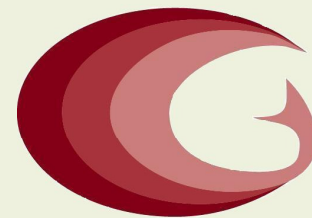


# Financial Scenario Planning for an Uncertain Future

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# Workshop Questions

- **Where are you in your organization's life cycle?**
- **What are your current and future core programs?**
- **What are your financial scenarios for the future?**

# Exercise - Know Yourself

1. Where are you in the organization's lifecycle?
2. What are your core programs?

# Scenario Planning

*Envision several possible financial futures and have a strategic conversation about your best responses to each.*

# Scenario Planning Process

1. Develop 2-3 possible “real” financial futures
2. Flesh out the implications of these futures on your organization
3. Pick a future that is worse than you imagine

# A Way to Develop Scenarios

1. Identify major revenue sources that can vary and are unknown - select 3 scenarios including a worst case scenario/contingency
2. Flesh out the implications of each on programs and infrastructure and the organization
3. Develop three “real” futures based on these factors and flesh out implications for your “world”

# Exercise - Things to remember

1. Identify the revenue sources and their hi-lo ranges
2. Identify any restrictions in the use of the funds
3. Identify any indirect impact
4. Identify the impact on programs

# Exercise - Develop Strategies

For each scenario develop one or more strategies to address the revenue shortfall. The strategies should answer the question:  
What will we do if these conditions exist?