1. *Demystifying Scale*
   a. *Myths*
   b. *Levers*
   c. *Examples*
2. *Working Towards Greater Social Impact*

What We Did Last Time

1. *Competitive Pressures*
2. *Risk Mitigation*
3. *Coherence Premium*
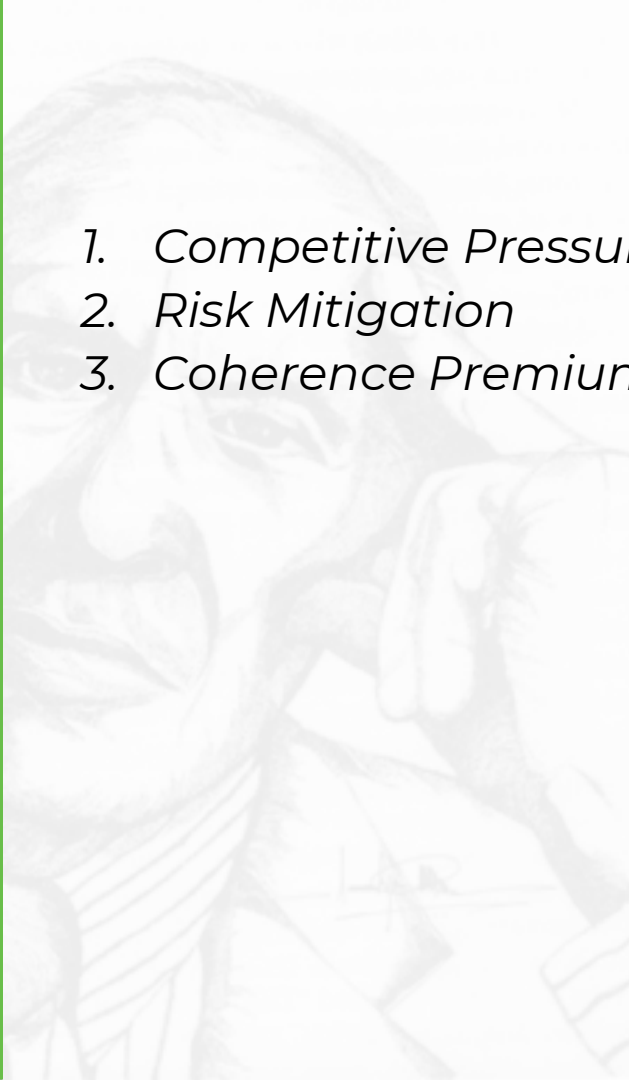
Myths

Myth 1: Scaling is an amorphous concept with no clear definition or discrete path for achievement. Fact: The paths to scale are finite and more science than art. The organizations that have come closest to realizing their visions have taken one or more of these three directions for scaling their impact: advocacy, knowledge sharing, and scaling services. And there are six proven levers to scale impact effectively.

Myth 2: In order to scale, nonprofits need to be exceptional across all competencies and functions. Fact: Organizations need to be exceptional only in a few functions and good in many. Basic readiness requires these core competencies: 1) strong leadership, 2) effective talent management, and 3) an outcomes/metrics orientation. From there,, nonprofits need to match their organizational capacities to the right strategy for growth.

Myth 3: Some nonprofits are born to scale. Fact: Many nonprofits don't start with scaling in mind but are drawn in that direction once underway.

Scaled Operations

These organizations develop a replicable model that enables it to effectively scale its operations across geographies. In doing so, they can spread the costs of the core operations infrastructure across program sites.

START CO.

Earned Income

These organizations focus on growing an income earning strategy to decrease dependency on traditional funding.

Education & Workforce Advancement Through Coding & Digital Skills for Underserved Communities

➢ School System Adoption
➢ Tuition & Scholarship Model

Train the Trainer

These organizations excel at finding ways to package a model that other organizations or a network of volunteers can use to offer the same services in other communities.

Service Enterprise

These organizations effectively utilize volunteers to do core function work in the organization.

Case Management & University Partnership

➢ Student Fellow Model
➢ Training Other Case Management Organizations & Local Universities

Advocacy

These organizations work to influence the institutional, societal, and governmental systems that relate to the nonprofit's chosen issue areas so that they can change the playing field, not just their position in it.

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Technology

- ➢ Technology brings the required tools to enhance value
- ➢ Reduces the cost of doing work
- ➢ Technology opens doors for new opportunities
- ➢ Unequal access to information contributes to the widening gap between the rich and poor
- ➢ Technology brings efficiency
- ➢ Technology helps charities and fundraisers stand with the poor
- ➢ Technology helps fight corruption
- ➢ Technology increases knowledge
- ➢ The impact of technology on poverty depends on the right information

START CO

RyeCatcher

Education & Family Services Software

➢ Needs Mapping
➢ Accurate Database of Providers
➢ Electronic Consent/Permission
➢ Start to End Behavioral & Intervention Tracking
➢ Compliance & Actionable Reports

Some things to think about...

Key performance criteria
- ❑ **Deeper Impact**
- ❑ **Blended Value**
- ❑ **Efficiency**
- ❑ **Adaptability**

Strategic Lenses
- ❑ **Stakeholder Engagement**
- ❑ **Resource Mobilization**
- ❑ **Knowledge Development**
- ❑ **Culture Management**

**Virtue Ventures LLC

The Calendar

January- <u>Business & Service Model</u>

Content: business development and fundraising; reaching, engaging, and retaining clients; onboarding and relationship management; working towards stability; pitching

Recommended Action: construct business model and prepare pitches

Things You Can Be Doing

We should all be mapping the client journey through your solution
Documenting the steps in your service delivery
Small experiments should be beginning
Creating materials explaining new program/service; PowerPoint, Summary, etc.