



Risk Alternatives

What to Expect from Our RIPE Engagement

At Risk Alternatives, we strive for transparency. We want you to know exactly what will happen when you bring in us in for an engagement. So here is a step-by-step description of what to expect when you consider purchasing our signature Risk Identification, Prioritization, and Execution (RIPE) engagement.

Getting To Know You (While Adding Value)

While you don't have to take these steps, we do suggest them.

1. **Strategy Session Survey.** We like to begin by having you take a brief, free strategy session survey. This helps focus both you and us on the issues that most concern your organization. Even if you don't hire Risk Alternatives, you will get practical results from this survey. You will learn things you are currently doing that already constitute risk management. You will see items that you could research to supplement your risk management efforts. You will also identify distinctive functions within your organization and clarify which functions are your crown jewels and which keep you up at night.
2. **Strategy Session.** Our free strategy session is focused on the issues you have identified in the strategy session survey. In this 15-minute phone call, you can pepper our founder, Ted Bilich, with questions. You can ask him about risk management issues raised in the survey. You can ask them about process improvement. You can ask him for resources relating to your concerns.
3. **Decision to Purchase.** If you are a good fit for us, we will let you know. If we don't think we can give you value that you feel fully justifies our prices, we won't proceed. The last thing we want to do is disappoint a customer.

Risk Identification Workshop

If you move forward with the RIPE engagement, we begin here.

4. **Building the Group.** Risk Alternatives works with you to identify the group of people within your team who will go through training. You want at least two, even for very small organizations, since you want to create a dialogue about risk. Usually you will include all of your C-level personnel in the training, plus one or two “line” personnel – people who are not management, but are on the front lines. Occasionally a nonprofit may include others, like board members or important stakeholders.
5. **Orientation.** Before the first training session, participants receive links to basic materials about risk management and process improvement. This includes podcasts and written materials. The materials will take no more than 30 minutes to review.
6. **Training Session 1.** In the first training session, your participants learn about why risk management is important and how simple tools, including a risk inventory, risk register, and risk cycle, can dramatically improve team effectiveness.
7. **Participant Risk Inventory.** After the first session, you receive a link to an online risk inventory survey. The survey takes no more than 40 minutes to complete. Your participants use the survey to identify threats and opportunities in each functional area of the organization.
8. **[Optional] Organization-Wide Risk Inventory.** If you want, we can also survey all of your staff, all of your board, or both to gather additional information about risks. (The price of these additional surveys depends on the number of people surveyed.)

Risk Prioritization Workshop

9. **Training Session 2.** In the second training session, you receive a consolidated list of items identified during the risk inventory survey. Risk Alternatives leads a facilitated discussion to identify the most important threats and opportunities. This discussion allows you to identify and discuss crucial issues facing the organization in a safe, constructive manner. The session can dramatically enhance participant engagement in the organization as a whole, helping participants think more like owners and begin considering risk identification and process improvement as important aspects of their daily activities.
10. **Force Ranking.** After the second training session, your participants engage in an additional “force-ranking” exercise to further hone priorities among threats and opportunities. Risk

Alternatives compiles the results into a first draft of your risk register – a simple Excel document that serves as a prioritized punch list of high-value threats and opportunities.

11. **Training Session 3.** In the third session, we work collaboratively in a facilitated environment to add to and modify the risk register to make it more accurate and complete. We also discuss countermeasures you can implement in response to high-value items.
12. **Risk Register/Risk Cycle.** After training is completed, Risk Alternatives provides you with your risk register. We also work with you to set up a timetable for embedding a risk cycle within your organization, so that you feed your register and use it as a regular part of business decision making.

Risk Management Execution Support

13. **Bi-Monthly Coaching Support.** After the organization receives its risk register, Risk Alternatives provides support phone conferences every other month for a year to help your team make risk management and process improvement an integral part of the daily operations. We provide these accountability check-ins to make sure that your team is actually using the risk register. We help you identify and overcome hurdles. We can also provide advice for resources that you can use to tackle the challenges you face.

* * During these monthly support check-ins, we use the following rule of thumb. So long as we don't have to get off the phone to answer your question, our advice is within the cost of the package. If you ask us something that we would need to research or follow up on, we will tell you that and propose a price for us to perform that work. We will also provide alternative ideas for getting the work done, including other vendors and self-help. * *

Extras

14. **Additional Work.** As you begin implementing risk management and process improvement, you will find some low hanging fruit. These will include seemingly obvious steps that you can take to improve your operations: steps that some of your team have probably been advocating for a long time, but which have fallen on deaf ears. You will also find surprises, including practices that need to change because they threaten the very existence of the organization. Some of these opportunities and threats will require little or no expenditure. For example, it might cost very little to clarify that certain behavior is off-limits. Other threats and opportunities may require some commitment of additional time or money. For

those, we commit to telling you where we think we can help, at what price, and who else you can use to get the job done.

15. **Other Avenues.** We can do other things, too. We can train board members on how to manage their special role in risk management. We can train line personnel on how to incorporate risk management into their daily activities. We can facilitate crucial stakeholder discussions. We can lead team members in focused workshops to improve processes and procedures. We can lead “progress” workshops where you reassess your risks to determine how you are doing. We can help in lots of other ways. Just ask us.

So there you have it: our RIPE Engagement. With RIPE, we strive to provide our brand promise: Clarity, Peace of Mind, and Value.

For more information, call 703.652.5659.