

# Good Counsel: Meeting the Legal Needs of Nonprofits

By Lesley Rosenthal

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**Good Counsel: Meeting the Legal Needs of Nonprofits** By Lesley Rosenthal

## **A concise overview of the legal needs of nonprofit organizations**


*Good Counsel* is a compact and personable overview of the legal needs of nonprofits, crafted by one of America's most astute nonprofit general counsels. The book distills the legal needs of the 1.8 million tax-exempt organizations in the United States. Written in a clear and accessible style, with plenty of humor and storytelling as well as illustrative case studies, *Good Counsel* explains the basics of nonprofit corporate law, governance, and the tax exemption. It then takes a department-by-department look at legal topics relevant to program, fundraising, finance, communications, human resources, operations, contracts, government relations, and more. *Good Counsel* is designed help organizations fulfill their missions to do the public good.

Designed to impart confidence and demystify the issues, *Good Counsel* is a must-read for nonprofit professionals and board members as well as lawyers and law students. Using *Good Counsel* as their playbook, lawyers, executives, and trustees can get an overview of the most common legal, governance, and compliance issues facing their organization and together ramp up a top-notch legal function.

- Contains practice pointers, checklists, and assessment tools
- Features sample contracts, licenses, and other form documents
- Filled with case studies and end-of-chapter focus questions, as well as available lesson plans for easy classroom use by educators in business, management, public policy, and law schools

*Good Counsel* is the first-of-its-kind guidebook written by the sitting General Counsel of a major nonprofit. Written by influential author, speaker, and Bar leader Lesley Rosenthal, the General Counsel of Lincoln Center for the Performing Arts, *Good Counsel* shares the insights of a Harvard Law School graduate with years of in-house and business law experience as well as board service.

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## Good Counsel: Meeting the Legal Needs of Nonprofits By Lesley Rosenthal Bibliography

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### Editorial Review

#### Review

"Good (and understandable) Counsel. Useful tool...practical, readable! Many will want a personal copy for staff, trustees and (if they have one) for their own attorneys." - *Foundation Center's Philanthropy Front and Center*.

"Great resource... Her writing style is less lawyerly, and well, human. The book is filled with stories, practical resources, and tools." *Beth's Blog: How Nonprofits Can Use Social Media*

"Remarkable, up-to-date and virtually all-inclusive practice treatment...An impressive array of guidelines and how-to suggestions and materials intended to train incoming counsel and those on both sides of the attorney-client relationship." *New York Bar Journal*

"A true must-read for nonprofit lawyers, executives, board members and even law students....If you interact with nonprofits, this is the book." *New York Law Journal*

"Good Counsel is brilliant counsel. This work will become a standard of the nonprofit world." - Peter S. Britell, University of Miami School of Law

"Great resource... Her writing style is less lawyerly, and well, human. The book is filled with stories, practical resources, and tools." *Beth's Blog: How Nonprofits Can Use Social Media*

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"A true must-read for nonprofit lawyers, executives, board members and even law students....If you interact with nonprofits, this is the book." *New York Law Journal*

"Rosenthal gives us the scoop on how lawyers can parlay their firm experience into a job in the nonprofit sector." (*amlawydaily*, April 2012)

"There is no doubt that once you have this book in your hands, you'll be grateful, whether you're a development director, the ED, or a 'member of the board'. Add Good Counsel to your nonprofit management bookshelf and make sure that your entire management team knows about it." (*About.com*, February 2012)

#### From the Inside Flap

#### **good** counsel

*Meeting the Legal Needs of Nonprofits*

If you care about nonprofits and their legal needs, this is your playbook. Never before has the General

Counsel of a major organization taken readers on a grand tour that summarizes the legal responsibilities and opportunities of nonprofits. With illustrative examples from human services, higher education, cultural, and other organizations, *Good Counsel* helps executives, board members, and lawyers avoid mistakes and serve with excellence.

Highly relevant for lawyers and non-lawyers alike, *Good Counsel* distills to their essentials the legal needs of one million public charities in the United States: nonprofit corporate law and governance, the tax exemption, and business law topics relevant to program, fundraising, finance, human resources, communications, operations, and more.

With focus questions, practice pointers, actionable checklists, work plans, and sample documents, the book and its companion website invite readers to:

- Energize the boardroom with role clarity and trustee engagement
- Boost fundraising activities
- Negotiate contracts that serve the organization's best interests
- Support a committed workforce with sound employment policies
- Strengthen the organization's name and protect its good works
- Understand the business model and applicable regulations
- Find the sweet spot for entrepreneurial initiatives
- Lobby effectively ... without crossing the line
- Start up or step up a network of legal supporters

*Good Counsel* also reveals how nonprofits and lawyers work together, how they find one another, and how the smart ones leverage their relationships to the greatest benefit of all.

From the Back Cover

***Good Counsel* reveals:**

- What makes a nonprofit a nonprofit (hint: it has nothing to do with whether the organization makes a profit)
- How good governance ties to mission and fundraising
- How to protect the organization's name and monetize its original works
- Potent phrases that can turn gift pledges into enforceable contracts
- One thing NOT to say in a hire letter or employee handbook
- How to find a coveted law job at a nonprofit

**good** counsel: *Meeting the Legal Needs of Nonprofits*

"Triple kudos to *Good Counsel*, a treasure-trove for nonprofit executives, attorneys, and board members. It's everything they would want to know, embellished with real-life stories, checklists, forms, and available resources."

—**Hon. Judith S. Kaye**, Chief Judge Emerita, State of New York

"Lesley Rosenthal has composed a score for nonprofit leaders and their legal advisors. Lively, comprehensive, and easy to understand, *Good Counsel* speaks to the concerns of board members, administrators, legal practitioners, artists, and students."

—**Wynton Marsalis**

"*Good Counsel* is a unique and inspiring contribution to nonprofit management. I am buying this book for

my entire senior leadership team."

—**Erin S. Gore**, Chief Financial Officer, University of California, Berkeley

"Lesley Rosenthal addresses a wide array of legal issues in a fun, easy-to-read manner, using practical checklists and work plans. *Good Counsel* is invaluable not only for nonprofit and pro bono legal counsel, but also for board members and executives in the nonprofit sector."

—**Ira M. Millstein**, Senior Associate Dean for Corporate Governance, Yale School of Management

"In the fast-moving and freewheeling excitement of connecting artists and audiences, Lesley Rosenthal's savvy and sound counsel is a go-to guide for the industry. Her direct style, keen insight, and entrepreneurial sense make *Good Counsel* indispensable."

—**Nan Keeton**, Director of External Affairs, San Francisco Symphony

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Information is provisions for people to get better life, information currently can get by anyone at everywhere. The information can be a knowledge or any news even a huge concern. What people must be consider while those information which is inside the former life are challenging be find than now is taking seriously which one is suitable to believe or which one the particular resource are convinced. If you have the unstable resource then you buy it as your main information there will be huge disadvantage for you. All of those possibilities will not happen within you if you take Good Counsel: Meeting the Legal Needs of Nonprofits as the daily resource information.

#### **Alvin Pryor:**

The guide with title Good Counsel: Meeting the Legal Needs of Nonprofits has a lot of information that you can learn it. You can get a lot of gain after read this book. That book exist new expertise the information that exist in this publication represented the condition of the world today. That is important to yo7u to know how the improvement of the world. This specific book will bring you in new era of the syndication. You can read the e-book with your smart phone, so you can read the idea anywhere you want.

#### **Amanda Despain:**

The actual book Good Counsel: Meeting the Legal Needs of Nonprofits has a lot of information on it. So when you read this book you can get a lot of benefit. The book was published by the very famous author. Mcdougal makes some research prior to write this book. That book very easy to read you can find the point easily after perusing this book.

#### **Lily McDermott:**

Reading can called mind hangout, why? Because if you find yourself reading a book mainly book entitled Good Counsel: Meeting the Legal Needs of Nonprofits the mind will drift away trough every dimension,

wandering in each aspect that maybe unidentified for but surely will end up your mind friends. Imaging just about every word written in a book then become one contact form conclusion and explanation that maybe you never get ahead of. The Good Counsel: Meeting the Legal Needs of Nonprofits giving you yet another experience more than blown away your head but also giving you useful details for your better life in this particular era. So now let us show you the relaxing pattern the following is your body and mind will probably be pleased when you are finished looking at it, like winning a game. Do you want to try this extraordinary investing spare time activity?

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