

## Facing the Music – Seminar Outline

### How to tell when you are in - or rapidly approaching - a Crisis!

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**Facing the Music is a ONE-DAY seminar to get you ready for the tough decisions ahead. It is intended to provide:** a perspective; some tools for evaluating your situation; some working tools to use when you return home; some “best practices” to offer models. **This seminar will NOT provide:** definitive solutions; a “miracle cure” for what ails your organization; formulas that can be applied to every situation. Here’s an outline of what will be covered in the day:

- Eight Distress Signals
- Six Strategic Questions for the Board to Ask

#### **BREAK**

- True or False? Ten assumptions worth thinking about
- What to do? What to do? The TWO KEY Actions required in a crisis
- Defining ‘success’? “3 Blind Men & an Elephant” or What’s your frame of reference?

#### **LUNCH BREAK**

- What does your organization deliver? (NOT what do you do?)
- What color is your elephant? (Survey results and discussion)
- Map to Action (60-90 days)
  - Four critical areas to review; who should do it – by when?
  - Six commitments that make all the difference

#### **BREAK**

- Tactics to consider - in the areas that matter (“Thinking Hats” Case Study Exercise)
- Top Twenty Actions Recommended by the Nonprofit Experts

#### **BREAK**

- When the best option is shutting down
- How to cope with shutting down: DO take things personally
- Let’s face the music – and dance

Participants will also receive Sources and Resources Handouts