

## Recent Highlights from 2015

In this issue of our e-newsletter, we are pleased to share some recent accomplishments — and welcome several new clients. We are energized by our continued work with existing, valued clients, and by the opportunity to make a difference to these additional nonprofit organizations.

### Service Expansion

Thurlow/Associates' principal, Victoria Thurlow, recently completed an ICF (International Coach Federation) Accredited Coach Training Program. The rigorous program, which included extensive training and practical experience, was offered by the Center for Nonprofit Management and led by world-renowned coach and trainer Damian Goldvarg, MCC, principal of Goldvarg Consulting Group.

Coaching is a way of partnering with clients that recognizes them as the experts in their own lives and work — and provokes new thinking and creativity. The professional coaching process helps executives understand their strengths, and work on leveraging these strengths to achieve their goals. Research demonstrates that professional coaching improves work performance by as much as 70 percent, and has a significant positive impact on organization management, time management and team effectiveness. This is why virtually every company (99 percent) that has hired a coach reports being somewhat or very satisfied with the overall experience (data source: International Coach Federation).

*"I feel coaching is a well-matched addition to our range of services: At Thurlow/Associates, our business mantra has always been that there is no 'one size fits all' in organizational and fund development and we're particularly proud of our very personalized approach. Now, in addition to strategic consultation about specific issues, we can incorporate coaching services to help clients home in on personally powerful decisions and solutions. It's particularly exciting to witness the 'aha!' moments that come about as clients gain new perspectives and discover new possibilities for success."*

– Victoria Thurlow, principal

### Congratulating Thurlow/Associates Client The Whole Child

Congratulations to Los Angeles nonprofit organization [The Whole Child](#), recipient of the \$1 million Everychild Foundation grant in 2015.

Thurlow/Associates is proud to have assisted The Whole Child in securing this funding, which will help provide homeless children and their families with safe, permanent housing and intensive support services.

### Welcoming New Thurlow/Associates Clients

We are pleased to have begun work with the following nonprofit organizations in recent months:

[LA BioMed](#), a nonprofit biomedical research organization headquartered in Los Angeles County which helps to save lives globally. LA BioMed's physician-researchers have been responsible for some of the most important breakthroughs in medicine today. We look forward to assisting with several strategic fund-development priorities.

[Fulfillment Fund](#), a nonprofit organization that seeks to make college a reality for students growing up in educationally and economically under-resourced communities. We are delighted to establish this new client relationship, with an emphasis on institutional relations.

[New Earth](#) provides mentor-based arts, educational, and vocational programs that empower youth, ages 13 to 25, who are involved in the juvenile justice system. The organization transforms lives by helping these youth make positive, healthier life choices and realize their full potential. Thurlow/Associates will provide strategic fund-development counsel and assistance.

[SBCC Thrive LA](#) (South Bay Center for Counseling) is strengthening the well-being of individuals and communities in Los Angeles County. For more than 40 years, its grassroots programs have helped low-income children and families to thrive. It currently reaches more than 10,000 families countywide. Our work is expected to include a variety of strategic fund-development services, including but not limited to the pursuit of government funding.