

# Entrepreneurial Operating System - EOS/Traction Nonprofit Co-hort

## FOCUS DAY -

- **January 26, 2021** - full 7 hour day w/ lots of breaks, 30 min lunch break. Will start about 8:30 or 9 (tbd)

## VISION BUILDING DAY #1

- **February 23, 2021** - full 7 hour day w/ lots of breaks, 30 min lunch break. Will start about 8:30 or 9 (tbd)

**VISION BUILDING DAY #2** - **March 23, 2021** - full 7 hour day w/ lots of breaks, 30 min lunch break. Will start about 8:30 or 9 (tbd)

**1st QUARTERLY REVIEW** - **June, 22, 2021** - a full day

**2nd QUARTERLY REVIEW** - **September 21, 2021** - a full day

**3rd QUARTERLY REVIEW** - **December 14, 2021** - a full day

**ANNUAL REVIEW** - TBD, but likely March, 2022- 2 full days

You can find out the details of each of these steps on the EOS website [HERE](#). **These dates are set** so that we can get on Kimberly's calendar, so your identified team would have to be able to attend these dates.

## WHAT WOULD IT COST EACH ORGANIZATION?

Kimberly is offering this deeply discounted pricing **exclusively** to our Leadership Council members to do this together as a cohort, and build an EOS community of practice. By joining with other nonprofits to build an EOS community of practice, we are able to **offer this to your organization for just \$3500 for these 7 sessions noted above, including the last session in a date TBD in 2022**. Kimberly is also happy to continue offering sessions after these 7.

If your organization engaged Kimberly on its own this process would normally take 10 sessions over 2 years to complete what is called the EOS journey - when all of the team/employees are running at least strong, in all of the 6 components of the model. Her clients usually plan on **\$60K over two years**. So, as you can see this is a tremendous savings that is being offered.

You can also choose just to do a few of the sessions w/ Kimberly (say the Focus, VB 1, VB2, and a quarterly review) for \$500 each session and then take on the role as self-implementer.

Keep in mind, this will be your strategic plan, with 10 yr., 3 yr., 1 yr., and 90 day goals. If you were to hire a consultant to help you develop a strategic plan you'd normally pay a few thousand dollars, and you'd have to do a lot of the detailed work yourself. The EOS model provides you the simple tools to establish the vision, values, focus, then get the right people, the right data, processes, and to identify and solve issues rapidly. The discipline of the sessions helps to pull all this together and keep you on track.

## WHO SHOULD ATTEND THESE SESSIONS?

Executive Director, Board Chair, Immediate Direct Reports of the Executive Director (i.e. Operations/Development). The limit is 5 people/organization.

## WHAT WILL THE DAYS LOOK LIKE?

Kimberly's engaging style would combine a mix of lecture, polling, Q&A, and a lot of breakout room work w/ your own leadership/board team via zoom. Kimberly will "float" in/out of rooms to answer questions and guide your team. Kimberly will have assisting her a recently retired nonprofit executive, Leslie Kuhlman, Ruah Woods, who implemented EOS very successfully into her organization about 5 years ago, and as a result has set the organization on a strong growth path, ready for succession with a crystal clear focus.

## HOW LARGE CAN THE TOTAL COHORT BE?

We could have up to 100 people (so say 20-33 nonprofit orgs if each had 3 people/team)

## WHAT ARE THE NEXT STEPS?

If your organization is interested, **please confirm to me by 1/19/21, and mark those dates on your calendar!**