comfort level" can come from experience, it is much more effective to provide Board members with the orientation and training that will make it easier for them to be successful throughout their tenure on the Board.

Our goal is to help your volunteer leaders understand all aspects of their role and to provide the tools and training necessary to ensure their success.

## **Chief Executive Officers:**

PMC Inc. offers a valuable service: Coaching for CEO's. More often than before, CEO's -- either experienced or new to the job -- need coaching in their development leadership responsibilities. Many CEO's can be out of their comfort range and need guidance in development. The tasks are many: finding a new Director of Development, starting a development program, selecting trustees effectively, cultivating and soliciting prospective donors, recruiting a chair for the Development Committee, editing development communications, managing a strategic planning process, making a personnel change in the development office, running the development office and planning for a capital campaign.

Our Coaching for CEO's service includes onsite visits, email and phone support, and meetings with the Board chair and/or Development Committee chair to discuss specific issues.

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