



At Achieving Results LLC, we use the "CARE" acronym to describe the missions of the nonprofit organizations we work with. It references missions that embrace **C**OMMUNITY SERVICES, **A**DVOCACY, **R**ESearch and **E**DUcATION. In keeping with this, our recommendations to our clients during the coronavirus crisis is as follows:

- C:** Comply with all local, state, and federal recommendations and guidelines regarding a response to the coronavirus crisis.
- A:** Advocate for others to Stay Home. Stop the Spread. Save Lives.
- R:** Research all stimulus programs available to your organization including, payroll replacement and revenue loss grants.
- E:** Educate staff and volunteer leadership about online platforms to maintain connections and communications.

-
- C:** Communicate with donors, funders, sponsors, supporters regarding the details of your organization's coronavirus response.
 - A:** Assess the viability of transitioning meetings and events to a virtual platform.
 - R:** Reach out with a specific coronavirus crisis appeal for unique and continued funding needs.
 - E:** Engage others in responses, solutions, and modifications in strategies.

**SUCCESSFUL FUNDRAISING IS THE END RESULT OF DOING MANY THINGS WELL.
IT IS NOT THE BEGINNING FROM WHICH ALL OTHER THINGS FOLLOW.**