Working with an external consultant

Potential Areas of Consulting Need

- Leadership Development and Coaching
- Facilitation and Conflict Resolution
- Financial Management/Fundraising
- Merger/Acquisition
- Reorganization or change
- Strategic Planning
- Technology
- Board Development and Governance
- Capital Campaigns
- Marketing, PR and Communications
- Human Resources
- Legal

Define the consultant’s role

- Expert Role
- Pair of Hands
- Collaboration

Why use a consultant?

- A problem exists but the organization doesn’t have the time, expertise or staff to tackle it
- A problem exists but neither the symptoms nor underlying cause can be determined by anyone within the organization in a completely unbiased manner
- The problem is known but an outside, neutral perspective is important
- Expertise is needed to introduce new technology
- A fundamental change is needed in the organization’s structure, nature or business direction
- Deep expertise is needed and it doesn’t exist internally
- CEO/ED or others need a coach, guide or objective sounding board
- The project has defined boundaries or limits

A typical consulting model

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May take 10 minutes, or 10 months to complete all five phases

- Entry & Contracting
- Data Collection & Diagnosis
- Feedback & Decision
- Implementation
- Review, Transition & Evaluate Project

Continuous two-way communication with client

Phase I

Phase II

Phase III

Phase IV

Phase V