

Dear JJCF Board of Directors,

If I view the arc of my professional career 20 years from now I am certain that the past 6 months as a volunteer business consultant for the Alterna Center for Social Innovation and Entrepreneurship will be marked as the trampoline that propelled me into fulfilling and fruitful service to social entrepreneurs in Latin and South America.

It has been a busy, busy 6 months, and I wouldn't have wanted it any other way. My primary role has been to develop the methodology used to train social entrepreneurs in Guatemala. This includes creating tools to introduce themes like revenue streams, client segmentation, strategic marketing plans, financial modeling, impact measurement (and a whole lot more). This forwarded our objective to engender understanding of those themes and also to provide tools which can be used iteratively as the entrepreneurs move forward on their own outside of our trainings.

The tools and other facilitation activities I designed were used by 150+ entrepreneurs across nearly a month (combined) of training days during these months in Guatemala. As this was a volunteer fellowship, I simply would not have been able to come be here, to serve these inspiring individuals, to hone these professional capacities, to develop the professional and personal relationships that have emerged, without the financial support of the Foundation.

In the coming months, this trampoline is propelling me towards Colombia where, together with a group of Colombian partners, I will open my own social entrepreneurship training center. I couldn't feel more aligned with this journey, professionally and personally, and am profoundly grateful for the learnings that I will carry from Alterna and Guatemala to Colombia.

In the years to come I look forward to keeping the JJCF updated on this professional inertia, wherever it may lead me.

In gratitude,  
Alan Pierce