

# Are you ready for reform?

The not-for-profit sector is changing. Government reforms, such as in disability, aged care and mental health, mean that organisations need to be ready and able to move quickly and respond not only to the needs of their clients but to the changes that the government is making to funding arrangements. These changes affect how you deliver services, but overall have an impact on how sustainable your organisation is and whether you will survive and continue to live your purpose.

Do you have the capacity, knowledge and skills to successfully transition, make sure your organisation is sustainable and continue to help your clients? We are specialists who draw on a variety of experienced industry experts to help your organisation do just that. Experienced in the current reform issues, we are currently working with clients who are changing their businesses in anticipation of the upcoming reform changes – specifically in disability and aged care.

We can help you make those hard decisions, provide sustainable business models and help you implement the changes – from HR and finance to marketing and communications.



## How can you change effectively ?

To allow your organisation its best possible chance you need to have the following:

### 1. Clarity on your purpose, vision & direction and how it is impacted by the reforms

- This includes reassessing your values and the culture of your organisation
- Does your current business model support the shift to delivering your services under the NDIS?

We have worked with many not for profit organisations to revisit and reset their strategic goals. Our experience working with disability and aged care organisations has found this is a vital first step to being ready for reform.

### 2. Focus on your customers and services

- How do you retain and attract customers?
- What are the services you should be offering and how do you make them work within the reform guidelines?

We develop the tools you need to create engagement, acquire and retain customers and raise your profile. Complying with the relevant reform guidelines is part of our process, and we make sure you can respond and adapt quickly to change

### 3. Develop the right people and culture

- How do you build the right culture and people practices to deliver the services within the parameters set by the reform guidelines?
- Do you have the right people, doing the right things the right way?

We identify and assess skills gaps and work with your leadership team to make sure they are fully effective and working together. Our HR specialists perform people & culture reviews, ensuring roles & responsibilities are clear and creating the right culture.

#### **4. Be financially sustainable and operate efficiently**

- How do you continue to deliver your services sustainably?
- What role does technology have to play?

We develop frameworks so you can measure, track and communicate how you are performing. Improving your performance & efficiency is at the core of what we do. We help with process improvements, evaluating impact and effectively resourcing your organisation.

#### **5. Have consistent marketing and strong brand awareness**

- How do you raise awareness, engage stakeholders, know the competition?
- How might you secure other forms of revenue?

We assess, develop and validate your vision, purpose, values and direction to check that it is understood by all and communicated effectively. We work with you to ensure what you say is what you execute and embed these into the culture of your organisation.

#### **6. Collaboration & mergers**

- How do you successfully collaborate with other service providers?
- What areas will make the best collaboration opportunities for your organisation?

We guide you through possible merger or collaboration options to discover whether partnering with other organisations could be right for you.



## About Us

We help not-for-profit organisations create effective operational, financial and strategic platforms. We recognise the need for a stronger, more efficient and business-minded not-for-profit sector. We provide pragmatic and insightful advice, build close and long-term relationships with our clients and have fun doing it. We are asked to complete additional work for over 90% of our clients after our initial engagement and our business has grown solely by word of mouth and referrals from past and existing clients.

Our team is made up of specialists who have in-depth industry expertise. We're a passionate bunch. We're driven by what we do, will always go the extra mile, and don't forget to have a bit of fun along the way.

Across the team we have a broad and deep range of skills such as finance, marketing, business model design/commercialisation of ideas, impact measurement, change management, people and culture, fundraising and revenue raising, stakeholder management, governance and project management.

To find out more please contact Stephen Penny at [info@goodfoundations.com.au](mailto:info@goodfoundations.com.au)