



Charting Your Course and Destination

Richard Male and Associates (RMA) plays the role of a steadfast coach, turning your team in a winning direction by providing customized support every step of the way. In a highly competitive environment, there are so many challenges that make your work feel overwhelming. RMA has a customized approach to consulting which considers the exact needs of an organization in concert with proven strategic thinking. We couple your organization's mission and vision with institutional knowledge, strategy and proven practices. You do not hire us to help you, you hire us to win.

For more than 35 years, Rich Male has worked with nonprofit organizations, local governments and schools to find practical solutions to real-life problems. Rich is respected both nationally and internationally as a leader with expertise in grassroots fundraising, leadership development, community organizing and public policy. He has been the driving force behind grassroots organizations like the Community Resource Center, the Colorado Nonprofit Association, Community Shares of Colorado, and the *Colorado Grants Guide*, which have evolved into essential community institutions. Rich has helped author and steward public policy reform on the national level including the Community Reinvestment Act and the Americans With Disabilities Act. Rich's work has been highlighted on the NBC Today Show, 60 Minutes, National Public Radio and other nationally syndicated media. For the past 17 years, Rich has been on the faculty of the Masters of Nonprofit Management program at Regis University.

In addition to Rich, each of the RMA Associates brings 20-plus years of experience as well as their own specialized expertise.

Our core competencies include:

- **Developing long-term strategies** to position your organization for long-term, sustainable success. Too often, nonprofits are driven by the day-to-day pressure of doing business and do not seize strategic opportunities. We will help you develop a workable plan to take your organization to the next level.
- **Crafting effective fundraising plans** that provide the incremental steps necessary to execute a high return and diverse fundraising portfolio. For organizations with limited relationships to donors, we can help open doors with key funders.
- **Coaching and mentoring** your key staff and leadership to succeed.

Effective nonprofits must not only be experts in their field but be sophisticated in all aspects of doing business. Richard Male and Associates represents a cross-section of consultants with

expertise in every area of nonprofit management, which in turn allows you to focus on your mission. Our proven expertise includes:

Financial management

Strategic plans

Long-term, sophisticated resource development strategies

Executive searches

Marketing, messaging and design

Public relations

Public policy/advocacy/outreach

Board/staff development

We can coach you through it. We coach on-site, by phone, e-mail, Blackberry—in whatever way best meets your needs.

Remember that you don't hire us to help you, you hire us to win!

For a complete listing of our programs and services, and backgrounds of the RMA team, visit www.richardmale.com or contact Rich directly at rich@richardmale.com.

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