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| **WORKSHEET – ALTERNATIVE MODELS – EXTRA CREDIT PREWORK FOR 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. Summarize why your current business model needs to change to make it more sustainable.*  *2. Map out 2 or 3 alternative business models that could provide greater sustainability.*  *3. Share with planning team members in advance of Session 4.* | |
| **Why current business model needs to change to be more sustainable** |  |
| **1. Alternative business model** |  |
| **2. Alternative business model** |  |
| **3. Alternative business model** |  |