



MzN

Do Good. Better!

**It's a new world
We need to lead & care**

BETTER!

About us

- ✓ We help NGOs to be better funded, operate better and deploy smarter strategies
- ✓ A social enterprise with many services subsidised. Training is already free for partners.
In-person training is back!



Christian Meyer zu Natrup
Managing Director
chris@mzninternational.com

Sharing some observations from great leaders in our sector:

- 1) Manage your staff's energy, not time.
- 2) Five way to lead and care BETTER in this new world
- 3) Measure & share it all
- 4) What do you think? What is your experience?

Manage energy, not time

Time is a limited resource, energy is renewable.



- Most people care about their jobs and duties. With ever more demands they put in longer hours. But hours are a limited resource.
- Help colleagues and staff go beyond the “work-harder” mantra, some CEOs we work with actively coaches staff to
 - Express and accept appreciation
 - Reduce interruptions
 - Teach healthy eating and
 - Include sport into the day
- One NGO
 - Subsidized gym memberships
 - Encourages staff to gather for midday workouts together
 - Suggest that emails are checked a few times a day only
 - Issues “energy surveys” frequently

“Work here is done faster...much faster”

Measure & share. All of it.

One leader went above & beyond creating, and sharing, KPIs



- KPIs were created for everything
 - Email response time & volume
 - Hours of scheduled in meetings (per diary)
 - Financial indicators
- Nearly every team had 5 to 10 KPIs, every quarter.
- These were shared. Amongst all.
- These were discussed, Amongst all.
- And teams set their OWN improvement targets.

“My role here is to facilitate, not to direct”

Five suggestions to lead better

1

Nurture people

Kill more meetings & make expectations clear

2

Diversify your income

Grow key donor & add at least 2 new ones

3

Go agile - for real this time

What do you REALLY need to get work done? Kill all else!

4

Learn every day

Collection -> Analysis -> Insight -> Foresight

5

Take care of yourself to love others

More stress requires more de-stressing.
Did you upgrade your self-care?

MzN Sprints

- Solves a problem in a short time getting everyone together
- Decision making is forced through the agreed timeline & by facilitation
- A one to three day event particularly prevalent issue or address an opportunity within their NGO or business
- Free of charge (costs charged only)



Training Courses



Write Winning Proposals

In this course you will learn how to write, manage and negotiate a winning proposal. You will improve your proposal writing skills through exercises on real proposals, case-studies from the world's leading donors and learn together in small groups. Before and after the course, you can benefit from our online learning offers.



NGO Financial Sustainability

Successful NGOs need the right funding mix to create impact and build a better world. But with donor funds severely restricted, and constantly changing priorities and demands, the key question is how can we build a financially sustainable NGO?



Write winning proposal budgets and monitor project budgets

The budget is the most frequent reason why proposals fail to win funds. And many projects are limiting their impact due to budget management issues. Let's fix that!

<https://mzninternational.com/training-courses/>

Stay in touch!

We are here to make doing good better. We help non-profit organisations secure more funding, drive innovation and develop smarter strategies.

By 2030, most of our services to NGOs will be free of charge or subsidised. Training already is.

CHRISTIAN MEYER ZU NATRUP

chris@mzninternational.com

New blog, podcast and upcoming events
www.mzninternational.com



Upcoming webinars:



How to Partner with a Corporate or Business

15 November 2023
3 to 4 pm CET



Getting your Funding Strategy Right

29 November 2023
3 to 4 pm CET



Thank you for listening.

Any Questions?

