

**The Armistead Group** is a firm that is exclusively dedicated to the two-year college movement. We are a comprehensive “institutional advancement” firm experienced in all aspects of community college education.

### **We believe that community & technical colleges...**

**are fluid and ever-changing,**

*thus Armistead provides relevant programs and services and high caliber and talented professionals.*

**are unique,**

*thus institutional advancement and resource development strategies need to be prescribed to the local environment.*

**can learn from one another,**

*thus consultants must have national exposure to best practices.*

**are community-based,**

*thus consulting services must be inclusive and centered around external deliverables and outcomes.*

**strive to become change agents,**

*thus services reflect new and innovation solutions to maximize every opportunity.*

**are human service organizations,**

*thus a value and commitment to professional development and growth is essential.*

**are efficient and accountable institutions,**

*thus consulting engagements are outcomes-oriented and realize a significant return on investment.*

**strive to do more,**

*thus consulting processes are fully integrated, sustainable and systematic.*

**enjoy excellent reputations,**

*thus a consulting firm needs to be sensitive and appreciative of community support and intervention.*

## **A Catalyst for Change**

Armistead’s approach allows institutions of learning to remain responsive to community constituencies, fulfill their missions and visions, adjust and refine new management infrastructures, and implement new strategies. Some of the more concrete and tangible outcomes of our engagement with clients includes the following:

**Acquisition of significant financial resources in the millions of dollars**

**Increased awareness and exposure for the institution**

**Broadened donor bases**

**Enhanced political leverage**

**Increased community intervention and market penetration**

**Increased advocacy and partnerships**

*advancing the mission and vision of the two-year college*