

NFP WORKSHOPS

Affordable training courses for charities, schools, not for profits and public sector organisations

Bid Writing: The Basics

START 09.00 FINISH 11.30

COST £95.00

TOPICS COVERED

Do you know the most common reasons for rejection? Are you gathering the right evidence? Are you making the right arguments? Are you using the right terminology? Are your numbers right? Are you learning from rejections? Are you assembling the right documents? Do you know how to create a clear and concise standard funding bid?

Are you communicating with people or just excluding them? Do you know your own organisation well enough? Are you thinking through your projects carefully enough? Do you know enough about your competitors? Are you answering the questions funders will ask themselves about your application? Are you submitting applications correctly?

ATTENDEES

Staff members, volunteers, trustees or board members of charities, schools, not for profits or public sector organisations who intend to submit grant funding applications to charitable grant making trusts and foundations. People who

Bid Writing: Advanced

START 12.00 FINISH 14.30

COST £95.00

TOPICS COVERED

Are you applying to the right trusts? Are you applying to enough trusts? Are you asking for the right amount of money? Are you applying in the right ways? Are your projects the most fundable projects? Are you carrying out trust fundraising in a professional way? Are you delegating enough work?

Are you highly productive or just very busy? Are you looking for trusts in all the right places? How do you compare with your competitors for funding? Is the rest of your fundraising hampering your bids to trusts? Do you understand what trusts are ideally looking for?

ATTENDEES

Staff members, volunteers, trustees or board members of charities, schools, not for profits or public sector organisations who intend to submit grant funding applications to charitable grant making trusts and foundations. People who provide advice to these organisations are also welcome. Around half of all attendees do both Basics and Advanced workshops

LONDON

09 Sep 2019 [Basics](#) [Advanced](#)

04 Nov 2019 [Basics](#) [Advanced](#)

11 Nov 2019 [Basics](#) [Advanced](#)

SOUTHAMPTON

05 Nov 2019 [Basics](#) [Advanced](#)

BRISTOL

06 Nov 2019 [Basics](#) [Advanced](#)

EDINBURGH

07 Nov 2019 [Basics](#) [Advanced](#)

NOTTINGHAM

10 Sep 2019 [Basics](#) [Advanced](#)

12 Nov 2019 [Basics](#) [Advanced](#)

BIRMINGHAM

11 Sep 2019 [Basics](#) [Advanced](#)

13 Nov 2019 [Basics](#) [Advanced](#)

MANCHESTER

12 Sep 2019 [Basics](#) [Advanced](#)

14 Nov 2019 [Basics](#) [Advanced](#)

LEEDS

13 Sep 2019 [Basics](#) [Advanced](#)

15 Nov 2019 [Basics](#) [Advanced](#)

LIVERPOOL

18 Nov 2019 [Basics](#) [Advanced](#)

STOKE-ON-TRENT

19 Nov 2019 [Basics](#) [Advanced](#)

SHEFFIELD

provide advice to these organisations are also welcome.

on the same day but there is no discount for doing so.

20 Nov 2019

[Basics](#)

[Advanced](#)

NEWCASTLE

21 Nov 2019

[Basics](#)

[Advanced](#)

BOOKING DETAILS

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£95 including booking fees. Refreshments provided. Attendees receive full notes and sample bids by e-mail after the workshop. The workshop consists of talk, questions and answers. There are no power points or audio visuals used.

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QUESTIONS

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If you have a question please e-mail questions@nfpmail1902.co.uk You will usually receive a response within 24 hours. Due to our training and travel commitments we are unable to accept questions by phone.

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Corporate Fundraising

COST £95.00

DATES & LOCATIONS

Who are these companies? Why do they get involved? What do they like? What can you get from them? What can you offer them? What are the differences between donations, sponsorship, advertising and cause related marketing? Are companies just like trusts? How do you find these companies? How do you research them? How do you contact them? How do you pitch to them? How do you negotiate with them? When should you say no? How do you draft contracts? How do you manage the relationships? What could go wrong? What are the tax issues? What are the legal considerations?

21 Oct 2019

[London](#)

02 Dec 2019

[London](#)

Fundraising Basics**COST £95.00****DATES & LOCATIONS****21 Oct 2019** [London](#)**02 Dec 2019** [London](#)

Do you know all the fundraising options? Do you know the fundraising problems? Do you know the fundraising limitations? Do you know the balance of your fundraising? Do you know the right balance of fundraising? Do you know how efficient your fundraising is? Do you know how efficient it should be? Do you know how important fundraising efficiency is? Do you know who cares about fundraising efficiency? Are you making the common mistakes? The workshop is ideal for people new to fundraising who wish to understand more about it.

How To Win Tenders**COST £95.00****DATES & LOCATIONS****22 Oct 2019** [London](#)**03 Dec 2019** [London](#)

What contracts are on offer? How much are they worth? How do you find out about them? How do you prepare policies and procedures? What about quality? How important is health & safety? Are you addressing concerns about continuity? Are you dealing with equality & diversity? Are you engaging with environmental issues? Are you specifying social value? Are you using sub-contractors? Do you understand the tender process? Do you know the evaluation criteria? Are you forgetting about the value of feedback?

Digital Fundraising**COST £95.00****DATES & LOCATIONS****22 Oct 2019** [London](#)**03 Dec 2019** [London](#)

What fundraising can you do digitally? What digital fundraising are you doing now? Why are you doing it? Does it fit in with the rest of your organisation? Is your digital fundraising working? How well should it work? Are you missing out? Are you wasting time? Are you wasting opportunities? Are you doing the things that matter or the things that you like to do? Are you making the common mistakes in digital fundraising? Are you focussed on existing supporters? Are you focussed on new supporters? Are you involving enough other people? Are you involving the right people? Are you telling stories? Are you telling the right stories? Are your stories coming from the right sources?

Managing Volunteers**COST £95.00****DATES & LOCATIONS****23 Oct 2019** [London](#)**04 Dec 2019** [London](#)

Where do you find volunteers? How do you find the right volunteers? How do you attract volunteers? How do you run volunteer recruitment events? How do you interview volunteers? How do you train volunteers? How do you motivate volunteers? How do you involve volunteers? How do you recognise volunteers? How do you recognise problems with volunteers? How do you learn from volunteer problems? How do you retain volunteers? How do you manage volunteers? What about volunteers and your own staff? What about younger, older and employee volunteers?

Managing Staff**COST £95.00****DATES & LOCATIONS****23 Oct 2019** [London](#)**04 Dec 2019** [London](#)

Are you fair? Are you firm? Are you reasonable? Are you effective? Are you efficient? Are you managing yourself? What do others think? Do you know? Do you understand? Do you care? Are you delegating enough? Are you delegating the right tasks? Are you listening enough? Do you understand your structure? Does anyone else understand your structure? Are your staff doing the best they can? Do they know how well they are doing? Are you getting better? Are your team getting better? How do you make decisions? Do you give enough praise? Do you generate enough praise?

Major Donor Fundraising**COST £95.00****DATES & LOCATIONS****24 Oct 2019** [London](#)**05 Dec 2019** [London](#)

Do you know what a major donor is? Do you know who major donors are? Do you believe major donors exist? Do you believe major donors exist in your part of the country? Do you believe major donors are interested in what you do? Do you believe that you can contact major donors? Do you know whether major donors are also volunteers? Do you know whether major donors started as small donors? Do you know how to ask major donors? Do you know how to acknowledge major donors? Do you understand major donors? Do you understand who decides on major donor donations?

Leadership**COST £95.00****DATES & LOCATIONS****24 Oct 2019** [London](#)**05 Dec 2019** [London](#)

Where exactly are you going to lead your organisation? Do you have a clear vision of what you want your organisation to become? Is your direction understood by others? Is your direction approved of by others? Is your direction approved of by those who matter most? Are you prioritising? Are you just firefighting? Do you really understand the exact steps from your current situation to where you wish to end up? Are you leading in your sector as well as in your organisation?

JUNE 2019**FEEDBACK FROM ATTENDEES**

I must say I was really impressed with the course and the content. My knowledge and confidence has increased hugely.

I got a lot from your course and a lot of pointers!

I can say after years of fundraising I learnt so much from your bid writing course.

It was a very informative day and for someone who has not written bids before I am definitely more confident to get involved with them.

I found the workshops very helpful. It is a whole new area for me but the information you imparted has given me a lot of confidence with the direction I need to take and for that I am very grateful.

I found the day very informative and it gave me confidence to take on this aspect of work that I had been apprehensive of. I enjoyed the session and found it valuable.

So much relevant, practical information all passed on in a way which I was able to follow. All greatly enhanced by your sense of humour.

It was a useful course and your examples real or otherwise helped to make it practical.

Many thanks. The morning just flew by - always a good sign!

I enjoyed the course and learnt a lot. I will begin putting this into practice.

NFP WORKSHOPS, Blake House, 18 Blake Street, York YO1 8QH