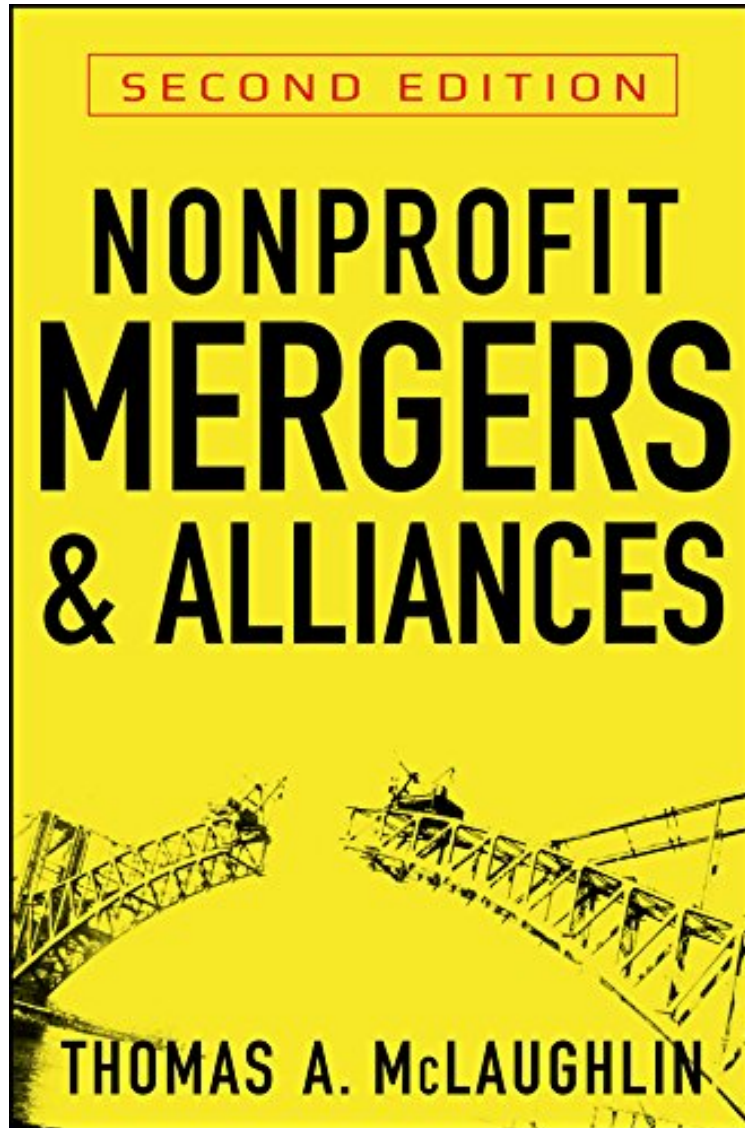


Nonprofit Mergers and Alliances

Thomas A. McLaughlin

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Thomas A. McLaughlin : Nonprofit Mergers and Alliances before purchasing it in order to gage whether or not it would be worth my time, and all praised Nonprofit Mergers and Alliances:

2 of 2 people found the following review helpful. Very helpful if you are looking at a mergerBy PeterMy organization is considering a merger as one option and I found this book quite helpful in providing a significant number of examples of how other organizations have approached mergers in the nonprofit sector. It's obviously quite different from corporate mergers where shares and ownership are involved. His discussion about clear purpose and vision is quite good and he also notes that often mergers occur between organizations that initially have different visions and missions, but can find synergies elsewhere by joining forces. It led me to consider different possibilities for our

situation. He does a good job of defining the importance of planning and how organizations should have clear understandings in advance of how they strategically benefit from merging. Due diligence is covered well as is the importance of establishing strong relationships between the executives of the partnering organizations. He also addresses board and funder involvement, noting that it is not unusual to have dissent, particularly at the board level. Finally, he discusses how organizations can handle different financial scenarios to increase the likelihood for merger success. I was able to develop a detailed approach for my board on what to expect and how they should analyze potential partners and situations using the insights and examples he provides. It was the best resource I found on nonprofit mergers. 0 of 0 people found the following review helpful. goodBy H. M. I rented this book from last semester. Cheaper than purchasing and easy to send back at the end of rental period. Pleased with the experience 0 of 0 people found the following review helpful. Four Stars By Larry F. It's been a handy reference.

Clear, practical, step-by-step guidance through the nonprofit merger process Using real-world examples, case studies, and enduring frameworks, *Nonprofit Mergers and Alliances, Second Edition* offers clear, practical, step-by-step guidance through the merger and alliance development process. From assessing feasibility and planning for implementation to post-merger integration, this ground-breaking work points out pitfalls and offers insightful commentary in every chapter. Provides a comprehensive framework for designing and implementing effective collaborations of all kinds Offers the tools needed to effectively collaborate with potential partners Shows how nonprofit mergers are fundamentally different from for-profit mergers--and why board members need to know this Focuses on the needs of the nonprofit sector, including cultural compatibility and compassionate management practices Shows nonprofit managers and board members how to make their way through the merger process without repeating Wall Street's mistakes Insightful and realistic, *Nonprofit Mergers and Alliances, Second Edition* equips you with the tools and knowledge you need to create effective collaborations.

From the Publisher This book is a clear, practical, step-by-step guide to the merger process--from preliminary considerations to actual implementation for nonprofit organizations. From the Inside Flap **NONPROFIT MERGERS ALLIANCES SECOND EDITION** If you're looking for a straightforward, authoritative and reader-friendly guide to mergers and alliances in the nonprofit world, *Nonprofit Mergers and Alliances, Second Edition* covers everything you need to know. From the context for nonprofit mergers and the forces that shape their use, to why failure to merge can be disastrous for everyone nonprofit merger expert and author Thomas McLaughlin guides you and your board members smoothly through the merger process. Well-rounded and up to date, the Second Edition includes real-world examples and case studies, as well as clear, practical, step-by-step insight on: Why you should consider a merger or alliance before it's necessary The C.O.R.E. trade; model, a merger/alliance analysis framework Why it's in your nonprofit's best interest to collaborate Nuts-and-bolts advice on partner selection Step-by-step guidance through merger and alliance processes Filled with easy-to-use checklists and analytical tables, *Nonprofit Mergers and Alliances, Second Edition* helps you monitor the entire merger and alliance process, make the right decisions, anticipate problems, and find solutions quickly to ensure the successful continuation of your organization's mission in the immediate future as well as for years to come. From the Back Cover After more than a century of proliferation and growth, the nonprofit sector has reached a crossroads. The continued success of an organization's mission no longer depends on fresh, new programs and the extension of services, but on innovative management and revitalized organizational structure. The time has come for all nonprofits to consider mergers and alliances in their strategic plans. For many, this may seem a distasteful alternative after decades of Wall Street mergers made at the expense of workers, communities, and consumers-- but it doesn't have to be that way. In *Nonprofit Mergers and Alliances*, Thomas McLaughlin describes a context for nonprofit mergers and discusses the forces that shape their use. He demonstrates that nonprofit mergers are fundamentally different from corporate mergers, that they can be of immense benefit to the community as well as the merging organizations, and that failure to merge can be disastrous for everyone. McLaughlin focuses on the concerns of the nonprofit sector: achieving the mission, retaining tax-exempt status, behaving responsibly in the community. He shows nonprofit managers and board members how to make their way through the merger process without repeating Wall Street misbehavior. Using real-world examples and case studies, *Nonprofit Mergers and Alliances* offers clear, practical, step-by-step guidance through the merger process from preliminary considerations to actual implementation-- pointing out pitfalls and offering insightful commentary along the way. This immensely helpful volume provides: * A penetrating discussion of the reasons to collaborate * The C.O.R.E.(TM) model, a merger/alliance analysis framework * Advice on partner selection * Structure choice analyses * Step-by-step guidance through merger and alliance processes * A disk with forms and worksheets that any nonprofit can customize for its own needs. Supplemented with easy-to-use checklists and analytical tables, *Nonprofit Mergers and Alliances* helps nonprofit board members and managers make the right decisions, monitor the entire process, anticipate problems, and find solutions quickly. The information contained in this book will help any nonprofit organization ensure the successful continuation of its mission in the immediate future as well as for years to come. "We have two goals for this book. The first is to describe a context for nonprofit mergers, including a discussion of the forces helping

to shape nonprofits' use of mergers and alliances. It is important that nonprofit managers and board leaders be aware of both the similarities and the differences in their sector's merger patterns and techniques. Ultimately, a nonprofit sector that knows well how to collaborate will be far more effective in the pursuit of its public-spirited mission The second goal is to provide concrete guidance based on actual nonprofit mergers." --From the author's Preface. "Tom McLaughlin thoroughly addresses the subject in his timely and excellent new book Nonprofit Mergers and Alliances. It is a must for every nonprofit professional and board member." --Jere B. Ratcliffe Chief Scout Executive Boy Scouts of America. "In a time when all nonprofit managers need to re-evaluate how to most effectively leverage the total assets of their organizations in support of their social mission, McLaughlin provides a comprehensive framework for understanding how to evaluate one's own organization and the tools needed to effectively link with potential partners." --Jed Emerson Executive Director The Roberts Foundation "As the government continues to reduce both grants to and contracted services with nonprofits, some organizations are going to be forced to consider mergers and alliances. The key, as Tom so rightly points out, is to be prepared for change before there are no choices left. As usual, Tom is out in front of yet another business trend in the nonprofit sector." --Paul Clolery Editor in Chief Nonprofit Times.