



# Evaluations Help Nonprofits

## Are your favorite charities ready for big gifts?

One of Excellence in Giving's clients received a grant request to fund a new children's hope center. Our client's family had supported this international orphan care NGO for years. They had capacity to give bigger but not the confidence. What do you do?

Our clients loved the locally based charity but wanted to make sure the small organization had the leadership and plan in place to use big money well. So they asked us to do a Level 4 Comprehensive Evaluation. Excellence in Giving has 5 different levels of due diligence. Each level matches the appropriate depth of evaluation to the client's overall investment in the organization. Big money requires deep due diligence.

Our research revealed an organization with a big vision and great intentions but serious flaws. Insufficient strategy, risky financial management, missing quality controls, and misguided impact measurement caused concern. A mission statement full of buzz words had not been translated into practices and policies to achieve that mission. The organization did not warrant enough confidence to give big.

We categorized the strengths and weaknesses and identified the first ten improvements the organization should make. In the final report, our clients got a clear understanding of the organization's leadership, strategy, finances, and impact. The charity got a roadmap for how to improve their weaknesses in each category.

**65** Nonprofit evaluations conducted to date by Excellence in Giving

A month after Excellence in Giving finalized the written evaluation report, the charity received the largest gift in their 15-year history from another donor. The CEO sent us his extraordinary gratitude: "Thank you for all the insight you gave us. We will be using your report to guide how we steward the \$700,000 gift."

Our clients celebrated. They not only made an informed giving decision with their money but also prepared a favorite charity for an unexpected windfall. Their years of investment will now become a future of greater impact.

**"Thank you for all the insight you gave us. We will be using your report to guide how we steward the \$700,000 gift."**

**- CEO of Nonprofit Evaluated by Excellence in Giving**