

## CASE STUDY

# A NON-PROFIT BOARD MEMBER PIPE DREAM COMES TRUE, TIMES TWO

## THE CLIENT

A non-profit focused on developing micro-utilities across Northern Ghana to provide access to safe and affordable drinking water to 130,000 rural community members, daily.

## THE ROLE

A member of the Board of Directors to advise a growing multi-national non-profit. As the impact of this non-profit grows, it wished to increase board representation with a background in both non-profit finance and Ghanaian development.

## THE CHALLENGE

The client came to us with, what they felt, was an absolute 'wish list' of desired attributes. They worried that the combination of non-profit experience, finance, Ghanaian development, and passion for the mission might be too ambitious—a pipe dream. We felt these high expectations were accomplishable.

## HOW RHODES WOLFE PARTNERED

After a thorough intake where we helped guide expectations and uncover needs, we cold contacted passive candidates. There were only a few hundred, globally, that met the critical criteria for this role. We did not expect advertising to have an impact on this highly targeted search and heavily leveraged our outreach team.

## RHODES WOLFE RESULTS

The non-profit was thrilled with three highly qualified and enthusiastic finalists that truly encapsulated all the 'wish list' items shared at the outset of the search. Rhodes Wolfe helped keep candidates engaged throughout the lengthy Board approval process and ended up placing two voting members of the Board of Directors as a result of this search.

## WE'D LIKE TO PARTNER WITH YOU

We help our clients get talent with our focus on alignment through custom-built searches, pay-you-if-the-search-fails guarantee, and 15-month placement backing. If you need a true partner to work on your searches, [contact us](#).

## From the Search Consultant

The search went extremely well. The Board was so impressed with the candidates that they brought in not one, but two, new members of the Board that I'm confident will be excellent additions.



### Region

North America/Africa



### Industry

Non-Profit/Utility



### Role

Board of Directors



### We Pay You!

If we don't fill the role



### Placement Guarantee

15 months