

Choosing Human Resources Options

Employment / Outsourcing / Consulting

Dollars and Sense works with organizations to leverage the budget dollars available to maximize advancement and fundraising outcomes.

With so many small and medium-sized non-profit organizations engaging fundraising/advancement professionals, the challenge is to use finite resources wisely. Limited budgets do not have to mean limited knowledge when the resources are deployed wisely.

Instead of using every dollar available for employment, consider hiring an entry level employee with the potential to grow and leveraging that emerging talent with consulting and outsource expertise. The consultant will guide the strategic elements of the process and the outsource professional will deliver specific skills to cultivate major donors, prepare grants, respond to planned giving opportunities and/or produce special events.

Consulting/Outsourcing both provide cost effective approaches to investing in advancement—the same approach used for auditing and legal services—on an as-needed basis.