



The Frederick P.  
**LENZ**  
**FOUNDATION**  
for American Buddhism



**PRESENCING**  
**INSTITUTE**

## **Contemplation, Collaboration, and Change**

A collaboration training program for Lenz Foundation grantees and their partners in social change

### **Frequently Asked Questions**

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#### **1. What is the purpose of this program?**

**Contemplation, Collaboration, and Change** is a nine-month training program produced by the Presencing Institute exclusively for Lenz Foundation grantees and their partners in social change.

The purpose of the program is to help you gain experience and expertise in launching and sustaining fruitful, socially impactful collaborations with each other and with partner institutions in the same or other sectors.

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#### **2. Who is this program for?**

This program is open **by invitation only** to current, former, and prospective Lenz Foundation grantees and to grantees' invited partners with **advance approval** by the Foundation.

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#### **3. Why is the Lenz Foundation sponsoring this program?**

We believe that helping to build the capacity of our grantees to work together with each other and with organizations outside of our small community will have a longer lasting effect than funding individual programs alone. We hope that these collaborations will help to bring American Buddhist principles and practices into the mainstream.

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#### **4. What does the program involve?**

The program consists of two weekend workshops, four 90-minute webinars, group coaching, and some organizational consulting.

The workshops will take place **September 27-30, 2013**, at Garrison Institute in Garrison, New York, and **June 6-9, 2014**, at Shambhala Mountain Center in Red Feather Lakes, Colorado.

The four 90-minute webinars will take place at **11am PT/2pm ET** on the following dates:

- November 6, 2013
- January 8, 2014
- February 26, 2014
- April 30, 2014

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#### **5. How much does the program cost?**

Program registration costs \$350 for Lenz Foundation grantees and \$1000 for invited partners. The registration fee entitles an organization to send up to two participants to each of the two weekend workshops, and the entire organization can participate in the four webinars.

In addition to program registration fees, participating organizations pay a housing fee for each participant who attends the weekend workshops. The housing fee includes all meals. For more information on the housing fees, [visit the event home page](#). In addition, participants are responsible for their own travel to and from the workshops.

For a Lenz Foundation grantee organization sending two participants to both workshops, the estimated cost (with double occupancy) is approximately \$1600, plus travel costs. For an invited partner organization, the estimated cost is \$2260.

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#### **6. How does my organization register for the program?**

The first step is to [visit the event home page](#) and check out the program details. Click the "Register Now" button at the top of the page and follow the instructions. Payment is via PayPal or by check.

On the registration page, you can register your organization for the program, register up to two participants for the weekend workshops, and select housing options for participants. One registration per organization, please.

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#### **7. What if we want to send more than two participants to the weekend workshops?**

Your organization may send more than two participants to the weekend workshops, on a space-available basis. If you wish to send more than two participants, register your first two participants using the registration page and then [send an email to program consultant Richard Landry to place additional participants' names on the program waitlist](#). You will be notified by July 15 if your request is approved. Additional participants must pay a \$250 registration fee, plus housing and travel costs. This special pricing applies to both grantees and invited partners.

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#### **8. How does our organization qualify for financial aid?**

The Foundation has made every effort to price this program within the means of all its grantees. If you feel that your organization requires financial aid to participate in the program, and still have a demonstrable need after having made reasonable efforts to raise funds from your supporters, [contact program consultant Richard Landry to explain your situation and request financial aid](#).

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**9. The registration page has a “promo code” field. What is that for?**

The “promo code” is a field that we are using to provide access to the registration system to invited partners. Once your proposed invited partner has been approved by the Foundation, they will be given a promo code that will allow them to register for the program. This field is not being used to provide discounts or for any other purpose.

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**10. I understand that the Lenz Foundation has set aside a grant pool to be distributed at the end of the program. How do we qualify for a grant?**

The Foundation has set aside a \$100,000 grant pool to fund promising proposals that are developed by the organizations participating in this program. Invited partner organizations will be eligible for grant awards on the same basis as grantee organizations. Our goal is to jump-start as many promising proposals as possible.

In the spirit of collaboration, grant awards will be determined by the Foundation at the conclusion of the training program in partnership with the participants in the program. You will have a voice in selecting the most promising collaboration proposals developed by your fellow participants.

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**11. Why did the Foundation choose the Presencing Institute to present this program?**

The Presencing Institute has been a catalyst for many innovative and successful collaborations and has developed a robust methodology for teaching this to others. Founded by Otto Scharmer, the Presencing Institute has deep roots in Buddhism and has also been influenced by other spiritual traditions that seek to integrate the inner dimensions of practice with social change. [Learn more about the Presencing Institute.](#)

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**12. What do you mean by the term, “collaboration”? What is the program designed to teach?**

Collaboration means the ability to work together authentically and effectively across organizational boundaries toward common goals. The learning objectives of the program are:

- To understand what is needed for collaborations and partnerships to be successful and to assess one’s own capacity to collaborate
- To learn skills and methods for how to collaborate effectively (such as clarifying desired outcomes, identifying roles, establishing decision making processes, evaluating partners and readiness, conducting mid-point renegotiations, analyzing stakeholders and evaluating results)
- To establish formal and informal collaborations and partnerships with each other (and with other groups and institutions) that have the potential to leverage strengths and resources to achieve more effective and scalable projects and programs

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**13. Why should a partner consider participating in this program? What can they expect to get out of it?**

Partner organizations will receive all the benefits of the training program and will qualify for participation in the grant pool established by the Foundation for promising collaboration proposals developed during the program. They will also be joining a robust network of social-change agents and will have an opportunity to expand their own organizational impact as a result.

Your invited partner could end up working with your organization in a collaboration that emerges from this process or with another group from among the participants. Multiple organizations working together in group collaboration will be encouraged.

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**14. How do we invite a collaboration partner to sign up?**

You can invite an organization outside of the current Lenz Foundation grantee community with advance approval from the Foundation. To get approval to invite a partner to participate in this program, [send your invitation request to program consultant Richard Landry](#). Briefly describe the partner; your organization's relationship and prior collaboration experience, if any; and your reason for wishing to invite the organization.

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**15. Can we invite a non-Buddhist program as a collaboration partner?**

You can invite any non-profit or for-profit organization, as long as you believe that your collaboration will help bring American Buddhist principles and practices into the mainstream. However, if you want to collaborate with a for-profit organization, your non-profit organization will need to be the grant administrator.

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**16. What if we are already involved in a collaboration? Can we invite a current collaboration partner to participate in the program?**

Yes, however we would assume that you will be expanding or evolving your current project in some way.

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**17. Are Foundation grantees required to participate in a collaboration?**

No. However we assume that participating in this program and learning these skills will benefit you and your organization, even if you do not choose to collaborate with another organization.

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**18. Our organization has functioned pretty independently to date. Why should we consider participating in this program?**

We want to encourage our grantees to think broadly—beyond what they do day-to-day. We believe that it is possible to really leverage our strengths as individual organizations by collaborating with partners who can provide a missing piece and help us achieve more impact.

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**19. We are a small organization and stretched pretty thinly. Why should we consider participating in this program compared to other things we could be doing?**

Of course, each organization needs to determine whether this is a good use of resources. However, we think that the training will be well worth your time and that you might discover new connections and helpful relationships that you are not able to see simply because you are stretched so thin.

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**20. We are concerned that focusing on collaboration is going to take time, resources, and focus away from fulfilling our main mission. How do we justify this investment to our board?**

Yes, it will take some time, but the focus on collaboration could actually free up resources as people learn how to work together more effectively. We hope that you won't think of this as "school" but will apply what you are learning immediately to the most pressing issues your organization is facing.