



# Consultant Collaboration Options

Updated February 2024

Cloudbreak Collective elevates and clarifies nonprofit fundraising so that our clients have what they need to achieve their missions. We deliver calm, clear, action-oriented fundraising services for nonprofit organizations, *and* we convene independent fundraising consultants so they can provide streamlined, collaborative services for our clients too.

## How does the Collective work?

Cloudbreak provides administrative services and a common brand for other fundraising consultants who share our values and goals, have independent expertise and clientele in fundraising, and are interested in dedicating more of their time to billable, client-facing work than they can alone. We currently support consultants delivering services to nonprofit clients in four Practice Areas: 1) Grants & Sponsorships, 2) Plans & Appeals, 3) Major Gifts & Boards, and 4) Special Campaigns.

Consultants can choose to collaborate with Cloudbreak as either a member of the Collective or as a Specialist.

### 1) Join the Collective

Consultants in the Collective are committed to consistent collaboration with Cloudbreak and are ready to take on projects in their areas of expertise as they arise. They also commit to using Cloudbreak systems, and they access our full suite of benefits on the next page. We prioritize sending business to consultants in the Collective first (before Specialists), and we aim to fill Collective members' time to the extent possible.

### 2) Join as a Specialist

Specialists are consultants that Cloudbreak may occasionally offer work to, either because our Collective team's time is full or because a Specialist offers a niche service—such as graphic design or accounting—that clients sometimes need alongside our core fundraising work.



Our full list of benefits for these two groups is on the next page.

	The Collective	Specialists
<b>Benefits of Collaborating with Cloudbreak</b>		
<b>Branding, Name Recognition, and Client Pipeline</b> - We offer one consistent brand, name recognition, a network of word-of-mouth referrals, a pipeline of 125+ returning clients, lead generation via sponsorships, teaching, and directories, and a professional SEO-optimized website.	○	○
<b>Seamless Collaboration with Others</b> - We recruit, onboard, and coordinate other consultants who can provide value on your projects.	○	○
<b>Client Onboarding, Invoicing, Offboarding</b> - We lead an automatic client intake process (basic file collection, folder set up, initial meeting scheduling). After you record hours in our timekeeping system, we complete your monthly client invoicing. For completed projects, we send a satisfaction survey and complete other offboarding tasks to close the project professionally.	○	○
<b>Cost Proposal Writing and Tracking</b> - We draft, edit, send, and monitor sales proposals in partnership with you. We maintain a library of templates and an electronic proposal drafting and signing system.	○	○
<b>Cashflow Consistency</b> - We pay consultants monthly via direct deposit regardless of when we receive payments from clients.	○	○
<b>Email Address, Website Listing, &amp; Business Cards</b> - We provide an email address; designed and printed business cards; and a website listing with branded headshot.	○	
<b>Regular Opportunities to Share Resources &amp; Ideas</b> - We invite you to team meetings, and give you access to our internal resources, templates, and historical work.	○	
<b>No-Cost Access to Premium Software Subscriptions</b> - We provide, pay for, and manage a range of tools at group subscription levels that enable advanced features. Current software list: Freshbooks (time tracking), Google Suite (email, calendar, files, etc.), Foundation Directory	○	



(foundation research), and project management tools, and Zoom (video calls).		
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## How do I get paid as a Cloudbreak consultant?

	The Collective	Specialists
<b>Compensation</b>		
<b>Percentage of Revenue</b> - We pay consultants 80% of the hourly rate charged to clients.	<input type="radio"/>	<input type="radio"/>
<b>Hourly Rate for Grants Work<sup>1</sup></b> - We pay for work on grants projects on an hourly basis using a negotiated hourly rate for each consultant. Rates range from \$75 to \$100 per hour, depending on experience.	<input type="radio"/>	
<b>Commission Payments</b> - In line with our commission policy, Cloudbreak offers a percentage of revenue generated by other consultants, paid to those who generate the business and to those who manage the relationship. In this arrangement, Collective consultants can earn more in the Collective than they could alone.	<input type="radio"/>	
<b>Compensation for Non-Billable Time</b> - We offer half-rate payment for up to 2 hours per month spent on internal meetings or other Cloudbreak-related tasks.	<input type="radio"/>	

## How do I join the Collective?

Let's talk! The process of joining Cloudbreak typically works like this:

- 1) Email Brittany Kirk, President and Grant Practice Director ([brittany@cloudbreakcollective.com](mailto:brittany@cloudbreakcollective.com)) or Julie Bianchi, Campaign Practice Director ([julie@cloudbreakcollective.com](mailto:julie@cloudbreakcollective.com)) to set up a conversation. We will talk about your experience, interests, and goals.

<sup>1</sup> Due to the volume of grants clients, contractors, and hours that we manage, as well as the market rate for this type of work, we pay consultants for grants projects using a different structure than other types of fundraising consulting.



- We may offer a trial project first, ask for work samples or references, or continue talking as we decide together whether to collaborate.
- 2) You decide if you are interested in joining the Collective or working as a Specialist, we then review and sign our Independent Contractor Agreement that outlines the terms of our collaboration.
  - 3) If you've joined the Collective, we will move through our onboarding process. If you are interested, we will work together to transition your existing contracts into Cloudbreak's systems. Collective consultants may decide to retain some projects outside of Cloudbreak, but you will not have access to the benefits listed above for those projects.
  - 4) If you've joined as a Specialist, we will let you know if we find a project that is right for you.

To read more about our approach to nonprofit fundraising, please visit [www.cloudbreakcollective.com](http://www.cloudbreakcollective.com).

