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| **WORKSHEET – BUSINESS MODEL – SESSION 4** |
| A business model statement explains how an organization’s program strategy fits with its financial strategy in a way that creates a financially sustainable organization.  **Instructions:**  *1. Discuss: What is our organization’s current business model?*  *2. Discuss: Is it sustainable? If not, why not? When and how must it change?*  *3. Draft a new business model statement that links your financial strategy with your program strategy in a sustainable way.*  *4. Record the best proposed business model statement.* |
| **What is our organization’s current business model?** |
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| **Is it sustainable? If not, why not? When and how must it change?** |
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| **Draft a new business model statement that links your financial strategy with your program strategy in a sustainable way.** |
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| **Record your best proposed business model statement.** |
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