

Change Your Career: Transitioning to the Nonprofit Sector

Laura Gassner Otting, Founder and President
Nonprofit Professionals Advisory Group
LGO@Nonprofitprofessionals.com

Erin O'Connor Jones, Director of Candidate Services
Erin@NonprofitProfessionals.com

<http://www.NonprofitProfessionals.com>

Please call in to participate in this Webinar
(712) 432-0075, Access Code 106049#

Presenters

About
Us



Laura Gassner Otting
Founder and President
Nonprofit Professionals Advisory Group
LGO@NonprofitProfessionals.com
617-527-9661

Erin O'Connor Jones
Managing Associate, Director of Candidate Services
Nonprofit Professionals Advisory Group
Erin@NonProfitProfessionals.com
617-959-4042



Our Firm

About
Us

The Nonprofit Professionals Advisory Group was founded from the simple notion that every organization, regardless of its budget or geographic footprint can better fulfill its mission with a highly-tailored, innovative, and strategic approach to acquiring and retaining its most important resource: talent.

Designed to operate with ‘new economy’ savvy, the Nonprofit Professionals Advisory Group unbundles traditional executive search and leadership transition packages and offers sophisticated services tailored to our clients’ various needs. We are committed to passing along our knowledge throughout our process so that our clients’ internal capacity and independence is enhanced.

We work worldwide with mission-driven client organizations in the nonprofit, academic, and public sectors, as well as with the job seekers who serve them. For organizations, we offer executive search and leadership transition services. For candidates, we provide leadership development, job search strategy creation, and resume/cover letter assistance. For both organizations and candidates, we supply professional and organizational development in person through our customized training programs and online with our groundbreaking, complimentary “NPAG U” webinar series.

Our team members are personally dedicated to our clients’ missions and together offer more than 40 years of executive search experience in addition to the wealth of perspective, expertise, and networks they offer from previous careers in the nonprofit, academic, public, political, and private sectors.

Are You a Sector Switcher?

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Bridging, Switching and Changing Careers

Bridgers transition to the nonprofit sector for reasons both personal and professional and may encounter many rewards and challenges during their journey.

Encore Careerists are individuals at midlife who want careers that provide personal meaning, continued income and social impact. Many are sector switchers.

Sector Switchers swap the private sector for work in the nonprofit or public sector.

Trends in the Nonprofit Sector

What's the Real Story?

Sector
Trends

- Bridgespan surveys: nonprofit leaders needed
- MetLife Foundation/Civic Ventures surveys: boomers want encore careers
- U.S. Bureau of Labor Statistics: job opportunities in health care, education, government



Sector Trends and Job Growth

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Public and Nonprofit Trends

- National Service
- Government
- Social Services
- Health Care
- Education
- Green Jobs



Misconceptions About Nonprofits

Change
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-
- Nonprofits are lucky to employ **whoever** they can find
 - Nonprofit work is not challenging
 - Nonprofits are flat and non-hierarchical
 - Nonprofit jobs are secure
 - Nonprofits don't pay well

Finding Your Place In The Sector

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1. Pinpoint Your Motivating Cause or Societal Problem

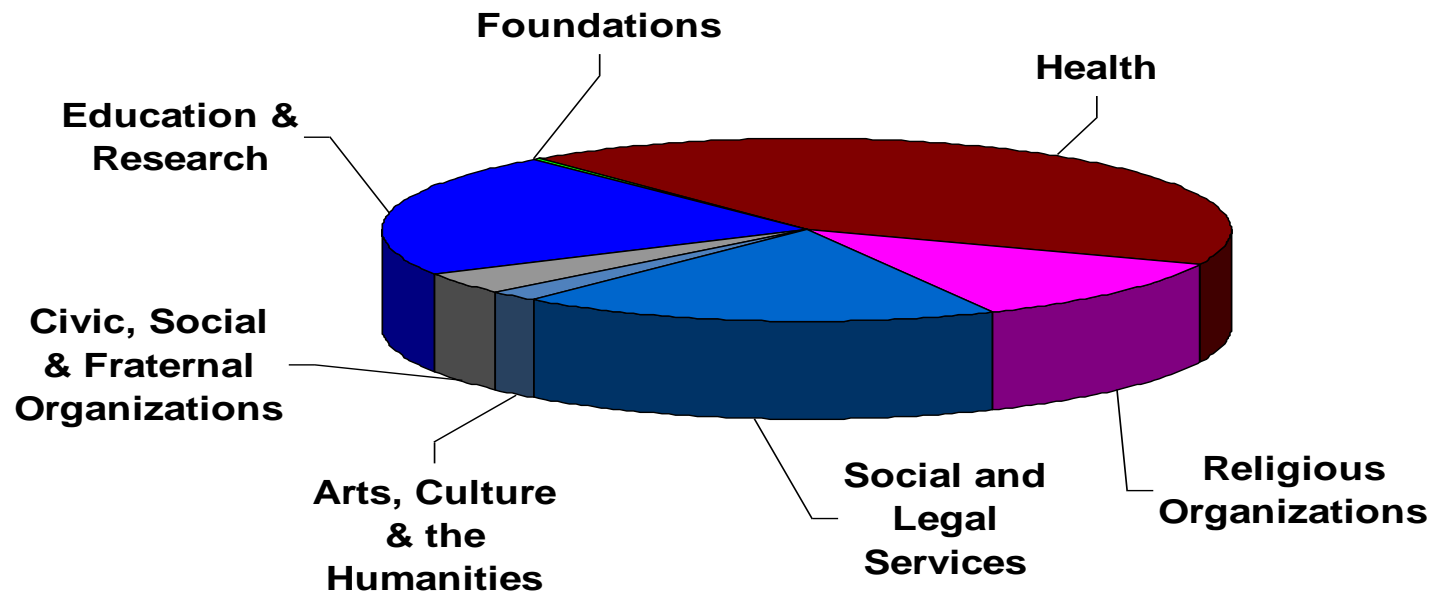
2. Determine Your Approach to Solve the Pressing Social Need

3. Identify the Skills You Possess

4. Recognize Your Best Environment

Pinpoint Your Motivating Cause

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Identify Your Skills

What are
Your
Skills?

knowledge

public relations

event
planning

management

grant writing

What skills have you
massed in your
professional career?

fundraising

multitasking

What have you been
responsible for outside of
work?

direct service

expertise

connections

Practical Advice

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YOU are your new job.

- **Set your goals.**
- **Follow the money: determine your place within growing sectors.**
- **Be your own worst critic: identify and build where your skills are lacking.**
- **Develop and implement your marketing plan.**
- **Examine your first, second, and third impression.**
- **Find a buddy and track your progress and theirs as well.**
- **Map your network, identify holes, and aggressively fill them.**

Nonprofit Resources

Change
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- www.USAjobs.com
- www.Change.org
- www.Idealist.org
- www.CGcareers.org
- www.Bridgestar.org
- www.Philanthropy.com/jobs
- www.NonprofitProfessionals.com
- www.Guidestar.org
- www.VolunteerMatch.org
- www.NationalService.gov
- www.LinkedIn.com
- www.Encore.org

Job Seeker Services

Executive Packages, Resume and Cover Letter Writing, Job Search and Networking Strategy

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*“My resume looks amazing Erin! Thank you for all the great work especially your practical job search advice.”
– A for-profit Communications Manager, seeking a senior level grant writing position with a national child welfare agency*

“Your advice about expanding my network really helped a lot. I met with three new people this week and have landed 2 job interviews as a result.” – A nonprofit job seeker from the private banking industry

“After reviewing my materials and talking with me, you did an amazing job listening and rewriting my resume. I finally have something professional to use as I launch my full-time job search.” - an active nonprofit volunteer seeking a full-time paid position in the nonprofit sector

“Your work was of the highest quality, refreshingly practical and so helpful during my transition from the CEO to a job seeker. Thank you for all your help.” - former CEO of national advocacy organization

Erin O’Connor Jones, Director of Candidate Services

Erin@NonProfitProfessionals.com 866-903-3182

What's New At NPAG

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- Become an NPAG fan online at our Facebook and LinkedIn pages
- Subscribe to our free e-newsletters at www.NonprofitProfessionals.com
- Visit Erin's sector switcher blog at www.jobs.Change.Org
or follow Erin @**ErinNPAG** on Twitter.com
- Contact Erin O'Connor Jones for more information
- Erin@NonProfitProfessionals.com or (866) 903-3182