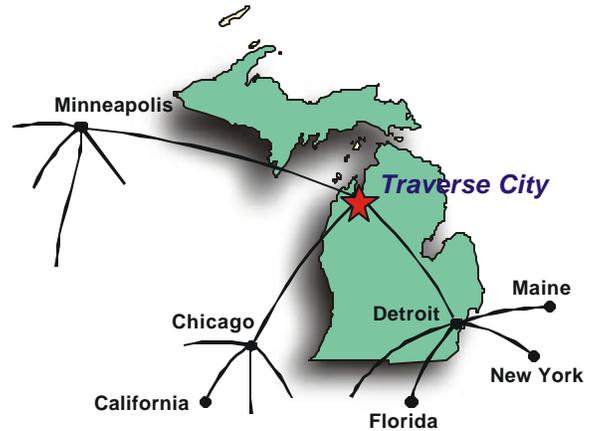


IOLTA *Information Services*

The Resource *for Great Programs, Inc*
Announces a Workshop on . . .



Leadership

in Civil Justice Projects

*How to Reach Sustainability
And “Best-practice Model” Status*

October 16-17, 2002
The Bayshore Resort
Traverse City, Michigan

Visit us on the Web at WWW.GreatPrograms.Org

Project leadership is an urgent concern for civil justice advocates. Grant-funded projects are an important part of social innovation in many public domains, and the civil justice community is no exception. Grant-funded projects offer a great opportunity to address specific, critical legal needs of low income people. For example, VAWA and VOCA projects were launched in the late 1990s as growing public awareness and concern about the problem of domestic violence led to a federal funding stream for legal assistance operating within a holistic social support framework. New opportunities for grant-funded projects exist in substantive legal areas such as housing, health care and employment. Projects are being funded to develop innovation through technology and new service delivery models as well as to address specific issues.

Effective project leadership is a discipline that can be taught and learned. John Scanlon has for over 25 years studied on-going service programs, demonstration programs, and special project grant programs. Based on that experience, he has identified four stages that successful projects go through from startup to success (*see insert, next page*). The four stages define a 12-step process. Many projects get stalled long before they have achieved their goal. By recognizing and dealing effectively with the unique challenges at each step, leaders can dramatically improve their chances of achieving sustainability and success. Participants in our workshop will learn about leadership in the context of their own projects and what they are trying to achieve for their clients and their communities.

Our workshop offers a unique opportunity. Rarely do busy managers and advocates get a chance to spend “quality time,” away from the office and phone, focusing exclusively on honing their leadership skills. This workshop provides a unique environment for doing just that. We bring experienced managers together in a relaxed, resort setting. We bring in the country’s leading experts. We provide a great facilitator. And we provide enough time for people to get their hands around the topic. The result is a learning experience that will make you a better leader.

You will come away with solutions. This is leadership training with a focus. Participants will be asked to bring their “project challenges” to our workshop. Led by facilitator and leadership coach John Scanlon, participants will pool their diverse experiences and insights in developing creative solutions. You’ll get expert help in finding ways of moving your project quickly through the 12 steps (*see inset at right*) to sustainability and success.

You will learn how to fund projects. *Steve Xanthopoulos*, our guest trainer, is a nationally recognized master at creating innovative civil justice projects and securing funding for them. He will lead a brainstorming session for exploring potential funding streams for participants’ projects.

Develop your capacity as a leader. Leadership is a discipline that can be taught and learned. It is different from management. It’s a distinct behavior that you can apply in every arena of your work.

For more information:

Print out this page and fax the following form back to us today. We will send details and registration information.

The 12 Steps to Project Success

Stage I: Develop project

1. *Search for startup funding.* Obtain startup grant support for an area of need or special situation.
2. *Implement project.* Carry out activities necessary to perform on the grant.
3. *Perform on grant.* Perform efficiently and effectively on inputs/outputs.

Stage II. Develop results

4. *Develop insights on results.* Identify the results that project activity appears to be generating.
5. *Measure results.* Collect the data necessary to measure results.
6. *Develop relationships around delivered value.* Establish the relationships with stakeholders that will establish the value of the results being generated.

Stage III. Manage for results

7. *Develop revenue.* Market the results the project is able to promise and deliver.
8. *Build infrastructure.* Invest in the infrastructure needed to deliver.
9. *Perform on results.* Demonstrate efficiency and effectiveness in delivering the results.

Stage IV. Achieve Sustainability and "Best-Practice Model" Status

10. *Celebrate success.* Make the project publicly accountable for results.
11. *Achieve sustainability.* Demonstrate ability to grow revenue.
12. *Leverage best-practice model status.* Actively help other projects replicate model or achieve similar levels of success.

Fax-Back Form

Fax to: (231) 947-5734

To *The Resource*:

Please send further information and registration information about the October 16-17 workshop on Leadership of Civil Justice Projects.

Name: _____

Organization/Project: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

E-mail: _____