



THE
Love & Light
INSTITUTE



SOCIAL MEDIA

f 1,879 likes
@ 499 followers

✉ 27.7%
email open rate
(8% pts above industry rate)

FINANCIALS

2017 was all about learning and creating the organizational processes that fit our needs and culture. We know ourselves better, we slowed down and became more intentional.

We had more contact hours with people attending classes in person, more consistency in our offerings, and a year spent nurturing our culture and formalizing how we move with our work into the future.

3,124.50 **Total Income**

5,636.84 **Total Expenses**

-3,003.40 **Net Income**

GIVE-BACK PROGRAM

HEALING NIGHT

293
people reached

12
classes
Cultivating Connections

TRANSFORMING TRAUMA YOGA

322
participants

46
classes

COMPASSIONATE AND EFFECTIVE COMMUNICATION

48 participants across
6 classes

participant stats include repeat participants

MIND

BODY

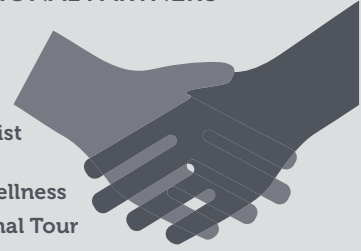
EMOTION

SOUL

PARTNERS

ORGANIZATIONAL PARTNERS

Radical Optimist Consulting
Sustainable Wellness
Outdoor Journal Tour
Sidewalk Talk Atlanta
Compassionate Atlanta



PRACTITIONER PARTNERS

Bishop Williams
Brent Feinberg
Carol Cassara
Colbie Smith
Darshana Patel
Dawn Myers
Kim Normand Dorbin
Kayleen Thomas
Laura Boone
Linda Tzoref
Sara Reheis
Shep Love
Sigrira Perret-Gentil
Ronita Pace
Theresa Lancaster
Ursula Lentine

exceeded our goal of 5 new practitioners in 2017!

2018 GOALS

PARTNERSHIPS

Our partnerships are intentional and choose to move at a productive pace that our capacity can absorb and manage with quality attention.

In 2018, we intend to add:

- 5 new individual practitioners
- 3 new organizational partners

FUNDRAISING

In 2018, we intend to raise \$25,000 to support our Give Back Program and expand our trauma-informed experiences and opportunities.



THE
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INSTITUTE

GROWTHECOMPASSION

2018

SOCIAL MEDIA

f 1,956 likes
@ 557 followers

27.7%
email open rate
(8% pts above industry rate)

FINANCIALS

As an organization we offered more regular compassionate listening at events and offered training to our community in Compassionate Integrity. 2018 was all about learning our rhythms and knowing ourselves better as an organization.

To line up our capacity, we scaled back the number of classes offered so we could maintain the highest quality in the experiences.

29,180.30 **Total Income**
2,062.95 **Total Expenses**
27,117.35 **Net Income**

GIVE-BACK PROGRAM

HEALING NIGHT & CLASSES

215
people reached

Classes
10

Cultivating Connections

TRANSFORMING TRAUMA YOGA

200
participants

40
classes

COMPASSIONATE AND EFFECTIVE COMMUNICATION

30 participants across
6 classes

participant stats include repeat participants

COMPASSIONATE INTEGRITY AND SECULAR ETHICS – 3 DAY INTENSIVE WITH LIFE UNIVERSITY

27 participants from the Love & Light community

FISCAL SPONSORSHIPS

\$20k

raised to support SoundEmbrace's work with Kate's Club.

200 supporters helped us meet this goal!

PARTNERSHIPS

ORGANIZATIONAL PARTNERS

Radical Optimist Consulting
Sustainable Wellness
Outdoor Journal Tour
Sidewalk Talk Atlanta
Compassionate Atlanta
Life University: Center for Compassion, Integrity and Secular Ethics
Interweave People Place

VOLUNTEERS

Volunteer support for the Love & Light Institute is strong and stable. 2018 saw a rotation of 30 volunteers offering services at Healing Night, teaching classes, and/or supporting behind the scenes. Our volunteers are our most priceless asset!



2019 GOALS

PARTNERSHIPS

In 2019, we intend to:

- Continue to strengthen the volunteer base through community gatherings and more volunteer opportunities
- Continue steady and sustainable relationship building and collaborative efforts with organizations and companies

FUNDRAISING

In 2019, we intend to raise \$10,000 to support our Give Back Program, expand our trauma-informed work, continue Compassionate Integrity trainings, and expand our Getting to the Hear(t) listening experience.

MIND

BODY

EMOTION

SOUL