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Upcoming Events

May 17
Exec. Director Round Table
 8:30-10am
 Come explore new ideas, receive feedback, and get support from this network of colleagues. Register [here](#).

Announcements

NEW JOB SERVICE!
 We now have a Nonprofit Job Opening service on our website for nonprofit professional positions at the senior management level. Check it out [here](#).

MAY'S FEATURED OPENING:
Director of Community Development
 Long Island Association for AIDS Care
 Up to \$70,000 Salary
 Required: B.A. & 3 yrs exp.
[View Job Description Here](#)

FAQ!
 New Question and Answer regarding Board Contracts in our FAQ section! Click [here](#).



- [Our Website](#)
- [Services](#)
- [More About Us](#)

Join Our Mailing List!

May brings stunning spring flowers, a myriad of galas and events and a time to rejuvenate our winter weary psyches.

LeadTime may help spark some new ideas with practical pieces for you to use in your organization.

In this issue we're also introducing a poll question. Your answers will guide us to new free resources we'll make available for you. Thanks for responding.

....and enjoy these glorious spring days!

Raising Money, Raising Advocates



"We will return all donations if our target is not reached..." You certainly don't hear this statement very often in fund-raising campaigns. But Arnon Shafir from give2gether, suggests that setting an "ambitious but not unachievable target" and promising a refund if it's not met makes donors more involved and linked to the cause. With this "conditional giving," donors see an unmet target with the deadline fast approaching and are encouraged to reach out to their own network to make sure the project they are invested in does not flop. After all, nobody wants to be told their charitable donation is now void. In the end, your campaign raises not only money, but advocates.

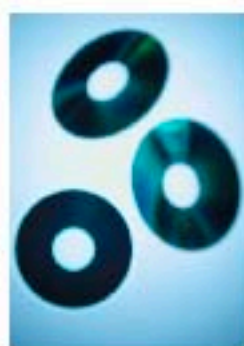
Read Mr. Shafir's full article [here](#).

Conditional Giving websites for nonprofits:

[give2gether](#) - Organization-based, monthly fee and transaction fees, profile and social media integration.

[Kickstarter](#) - Project based, no start-up/monthly fees, 5% fee if successful + Credit Card Transactions

Free Software to Soften Your Load



Technology can be expensive, especially when purchasing from big players like Windows and Adobe. But here are some free software alternatives, which can help cut those nasty licensing fees from your budget:

[Google Grants](#) - Free advertising with Google for nonprofits.

[Google for Nonprofits](#) - Integrated mail, calendar, document editing, and other task simplifying apps. (Free custom emails: example@yourorganization.com)

[Libreoffice](#) - Free office tool with Microsoft Office compatibility in Word, Excel, and Powerpoint, along with some extra functions.

[Avast Antivirus](#) - Powerful but concise virus protection and scanning.

Demystifying the 990



Reading the IRS Form 990 can be daunting, whether you are the board chairman, researcher, or prospective donor. But Peter Swords is here to help. In 2008 the Ford Foundation sponsored his graphic guide to reading this convoluted form, and it's back in an updated version for 2010. The ten-chapter breakdown gives reader the option to find answers to specific questions or go through the form as a whole.

Get access to this free resource [here](#).

If You Respond, We Will - Poll of the Month

Does your organization's Executive Director have a formal contract?

- YES
- NO

[VOTE HERE](#)

When They Visit...

No doubt you expended a lot of effort preparing and writing that grant proposal. But when a



foundation bites and wants to see your organization firsthand, the mysterious second round of "auditions" begin. Here, there can be a great deal of anxiety and uncertainty regarding how to go about facilitating the visit: conversation vs. presentation, who should be present, etc.

Three prominent and diverse members of the nonprofit world were gathered by The Chronicle of Philanthropy for a live discussion on such visits. They give some great insight and answer tough questions on how to maximize the time you have with Foundation representatives.

Check out the full discussion [here](#).

Job Opportunity



SUSTAINABLE LONG ISLAND

The Center for Nonprofit Leadership is managing a search for the Executive Director for Sustainable Long Island (SLI). SLI is seeking someone to administer, manage, provide technical and fiscal oversight, and be a spokesperson for the organization. Over the past 12 years, SLI has partnered with communities across Nassau and Suffolk Counties, helping to raise over \$500 million in public and private investments.

See complete job description and application instructions [here](#).