

Be the Light Consulting, LLC.

SERVICE PACKAGES & PRICING

SIGNATURE FRAMEWORK: THE 3 PS - PEOPLE. PROCESSES. PROFIT.

Build strong teams, efficient systems, and sustainable revenue, without losing your mission.



Initial Consultation Meeting

Best for: All clients

Timeline: 30 minutes / Investment: Free

- Includes:
 - Discussion of client vision, needs, and challenges
 - Overview of Be the Light services
 - Suggestions for next steps
- Desired Client Outcome: Clear picture of services offered including timeline and rates.

Nonprofit Vision Session

Best for: Aspiring founders – Moving ideas front concept to plan

Timeline: 1 hour/ Investment: \$200

- Includes:
 - Guided conversation to clarify your nonprofit idea
 - Initial mission + purpose alignment
 - Identification of target population + community need
- Desired Client Outcome: High level next steps to move forward

Nonprofit Launch Clarity Package

Best for: Individuals ready to move from idea → structure.

Timeline: 2 Sessions, 1 hour each/ Investment: \$350

- Includes:
 - Session 1: Vision + Clarity
 - Define mission, vision, and core purpose
 - Identify community need + impact focus
 - Brainstorm program ideas
 - Session 2: Structure + Direction
 - Basic nonprofit framework (board, programs, funding)
 - Startup roadmap (first 90 days)
 - Key next steps (legal, strategy, fundraising readiness)
- Desired Client Outcome: Written summary of ideas + recommendations

1. Diagnostic & Strategy Packages

THE LIGHT CHECK™ – ORGANIZATIONAL DIAGNOSTIC

Best for: New clients, boards, or leaders needing clarity

Timeline: 2–4 weeks

Investment: \$600 - \$1200

- Includes:
 - Nonprofit Health Assessment
 - Review of:
 - Organizational chart, staffing structure, HR practices
 - Key processes and workflows
 - Budget, revenue mix, and financial health
 - Data collection and reporting practices
 - Assessment across the 3 Ps
 - “Is your data telling the story?” analysis
 - 60-minute findings & recommendations session
 - Written summary with prioritized next steps
- Desired Client Outcome: Clear picture of strengths, gaps, and where to focus first.

THE 90-DAY SHINE PLAN

Best for: Organizations ready to act

Timeline: 30–45 days

Investment: \$1200 - \$2500

- Includes:
 - Light Check™ Diagnostic
 - 90-day action plan aligned to:
 - People (capacity & culture)
 - Processes (efficiency & clarity)
 - Profit (budget & revenue)
 - KPI and data recommendations
 - Budget alignment check
 - Leadership strategy session
 - Desired Client Outcome: A realistic, executable roadmap.
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2. Core Consulting Packages (Project-Based)

PEOPLE FIRST™ – STAFF & CULTURE STRENGTHENING

Best for: Growing teams, burnout, turnover, transitions

Timeline: 6–8 weeks

Investment: \$2500- \$4000

- Includes:
 - Staffing & capacity assessment
 - HR and benefits review
 - Flexibility and workload analysis
 - Teamwork and communication structure
 - Appreciation and recognition strategy
 - Staff training or leadership workshop (virtual or onsite)
 - Written recommendations + implementation tools
- Desired Client Outcome: A healthier, more engaged team aligned with mission.

PROCESS POWER™ – OPERATIONS & EFFICIENCY RESET

Best for: Chaos, silos, or rapid growth

Timeline: 6–8 weeks

Investment: \$2500 - \$4000

- Includes:
 - Process mapping (key workflows)
 - Bottleneck and efficiency analysis
 - Policy and procedure recommendations
 - Project management structure
 - Tools for consistency and accountability
 - Staff training on new processes
- Desired Client Outcome: Clear systems that save time, reduce stress, and increase capacity.

PROFIT WITH PURPOSE™ – REVENUE & BUDGET STRATEGY

Best for: Flat funding, budget stress, grant overload

Timeline: 6–8 weeks

Investment: \$2500– \$4000

- Includes:
 - Revenue mix analysis (grants, gifts, giving)
 - Grant readiness assessment
 - Budget review and sustainability check
 - Fundraising alignment with mission
 - “Are you operating to make a profit?” analysis
 - Revenue improvement recommendations
 - Desired Client Outcome: A realistic path to sustainability—not constant scrambling.
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3. Board & Leadership Packages

BOARD BRIGHT™ – BOARD DEVELOPMENT & GOVERNANCE

Best for: New boards, disengaged boards, transitions

Timeline: 1 – 2 months

Investment: \$3,500 – \$6,000

- Includes:
 - Board roles & responsibilities training
 - Governance vs. management clarity
 - Board-staff relationship alignment
 - Board engagement strategies
 - Facilitation of a board session or retreat
 - Take-home governance tools
 - Desired Client Outcome: A board that understands its role and adds value.
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LEADERSHIP ALIGNMENT INTENSIVE

Best for: Executive teams in transition

Timeline: 1 – 2 months

Investment: \$3,500 – \$6,000

- Includes:
 - Leadership alignment sessions
 - Decision-making framework
 - Budget and data review
 - Operational clarity coaching
 - Priority-setting support
 - Change Management
 - Desired Client Outcome: Confident, aligned leadership moving in the same direction.
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4. Retainer & Ongoing Support

BE THE LIGHT ADVISORY RETAINER

Best for: Ongoing leadership and operational support

STARTER - \$1,200/MONTH

- Up to 6 consulting hours
- Monthly leadership check-in
- Email support

- Priority access

CORE - \$2,500/MONTH

- Up to 10 consulting hours
- Strategy + operations support
- Budget and data review
- Staff or board support as needed

PREMIER - \$4,000/MONTH

- Up to 16 consulting hours
- Fractional operations/strategy support
- Project management
- Staff training or facilitation

Desired Client Outcome: Consistent support without the cost of a full-time hire.

5. Workshops & Speaking

- Half-day workshop: \$1,200 / Full-day retreat: \$2,500
- Also available: Custom pricing for conferences or cohorts