

NAME * ROLE Anna Bruni Sabhaney, Boundary Spanner

Episode Notes

KEY IDEAS

1. Civil engineering is creating systems and structures for people. Water, energy, infrastructure, economy - all overlapping with nonprofits' work.
2. Funders should not be asking nonprofits to pay for more of my consulting time just to satisfy their bureaucratic funding requests.
3. Engineering projects are fraught with challenges and the sector has refined funding agreements to plan for changes & align stakeholders.

ADDITIONAL RESOURCES

- [The Confluencers](#) - Anna's consulting work supporting nonprofits in their funding relationships
- [Donor Secrets #1](#) - (YouTube) Parody of funder/grantee relationships
- [Confluencers Newsletter](#) (LinkedIn)
- Roadmap to Self Reliance course



QUOTE

"I was new to the nonprofit sector and didn't want to just bulldoze my way into it."

RAPID FIRE QUESTIONS

Admin/
Project
Costs

**OVERUSED
JARGON**

Flexible,
trust-based
Funding

**INSPIRING
TREND**

Complex
System
Communicators

**NEXT-
NEEDED
ROLE**