

KEEP YOUR CONSERVATION DEALS ON TRACK!

TIP #1: Stay close before closing.

Keeping in touch with landowners is the best way to keep your deal on track. When an outbuilding burns down or a family member suddenly has a concern, you want to be the first to know.

TIP #2: Follow your own rules.

Making exceptions can hurt your credibility and your organization's ability to do future deals. Be creative, but always adhere to the highest ethical standards *and* to your organization's policies and procedures.

TIP #3: Keep funders in the loop.

Most conservation deals get off track at some point. Maintain trust by informing your funders about the challenges and what you are doing to solve them.

TIP #4: Know when to walk.

Sometimes you just can't make the deal without excessive compromise. Your funders, members, and other landowners will appreciate your organization taking the longer view and maintaining its high ethical standards.

TIP #5: Maintain relationships.

Old deals never die; they just get new landowners. Long-time conservationists will tell you about efforts to secure conservation lands that outlasted staff and board changes and successive generations of landowners. Keep your eyes on the property and be ready to protect it when the timing is right.

Need a hand drafting, reviewing, and negotiating conservation easements or resolving violations?

WE CAN HELP!



Nonprofit resource courtesy of

MAYES | WILSON & ASSOCIATES, LLC

www.MayesWilsonAssociates.com

© 2014 MAYES | WILSON & ASSOCIATES, LLC