



# Consultant Collaboration Options

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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 (primarily emails and files) for Cloudbreak projects, and they access our full suite of benefits. We prioritize sending business to consultants in the Collective first, before Specialists, and we aim to fill Collective members' time to the extent possible. 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.

### 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.



## What are the benefits of collaborating with Cloudbreak?

	Collective	Specialists
<b>Branding, Name Recognition, and Client Pipeline</b> - We offer brand and name recognition; a network of word-of-mouth referrals; a pipeline of 150+ 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: 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?

	Collective	Specialists
<b>Percentage of Revenue</b> – We pay non-grants consultants 70 to 80% of the hourly rate charged to clients, and we will agree on your client-facing rate together.	<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?

- ✓ **Have a conversation.** Email Brittany Kirk, President and Grant Practice Director ([brittany@cloudbreakcollective.com](mailto: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.

<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 pay structure than other types of fundraising consulting.



- ✓ **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).

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

