







Develop goals and objectives for the group

- What do you want to accomplish?
- What is your budget?
- Why should someone want to join the cohort?
- How much will you ask each person to contribute?
- How will you structure the grant process?
- How much time/resources will you need from other departments in your organization

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- Utilize your champions network
- Analyze your giving history data and identify prospects
- Make it fun
- Don't recruit too many people (3-5 works best)
- Think outside your normal recruiting channels
- Identify groups or organizations to connect with and get to know their memberships

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Develop Curriculum

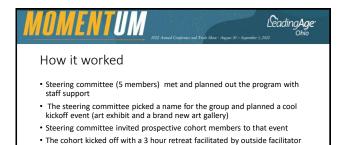
- What is the cohort going to learn and how will that happen?
- Seek input from other departments/resources to help develop the curriculum
- Don't re invent the wheel, there are so many resources already out there, try to curate the best curriculum for your cohort
- Make it easy to access and utilize the best technology available



Recruit cohort members

- Utilize steering committee members contacts
- Check out other non profits who are engaging the demographic you are targeting, how are they doing it, what are they offering that you are not?
- Offer perks (networking opportunities, access to individuals and companies you are close to, information and data, etc.)

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• The cohort reviewed data provided by their organization and decided to

8



How it worked continued

focus on one aspect of a certain issues

- The cohort ,with staff help, put out a RFP to appropriate agencies
- Agencies applied for the grant and the cohort did site visits
- The cohort narrowed the selection down and invited them to present to the cohort
- The cohort chose the grant recipients, awarded the grants and monitored the progress



