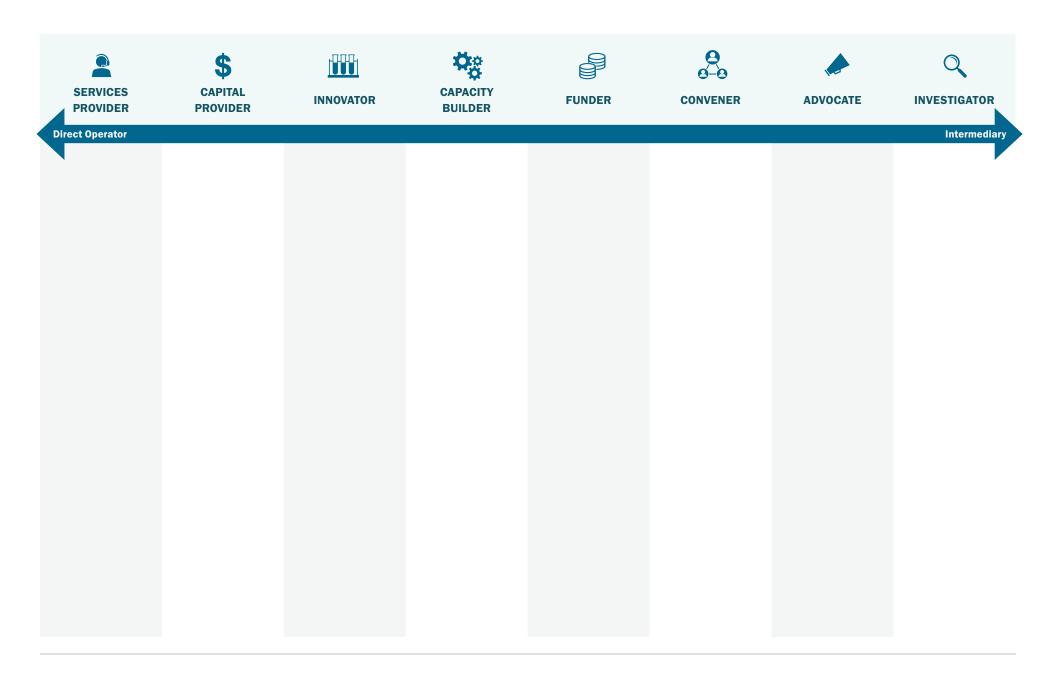
Mapping Local Organizations to Roles Worksheet



Assessing Your Capabilities Worksheet

| | Your Organization | SERVICES PROVIDER | CAPITAL PROVIDER | INNOVATOR | CAPACITY BUILDER | FUNDER | ONVENER | ADVOCATE | INVESTIGAT |
|--|----------------------|----------------------|---------------------|-----------|---------------------|----------|----------|----------|------------|
| Small Busines Service Delive | | Direct Operator | | | | | | | Intermedi |
| Small Busines Capital Admir & Servicing | | 1 | 1 | | | | | | |
| Program & Product Desig | n | 1 | ✓ | ✓ | ✓ | | | | |
| Quality Contro Compliance | 1 & | 1 | √ | √ | √ | √ | | | |
| Impact Measu & Evaluation | rement | 1 | | ✓ | | | | | √ |
| Community S Business Enga | | 1 | √ | | | | √ | √ | |
| Fundraising | | ✓ | ✓ | | | ✓ | | | |
| Reputation & Credibility in S Business Wor | imall I | / | ✓ | | √ | | ✓ | ✓ | |
| Awareness Bu | ilding | | | | | | | ✓ | |
| Partner Mana | gement | | | ✓ | ✓ | ✓ | ✓ | | √ |
| Research & A | nalysis | 1 | | | | | | ✓ | √ |
| Strategy-settii | ng | 1 | | | | | √ | 1 | |

Comparing Your Capabilities to Your Peers Worksheet

| | | , , | | : | | |
|-----------|--|-------------------|---------------------|---------------------|---------------------|---------------------|
| | | YOUR ORGANIZATION | PEER ORGANIZATION 1 | PEER ORGANIZATION 2 | PEER ORGANIZATION 3 | PEER ORGANIZATION 4 |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | Small Business Service Delivery | | | | | |
| Execution | Corrido Domesiy | | | | | |
| Cul | Small Business Capital | 1 | | | | |
| Exe | Administration & Servicing | | | | | |
| Ξ- | | | | | | |
| | Program & Product Design | | | | | |
| _ | | | | | | |
| | Quality Control & Compliance | i i | | | | |
| | Ç, | | | | | |
| | Impact Measurement & Evaluation | i i | | | | |
| | impact measurement & Evaluation | | | | | |
| | | | | | | |
| | Community Small Business Engagement | i i | | | | |
| - | | | | | | |
| | Fundraising | i | | | | |
| | | | | | | |
| | Reputation & Credibility in Small Business Work | i | | | | |
| | Small Business Work | | | | | |
| | Awareness Building | | | | | |
| | Awareness building | | | | | |
| | Partner Management | | | | | |
| n Ø | . a.a.o. managoment | | | | | |
| Planning | Research & Analysis | | | | | |
| Pa | | | | | | |
| | Strategy-setting | | | | | |
| | | [] | | | | |
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Implementation Planning Worksheet

| | | LONGER-TERM SUSTAINABILITY | | | |
|---------------------|--------------------|-------------------------------|------------|-------------|----------------|
| | First 30 - 90 Days | First Six Months | First Year | Second Year | CONSIDERATIONS |
| IMPLEMENTATION PLAN | | | | | |
| KEY MILESTONES | | | | | |