

# Expert Facilitation



Dedicated to growing your team's capacity to govern and lead effectively.

At Greater Capacity Consortium, we promote public accountability with a focus on building up your available talents and resources so that our interventions have lasting impact.

## Approach

We model a *facilitative* and *adaptive* style to fully engage participants in the experience and tailor the learning to the specific needs of the team. Our methods involve:

- Strategic Planning
- Governance Training
- Leadership Curricula
- Program Evaluation
- Technology Mapping
- Performance Reviews
- Results Accountability

- a servant-leader approach, not investing ego but expertise to grow your team's capacity and body of knowledge;
- taking care to understand your internal organization and your external environment to the fullest extent so our time together can be more engaging from start to finish;
- creating a safe space for candid reflection and delving into difficult issues while keeping conversations steered toward problem resolution;
- effective use of 21st century modes of learning to engage, collaborate and spur action from all involved; and
- assessing the work that we do together and following up with your team to reinforce best practices.

With the non-profit Greater Capacity Consortium, you are tapping an objective, credible and networked source. Our customized preparation and expert facilitation ensures that our time together results not only in a gain of knowledge, but squarely addresses issues of greatest relevance to your situation. We focus on mapping agreed-upon change and helping structure tiered solutions so that participants can improve policy and practice right away and ultimately propel the team to a higher level of functioning and success.

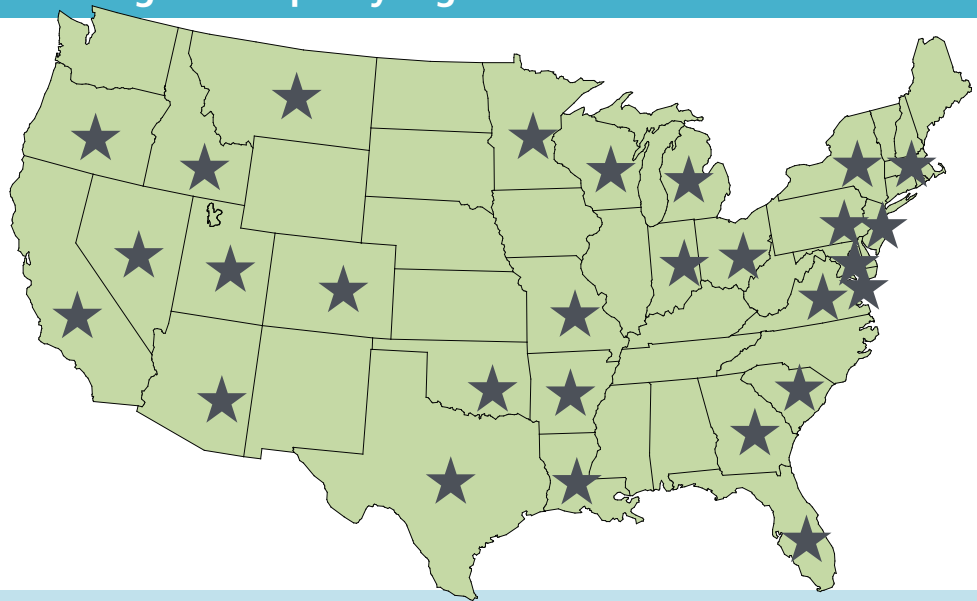
## Experience

Mark Cannon, principal consultant, is a Certified Association Executive (CAE) with a 30-year history of devotion to the Non-Governmental Organization (NGO) sector. His two dozen years of experience as a senior executive of national associations is augmented by brief stints in direct service to federal, state and county levels of government. Mark facilitates strategic planning, trains nonprofit boards and develops leadership curricula across a variety of issue sectors. His passion extends to volunteer service with the YMCA of the USA, the Youth Leadership Association, and the Truman Scholars Association. Mark also enjoys a long and active affiliation with the American Society of Association Executives and BoardSource.



## Nationwide Consultancy Practice

We have partnered with associations, non-governmental organizations, federal, state and local agencies, and individual non-profits across 28 states to provide board training, strategic planning, and program evaluation services. Our consultant practice is based in Washington, DC. With its popularity as a tourist destination (and with three area airports), ours is a convenient spot to easily and affordably support a national client base.



### Client Engagements — Our team has supported clients across various sectors (partial list):

American Society of Clinical Oncology  
 Arevim Philanthropic Group  
 Aronoff Center for the Arts  
 Assn of Public-Safety Communications Officials  
 Carl Sagan Academy  
 Center for Public Management & Regional Affairs  
 Children's Reading Center  
 Coalition for Student Loan Reform  
 College and Career Academies of Georgia  
 Council of State Governments  
 First AME Church of Los Angeles (FAME)  
 Florida Department of Education  
 GLG Research Council  
 HI-Y Leadership Center  
 iNACOL  
 Lake Wales Charter Schools, Inc  
 Living Classrooms Foundation  
 Maryland State Department of Education

Miami-Dade County Public Schools  
 Midtown Development Corporation  
 Municipal Charter System of Belle Isle  
 National Assn of Governmental Labor Officials  
 National Assn for College Admission Counseling  
 National Pharmaceutical Council  
 National Rural Electric Cooperative Assn  
 National Institute for Educational Options  
 Ohio-West Virginia YMCA  
 Pearson – Connections Education  
 Redlands Christian Migrant Association  
 Resources and Instruction for Staff Excellence  
 Saint Louis University  
 Society of American Foresters  
 Steinhart Foundation for Jewish Life  
 Student Loan Servicing Alliance  
 U.S. Department of Education  
 WestEd

"Very professional, thoughtful, probed people's views effectively and sensitively."

— David Spangler, Board Chair, Carl Sagan Academy

"Mark distinguished himself as an experienced, competent, insightful, and knowledgeable framer of our issues. His calm and reassuring manner thoroughly impresses me. His facilitation style is exactly what is needed when boards consider how they interact and work with one another."

— Michael Ben-Avie, Ph.D.

"Great facilitator who was able to get the group to discuss topics openly, yet forward-focused. Incredible that Mark engaged such a large group successfully with great energy."

— LaVonda Roy, Midtown Development Corporation

"We have hired many strategic planning facilitators over the years, but Mark is tops. He took us further and faster down the road of planning, effectively using our limited time together. His planning tool was brilliant in its conciseness; we came away with a plan we can actually use."

— Robin Gibson, Founder, Lake Wales Charter Schools

"Mark demonstrated a keen knowledge, passion and enthusiasm for NGOs with every presentation we hosted. Participants are better able to grasp and contend with the challenges of public leadership to leverage their capacity for doing good in a crowded marketplace of competing public needs."

— Amanda Gillespie, Center for Public Management & Regional Affairs

**For more information:**  
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