

How To Partner With RevJen

A partnership with RevJen is the key to empowering the leaders of the organizations you care so deeply about.

Whether you are a community foundation, a family foundation, a corporate foundation or a philanthropic individual ... there is a way for us to partner. Our goal is to make it easy for you to invest in the programming and training that nonprofits often seek, but do not always have the resources to access.

Partnerships are designed to provide our R-Squared Peer Groups and Fuel Series Revenue Capacity Building Workshops to leaders and organizations of your choosing – either within your portfolio of grantees, or an expanded pool of those who work within your area of focus, affinity, or geographic region. Partnership structure is chosen by you and executed by us - ensuring that our partnership does not add significantly to your workload yet strengthens the impact of your philanthropy. Sponsor a cohort for your grantees, offer our solutions to your grantees over the course of a year-long cycle, or design an impactful multi-year partnership. The choice is yours.



Partnerships generally function as follows:

- A funder-provided "scholarship" is considered the cost associated with a leader or team participating in either our R-Squared Peer Groups (\$3,000 per leader, per year) and/or our Fuel Series Revenue Capacity Building Workshops (\$7,500 per leadership team).
- Typically, a funder will either:
 - purchase a fixed number of scholarships for either or both of our product offerings in a partnership "bundle," based on the issue, demographic segment, or geographic focus of your work, or
 - offer our product offerings to each of their grantees as a voluntary value add.
- Using our proven process, RevJen will assess each recommended leader and organization to understand the opportunities and challenges they face and recommend the best timing and grouping for each designated offering.
- Once leaders and organizations are interviewed and matched, they are assigned to an R-Squared Peer Group and/or scheduled for Fuel training dates that work best for their team.

Through our partnerships, we aim to provide equitable access to our solutions for nonprofits and their leaders across the country – whether in underserved or rural regions, to reach BIPOC leaders, women and the LGBTQIA community, or to social entrepreneurs in the beginning stages of their organizational journey. We believe that our work will continually strengthen with representative participation and feedback from a wide cross-section of leaders, which benefits all aspects of the sector – nonprofits, funders, and capacity-builders, alike.

Let's work together to support your mission, your grantees, your leaders, and the nonprofit sector as a whole.



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**REVJEN**
fuel the greater good

Funder Partnership Examples

Many of our partners view us as an extension to their grantmaking. Here are a few of the creative ways funders partner with RevJen to achieve their funding goals and strengthen the nonprofit sector.

Portfolio Partner



The Heckscher Foundation for Children partners with RevJen to provide both R-Squared Peer Groups and Fuel Series Revenue Capacity Building Workshops to grantees within their existing portfolio. Heckscher begins by allocating funds that will provide a certain number of seats for both offerings, so that our work is provided to grantees in addition to other grant funding they receive from the foundation. RevJen then interviews grantees to determine if one or both would be a fit and enrolls them in available seats. Grantees know that the offerings are on a first come first serve basis and their participation is determined by both our assessment of their readiness and their willingness to commit their time and effort.

“RevJen has been a strategic partner to our grant portfolio for the past few years. Their Fuel Series Revenue Capacity-Building workshop supports our grantees’ leadership teams in a collaborative peer-learning environment focused on building organizational approaches to revenue generation. This program has been critical and equips participants with an understanding of the fundamental drivers of revenue-generation and with concrete actions they can take to improve the economic sustainability of their organizations. RevJen’s work is needed now more than ever by organizations in New York City and beyond.”

- Peter Sloane, President & Chief Executive Officer

Regional Geographic Partner



The George & Fay Young Foundation sees the value in partnering with RevJen and offers annual scholarships to nonprofits within a geographic area for both R-Squared Peer Groups and Fuel Series Revenue Capacity Building Workshops. Because the foundation seeks to make access to our work equitable, scholarships are offered to grantees outside their funding priorities, but within their

given geographic area. Some of the leaders and organizations that utilize these scholarships are within their foundation portfolio, and others are not.

“The support that RevJen has provided to organizations and their leaders in the Dallas-Fort Worth area has been critical, especially during the past six months as the pressures these leaders have been facing have grown exponentially. The feedback I have received from nonprofit leaders who have participated in the R-Squared Peer Groups has been universal in how important that space & process has been to them to address real-time challenges they are facing as both leaders and individuals. We hear the same thing from participants in the Fuel Series Workshops. We look to continue this valuable partnership and continue to help catalyze RevJen’s impact in the DFW region and beyond.”

- Christopher Shaw, Executive Director

National Partner



The Jenesis Group is a national funder who is passionate about building and scaling proven solutions in their given grantmaking space. They partner with RevJen to offer our services to every grantee they invest in. Additionally, Jenesis supports our work expanding to new cities and regions and provides scholarships within these regions to engage the local funding community and demonstrate the value RevJen can bring. This valuable

relationship identifies potential grantees, develops funder relationships, helps scale our work, and strengthens the sector.

“The results speak for themselves! RevJen’s work is a powerful ‘one-two’ punch on our grantees most significant challenges. We have seen first-hand the power of R-Squared to bring community and networks to our leaders. Their revenue capacity Fuel Series Workshop training has been the catalyst our grantees need to get their revenue shop in alignment with the program growth and impact they want to deliver.”

- Kim Tanner, Executive Director

Let’s work together to design a partnership that serves YOUR mission.

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