

## Overview of Consulting Services for Non-Profit Organizations and Educational Institutions

Practical Strategy LLC offers support to non-profit organizations and educational institutions in areas that are critical determinants of success and sustainability. Practical Strategy provides guidance that is grounded in direct experience successfully managing the complex issues facing non-profit and education leaders and their enterprises.

Practical Strategy LLC *provides strategic planning, policy analysis and management consulting services to organizations seeking to drive change and improve performance. Our goal is **practical strategy** - the intersection between bold vision and concrete results that empowers organizations and the people in them to reach their full potential.*

### The Value We Offer

*Practical Strategy helps clients clarify direction* and develop an understanding of implications for action, helping align day-to-day operations with mission, building commitment to common purpose and supporting continuous improvement.

*Practical Strategy gleans insights* about markets, customers, clients and opportunities that lead organizations to better support their communities.

*Practical Strategy's focus is navigating complex landscapes* by cutting across traditional constituencies to apply fresh, creative analysis to dilemmas and opportunities.

*Our team brings in-depth expertise* in the management and improvement of non-profit and education organizations and programs through effective leadership, strategy and implementation.

*As a virtual organization, Practical Strategy pulls expertise from across geographic boundaries* rather than incurring the often static, rigid limitations of traditional organizations. Practical Strategy's goal for each engagement is to elicit the best thinking from those in this network to shape the team's expertise and by sourcing and managing professional expertise based on project scope.

### Services

- Board of Directors Strategy and Support
- Coaching and Leader Support
- Coalition Building and Partnership Expansion
- Communications and Marketing
- Financial Management
- Impact Assessment
- Market Research and Customer Analysis and Dynamics
- Media Affairs
- Program & Project Management
- Evaluation and Data Collection
- Revenue Generation and Funder Relationship Counsel
- Social Networking
- Strategic Planning



(over)

*Practical Strategy LLC* is led by Sally J. Sachar, M.B.A., a proven leader of non-profit organizations and governmental organizations, with a particular emphasis on strategic planning and management, communications and marketing and with substantial understanding of the education reform. Sachar has more than 25 years of experience leading organizations and projects in the public and not for profit sectors. Her leadership has focused on many areas, including K 12 school reform, education scholarships to expand access and opportunity for low income families, job training and workforce development, civic engagement, election reform, and community service. From positions of significant responsibility in federal and state government, to establishing start up not for profit organizations, leading the turn around of existing enterprises, and helping to both launch and lead complex programs in a range of organizational settings, Sachar understands how to help organizations achieve results.

The Practical Strategy team includes experts in a range of policy areas, including K-12 and higher education, strategic planning, program and project management, grant management and reform, market research, qualitative evaluation, communications, organizational positioning, performance assessment and management improvement, and other areas of client interest.

## **Our Experience**

- § Non-profit clients engagements have been with the Jane Goodall Institute, the National Service Learning Partnership, KaBOOM!, Jobs for the Future and KnowledgeWorks Foundation, where market research, strategy development, implementation, and performance measurement were the focus.
- § State-level projects have included assessments of customer service, teacher licensure, accountability, and assessment for the New Mexico Public Education Department; state-wide high school and career and technical education redesign for the Commonwealth of Pennsylvania; alignment of secondary and postsecondary education and workforce needs in Arizona, and high school/college dual enrollment in Ohio.
- § Experience of the Practical Strategy Team, in addition, has included K-12 scholarship provider, Washington Scholarship Fund; DC Children First; and partnerships with numerous DC public charter schools, Friends of Choice in Urban Schools (FOCUS), Greater Washington Urban League, Latin American Youth Center, Higher Achievement, DC College Success Foundation, and others.
- § We have worked with the Election Assistance Commission and the Corporation for National and Community Service to improve grants management practices, streamline reporting requirements, and develop core competencies for grantees. We also led the development of the National Institute for Literacy's strategic plan and performance measurement tools.

## Selected Clients

Academy for Educational Development	Learn and Serve America
Achieve, Inc.	Lumina Foundation
Association of Proprietary Colleges and Universities	National High School Alliance
Building Engineering and Science Talent (BEST)	National Governors' Association
Commonwealth of Pennsylvania	National Institute for Literacy
Corporation for National and Community Service	National Service Learning Partnership
Election Assistance Commission	National Oceanic and Atmospheric Administration
The Jane Goodall Institute	New York City Department of Education
Jobs for the Future	Philadelphia Education Advisory Task Force
KaBOOM!	Sarasota County Public Schools, FL
KnowledgeWorks Foundation	

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