



Benefits of Joining the Collective

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What is Cloudbreak Collective?

Cloudbreak Collective is ***a supportive community and administrative engine for independent fundraising experts.*** Independent fundraising experts work with Cloudbreak because:

- We streamline operational processes so consultants can focus more on consulting than on running their businesses.
- We make deeper collaboration possible for solopreneurs; we gather templates and tools, create spaces for idea sharing, and host projects that are collaborations by multiple consultants.
- We connect consultants to the right clients by generating new business opportunities and maintaining a strong, reputable brand.
- We operate under pricing structures and contract terms that favor consultants over company profits.

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.

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 (primarily emails and files) for Cloudbreak projects, and they access our full suite of benefits.

Consultants in the Collective may choose to retain their own company brand or integrate it into Cloudbreak's umbrella. We have zero non-compete terms and very minimal non-solicit terms; this is a collaboration not a competition.



What are the benefits of joining the Collective?

A Strong Client Pipeline – We have a robust network of word-of-mouth referrals; a pipeline of 150+ returning clients; and we generate leads via sponsorships, teaching, directories, and a professional SEO-optimized website.

Cashflow Consistency – We pay consultants monthly via direct deposit regardless of when we receive payments from clients.

A Consulting Community – Through virtual events and spaces to connect, we make the work of consulting less lonely.

Seamless Collaboration with Others – We recruit, onboard, and coordinate other consultants who can provide value on your projects.

Regular Opportunities to Share Resources & Ideas – We give you access to our internal resources, templates, and historical work, and create ways for consultants to share regularly with each other.

Consulting Administrative Support – we make it easier for you to offer your fundraising expertise through:

- *Client Onboarding, Invoicing, Offboarding* – 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.
- *Cost Proposal Writing and Tracking* – 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.
- *Email Address, Website Listing, & Business Cards* – We provide an email address; designed and printed business cards; and a website listing with branded headshot.



- *No-Cost Access to Premium Software Subscriptions* – We provide, pay for, and manage a range of tools at group subscription levels that enable advanced features. Current software: Freshbooks (time tracking), Google Suite (email, calendar, files, etc.), Foundation Directory (research), project management spreadsheets, and Zoom (video calls).

How do I get paid as a Cloudbreak consultant?

Our typical compensation package includes:

- **Percentage of Revenue** – We typically pay consultants between 60 and 80% of the hourly rate charged to clients, and we will agree on your client-facing rate together. The percentage is based on fundraising and consulting experience as well as tenure with the company.
- **Commission Payments** – We offer commission payments for sales and project leadership, calculated based on the entire project not just your hours. In this arrangement, Collective consultants earn more in the Collective than they could alone.
- **Compensation for Non-Billable Time** – We offer an hourly rate payment (\$75 in 2025) for up to 2 hours per month spent on internal meetings or other Cloudbreak-related tasks.

How do I join the Collective?

- ✓ **Have a conversation.** Email Brittany Kirk, President and Grant Practice Director (brittany@cloudbreakcollective.com), and we will talk about your experience, interests, and goals.
- ✓ **Sign an agreement.** We review and sign our Independent Contractor Agreement that outlines the terms of our collaboration.
- ✓ **Try it out.** We typically collaborate on a trial project first.
- ✓ **Join the Collective.** If/when we are ready, we move through an onboarding process. For some, this includes transitioning existing contracts into Cloudbreak's systems (optional).



What Others Are Saying

I am happy to work with Cloudbreak Collective for many reasons. First and foremost, I respect and appreciate the transparency, competence, and support of leadership. Second, I LOVE that Cloudbreak has allowed me to connect with an incredible range of interesting clients without the administrative headache of marketing my services, generating contracts, sending invoices, et cetera. Third, the flexibility that full-time consulting allows quite literally makes the rest of my life possible.

Having access to a pipeline of client work and reliable hours is incredibly valuable to me because business development was my greatest risk/fear in being a full-time consultant. I also value the sense of community because working solo and remotely can get lonely!

[what I love most is] The peace of mind. I feel supported by our team. I know that if I am sick / on vacation / or something happens, my clients will be covered. I know I have access to as much work as I could want. I feel respected and valued.

I cannot overstate how good it feels to work with an organization where there is such deep values-alignment.

[why I work with Cloudbreak:] To collaborate with smart and passionate people who are willing to think outside the box and adapt to our changing environment. To work with small and impactful organizations in and around my community. To feel valued and compensated well.

To Learn More

To read more about our approach to nonprofit fundraising, please visit www.cloudbreakcollective.com, or contact Brittany Kirk at brittany@cloudbreakcollective.com.

