INNOVATION NEVER FEARS A CHALLENGE

NANOE members believe that “innovation never fears a challenge” and that the greatest contribution nonprofit practitioners can make to charity is to become the creative, thinking enterprise-leaders our sector so desperately needs.

NANOE is the only nationwide membership organization in the U.S. for Executives seeking credentials in the art of nonprofit capacity-building. Practitioners who hold a prestigious NANOE credential are “best practice” experts who grow charitable enterprise and discover new ways to advance the common good.

NANOE ensures nonprofit CEOs build a team that takes them where they want to go.

Charity has been paralyzed by a set of failed “best practices” that turned the Non-Profit Sector into a Non-Growth Sector decades ago. Present day systems were established in the late 1950’s by industry associations that knowingly persist in methodologies detrimental to the general public. Einstein’s well-known axiom, “We cannot solve our problems with the same thinking we used when we created them” accurately informs our present state.

NANOE, a 501(c)3 corporation and its Board of Governors have unveiled a new and growing set of capacity-building “best practices” that empower nonprofits in ways previously thought to be impossible. These approved techniques are based on field tested university research and have been designed for nonprofit leaders who have a passion to grow their mission.

NANOE’S BEST PRACTICES REVEAL WHY...

1. Charities fail to financially invest in strong administrative overhead
2. Organizations remain addicted to arcane income models
3. 501(c)3 corporations continue to be run by disengaged volunteers
4. Nonprofits fail to serve the customers that can actually pay for their services
5. We pay administrators to be “Executive Directors” instead of Strong CEOs

NANOE PRACTITIONERS, ORGANIZATIONS & ENTERPRISE MEMBERS ARE ELIGIBLE TO RECEIVE THE FOLLOWING CREDENTIALS AND/OR CERTIFICATIONS:

CNE Certified Nonprofit Executive
CDE Certified Development Executive
CNC Certified Nonprofit Consultant
BPC Best Practice Charity
CBE Capacity Building Enterprise
## PRACTITIONER MEMBERSHIP

**$100/Year**

**NANOE PRACTITIONERS ENJOY THE FOLLOWING BENEFITS:**

1. **Every NANOE Member is assigned their own personal NANOE Membership Specialist** to ensure they have a productive and challenging NANOE experience.
2. **Eligibility for NANOE Capacity-Building Certifications.** CNE, CDE & CNC credentials are exclusive to members of NANOE.
3. **Automatic NANOE Certification Renewal** of your CNE, CDE, CNC credential (no cumbersome or expensive re-certification processes.) Members who maintain their annual NANOE membership maintain their credential.
4. **NANOE Publishing House Privileges.** Ready to learn how to write, publish, print & promote your book? NANOE Members are provided everything they need to bring their ideas to the marketplace. (SOME ADDITIONAL FEES MAY APPLY)
5. **NANOE Voting Privileges.** Every NANOE member is given one voting position in the NANOE Congress which convenes annually to codify best practices.
6. **Practitioner privileges** in both your National Organization & State Chapter (e.g. if you make your home in South Carolina you're membership includes membership in NANOE & NANOE | SC)

## ORGANIZATIONAL MEMBERSHIP

**$200/Year**

**NANOE ORGANIZATIONAL MEMBERS ENJOY THE FOLLOWING BENEFITS:**

1. **TWO Complete Practitioner Membership Packages** (all privileges) for two designated representatives from your organization which may be transferred to another individual(s) should the member leave the nonprofit’s employ.
2. **NANOE Best Practice Charity Medallion.** Nonprofit organizations who maintain their annual-membership, keep their NANOE Link Profile up-to-date, commit to NANOE’s Best Practice Guidelines, and hold an IRS letter of determination for 501c3 status are named a NANOE Best Practice Charity.
3. **Access to NANOE’s Charity Chamber** (online platform that connects you to one million 501c3 organizations state-by-state (only database in the world that includes complete contact information plus web addresses).

## ENTERPRISE MEMBERSHIP

**$300/Year**

**NANOE ENTERPRISE MEMBERS ENJOY THE FOLLOWING BENEFITS:**

1. **Includes THREE Practitioner Membership Packages** (all privileges) for three designated representatives from your business or corporation which may be transferred to another individual(s) should the member leave your employ.
2. **NANOE Capacity Builder Enterprise Medallion.** NANOE provides corporations and businesses who serve the charitable sector the designation NANOE CBE Partner. This “Seal of Approval” gives nonprofit administrators the confidence they require when choosing the cost-efficient and superior products they need to accomplish their mission. Enterprise Members who keep their NANOE Link Profile up-to-date and commit to NANOE’s “Best Practice Guidelines” are licensed to use the NANOE CBE Partner Logo on their company’s website, stationery, marketing materials, etc.
3. **VIP Placement & Discount Access to all NANOE Convention & Expo Exhibitor Packages PLUS special highlight of your corporation or business in NANOE’s Year-Round Online Expo.
CREDENTIALING

members who hold a nanoe credential:

- Are recognized by employers in the nonprofit sector as having met a series of standards set by NANOE including experience, education, achievement and a superior commitment to growing capacity within nonprofits.
- Have also passed a written examination testing the knowledge, skills, and abilities required of a nonprofit executive and have agreed to abide by NANOE’s Best Practices.
- Use the prestigious CNE, CDE and/or CNC designation in their title. (eg. "Pamela Vance, CNE, CDE")
- Receive an official Credentialing Certificate demonstrating their achievement.
- Are authorized to use NANOE’s certification medallion for personal business cards, letterhead, websites, etc.
- Are given a complete press kit with hi-res artwork, press releases, and copy to announce their achievement.
- Have their practitioner certification recorded and represented to the public at the offices of NANOE.

HOW CREDENTIALING WORKS:

- Call NANOE to be assigned your personal Certification Specialist
- Determine which credential(s) works best for you
- Join NANOE as a Practitioner, Organization or Enterprise Member
- Fill out your online candidate application form
- Watch your online Best Practice Training Videos
- Read your designated Best Practice Tutorials
- Complete your online Credentialing Exam
- Review your exam process with your Certification Specialist
- NANOE’s Credentialing Board will confer your certification within 2-3 weeks

MEMBERS WHO HOLD A NANOE CREDENTIAL:

NANOE’s three capacity-building training certifications are based on industry insider knowledge, university research, and a love for serving humanity. Each credential complements the other ensuring CEOs, CFOs, COOs & CDOs are equipped with progressive capacity building practices that drive new growth.

SINGLE CREDENTIAL $98
TWO CREDENTIALS $148
THREE CREDENTIALS $198

Members who maintain their membership in NANOE maintain their credential as well. There are no cumbersome or expensive recertification processes for CNE, CDE or CNC.

CERTIFIED NONPROFIT EXECUTIVE (CNE)

During our careers, at one point or another, many of us wonder if we could be trusted to share our expertise with others in a way that produces personal income. The truth is, successful consulting is more than sharing your experience...it's a coveted lifestyle with multiple dimensions. First, you need to be an expert in particular area of nonprofit management. Second, you must learn how to disseminate your knowledge using the consulting arts. Third, you must build a sustainable business enterprise that consistently generates opportunities to serve. Practitioners who hold the CNC credential are nationally qualified experts who labor alongside nonprofits providing the organizations they serve “big wins!”

CERTIFIED DEVELOPMENT EXECUTIVE (CDE)

Many fundraisers come to the nonprofit sector with great intentions to advance a charity’s mission without having correctly answered the question, “who is our customer?” Executives mistakenly think that the rain forest, the student, the homeless or a family-in-need are their customers and therein lies the difficulty. Individuals you serve are not your customers because they have no money. Certified Development Executives are expert at understanding who their true customer is and are equipped with new best practices that ensure they create life-long partnerships with new friends who financially invest in your mission.

CERTIFIED NONPROFIT CONSULTANT (CNC)

During our careers, at one point or another, many of us wonder if we could be trusted to share our expertise with others in a way that produces personal income. The truth is, successful consulting is more than sharing your experience...it’s a coveted lifestyle with multiple dimensions. First, you need to be an expert in particular area of nonprofit management. Second, you must learn how to disseminate your knowledge using the consulting arts. Third, you must build a sustainable business enterprise that consistently generates opportunities to serve. Practitioners who hold the CNC credential are nationally qualified experts who labor alongside nonprofits providing the organizations they serve “big wins!”
NANOE has established a national Board of Governors comprised of leading practitioners, scholars, funders, policy makers and advocates to oversee the creation of a new set of universal governing best practices for charity. This project has been undertaken so that pressing social and environmental problems are able to be solved at significant enough scale to eradicate major issues. NANOE Governors have endorsed the following plan to achieve this goal:

- Thorough exploration and critical review of relevant capacity-building theory and existing research.
- Wide-ranging consultation with practitioners to expand an understanding of how capacity-building initiatives put into practice actually work.
- Performance of new university led surveys within the public, private and nonprofit sectors
- A commitment to an inclusive, open, participatory process for input and feedback from groups of practitioners, scholars, funders and advocates in the field.

**AREAS RECOGNIZED BY NANOE GOVERNOR’S AS HAVING AN EFFECT ON CAPACITY BUILDING:**

1. **MOTIVE**  
   Identifying factors explaining nonprofit leader’s intention to build capacity

2. **MONEY**  
   Acknowledging the sector’s failure to prioritize income generation

3. **MOVEMENT**  
   Discovering patterns within the sector that promote enterprise growth

4. **MANAGEMENT**  
   Replacing both executive directors and volunteer boards with strong CEOs

5. **MEDIUMS**  
   Setting new workplace standards for salaries, benefits, retirement, etc.

6. **MEANS**  
   Exploring financial eco-systems within private, public and nonprofit sectors

7. **METHOD**  
   Exploring the ways Associations, Consultants & Academia influence leaders

8. **MODELS**  
   Codifying new systems that exponentially grow charitable enterprise