



**BlueCross BlueShield
of North Carolina**

Foundation

“I feel uniquely qualified to speak about the Institutes for Nonprofit Excellence as a former participant and current coordinator of the initiative for Blue Cross and Blue Shield of North Carolina, underwriting sponsor of the institutes in this state since the year 2000. As a nonprofit leader, the training enabled me to double my budget from \$600,000 annually to \$1,200,000 annually in less than 2 years. I had little experience with development and the tools and information provided by the Institute instructors was the main ingredient for our success.

As the current coordinator of the Institutes for Blue Cross and Blue Shield of North Carolina Foundation, I find the impact of the training far-reaching. Each week I have another nonprofit contact me and ask to be put on the invitation list because another nonprofit that attended recommended the training to them. The last time we hosted the Institute (in March 2007) we had to tell over 50 nonprofits that we were over subscribed. The practical information that the nonprofit leaders take away is transforming the non-profit community in our state one agency at a time.” (N.B. The Institutes have trained nearly 800 teams from North Carolina in the past seven years.)

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