



Association of Philanthropic Counsel

Why join?

Good for your business, good for your clients

Consistently members cite the high level of collegiality among the firms as a key reason they value their APC membership. Joining APC enables firms to become part of a dynamic network of professionals and trusted colleagues. These affiliations plus the educational opportunities and discounts make APC membership a worthwhile investment.

For more information visit our website at www.apcinc.org or call 1.800.957.5666 to receive a membership application packet.

The Association of Philanthropic Counsel (APC) An international network of consulting firms across the United States and Canada

Who are we?

A dynamic network of professionals

Representing more than 25 states and provinces, APC member firms range from sole practitioners to large firms employing numerous professionals in multiple regions. We share a commitment to assuring that nonprofit organizations of all sizes can engage experienced, qualified counsel focused on client satisfaction and results. Members also adhere to a code of ethics and standards of professional practice, providing additional confidence for their clients.

What do we do?

Strengthen our businesses and ability to serve our clients

The members of APC are focused on strengthening each other's practices by sharing their experiences and knowledge with their fellow members. Our regular educational forums host leaders in the fields of philanthropy, nonprofit management and consulting. Through forums as well as through regular interactions through a listserv, members enhance their skills and build their capacity by discussing new trends, and by learning how to strengthen their practices while serving their clients more effectively and efficiently.

What are the benefits of membership?

Educational, collegial and tactical

Access to an international network of colleagues is perhaps the most valuable benefit of joining APC. Members are regularly in contact with each other to share perspectives, explore client situations and pick up new ideas. Other member benefits and activities include:

- ✓ **Educational Forums** - hosted twice a year in cities around North America
- ✓ **Web library** – a resource of sample documents for both client and business management
- ✓ **Listserves** – providing a setting for productive ongoing dialogues with colleagues from coast to coast
- ✓ **Discounts for services** - APC has arranged for special subscription rates on such products as WealthEngine, FoundationSearch and NOZA (*now part of Target Analytics, a Blackbaud company*) with additional partnerships being negotiated all the time
- ✓ **APC Dialogues** – periodic conference call conversations focusing on a specific topic, research paper or publication
- ✓ **CFRE affiliation** – APC is a participating organization with CFRE, members pay lower fees when applying for certification or renewal; all educational forums provide pre-approved CFRE continuing education credit
- ✓ **Standards** – providing firms with additional assurances to their clients that they place a high value on excellence and a commitment to best practices

What is the application process?

Thoughtful and thorough

APC member firms must have been in business for at least three years. An associate membership level is available for newer firms, but all firms must have been in operation for at least a year. Prospective members must complete an application that demonstrates professional experience and includes references from clients. Prospective members are encouraged to attend one of the educational forums, which are open to all, or to speak with a current member to learn more about how being a member of APC can strengthen your business.

Member Subscription Discount Partnerships:

FoundationSearch - APC subscription for \$1,895 for a 3-year subscription. FS is an online source for foundation information, similar to the Foundation Center online service with more search-ability. You can identify foundation leadership, assets, grants, application process, grants, as well as which foundations give to another non-profit.

NOZA/Blackbaud – APC subscription for \$300 annually. NOZA, the world's largest database of charitable donations, is now a part of Target Analytics, a Blackbaud company. The base subscription allows for online search capabilities.

WealthEngine - APC subscription for \$450 annually or \$1,000 for higher-level users. WE is an online source for donor research, combing dozens of publically available data banks of information ranging from charitable giving, real estate holdings, stock transfers, corporate and non-profit board membership, etc. The base subscription allows for online access and additional services are for additional fees.

DonorSearch – currently being negotiated, \$395 for a year

Member Testimonials:

“I've been a member since 2008 and it's been the best business decision I've made: very experienced colleagues all over the country who generously share their ideas, expertise, and materials, educational forums twice a year with extraordinary speakers and networking, APC Dialogues that focus on current topics in our work, and a listserve that gives me immediate satisfaction!” **Anne Peyton CPF CFRE, Yellow Brick Road, Vermont.**

“APC forums are my "go-to" source for the latest, best, most provocative ideas and research in philanthropy. I always come away with practical applications that I can immediately apply to my consulting practice to the benefit of my clients.” **Susan Irwin-Wells, Irwin-Wells Associates, Mill Valley, California**

“My APC membership has coincided with the growth of my 9 year practice as a consultant. I joined early in my career and have blossomed ever since with the support of seasoned professionals who are quick to provide assistance and feedback. The world of a small business entrepreneur or sole practitioner can be isolating. Every small business owner needs a tight circle of colleagues that they can trust and who understands their business. APC is the go to place for consultants to non-profits. I would recommend our group to any small to medium size firm without hesitation.” **Kathy Kraas, CFRE, K2 Consulting Group, Chicago, Illinois**

“My ongoing association with fellow APC members over the years has directly impacted my ability to effectively manage my own consulting firm. Whether it was a new idea on how to market my services, a recommendation on a book that changed the way I look at engaging my clients, or ways to approach how best to respond to RFPs, my APC colleagues have helped me to be a better consultant and a stronger business.” **Marshall H. Ginn, CFRE, Capital Development Strategies LLC, Arlington, Virginia**

“My membership in APC gives me access to colleagues and friends who face the same challenges I do each day. Our members are people who can and do offer advice, counsel and sometimes commiseration when needed. Knowing I have a place to get confidential answers to questions about the business of the business (insurance, benefits, contracts, etc.) is invaluable.” **Sandy Macnab, FAHP, CFRE, Alexander Macnab & Co., Chicago, Illinois**

“Being a consultant can be a lonely job. As I reflect on my 20 years as a practitioner in the field, I can truly say one of the best investments of time and resources has been my 15 year membership with APC. Having access to a "brain trust" of smart, talented, ethical, and generous colleagues at APC has helped make the "job" of being a consultant more productive and skill-expanding, less lonely, and as an added benefit, provided a number of wonderful professional collaborations and friendships. All for the price of membership!!” **Patricia Stirling, Cardoronella Stirling Associates, San Francisco, California**