



The Nonprofit Mergers Part I: The Leader's Guide to Considering, Negotiating, and Executing a Merger

David La Piana

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Nonprofit mergers are on the rise. Executive directors and board members are discovering the advantages: comprehensive service delivery, better finances, more powerful fundraising, increased market share. Bottom line, mergers make more mission possible. From assessing reasons and readiness, to finding a partner, to negotiating the best path, to budgeting and implementation, author David La Piana guides you through the maze of options with a steady hand. Based on experience with more than sixty mergers, this handbook is the perfect starting point for any nonprofit exploring a possible merger and a basic resource for all nonprofit managers. You'll find: how to decide what kind of structure from collaboration to merger meets your goals; how to know your own motivation and keep your mission forefront; what kind of merger best fits your goals, structure, and financial situation; how to seek merger partners and objectively assess the pros and cons of each; how to manage the boards essential role in merger considerations; how to exercise due diligence and write the merger agreement; how to deal with the rumor mill; what you can do yourself, when to call in attorneys and consultants, and how to select them; typical roadblocks and how to beat them; how to move past old history and build new traditions as you integrate staff, management, boards, systems, and corporate cultures; how to budget for and raise funds to implement the merger; and much more! Full merger case studies, decision trees, twenty-two worksheets, checklists, tips, milestones, an extensive resource section and many samples including the minutes of a completed merger negotiation give you concrete assistance with your own merger plans and implementation. A special chapter written for nonprofit organizational consultants explains their roles and responsibilities in assisting clients interested in merger.

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Richard Capps:

Typically the book The Nonprofit Mergers Part I: The Leader's Guide to Considering, Negotiating, and Executing a Merger has a lot details on it. So when you read this book you can get a lot of gain. The book was authored by the very famous author. Tom makes some research just before write this book. This particular book very easy to read you will get the point easily after looking over this book.

John Carroll:

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Helen McClain:

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