

The 5 Things every small charity needs to know about grant-making Trusts and Foundations

Who should attend this session?

Fundraisers from small charities who are looking to access and secure funding from UK grant-making trusts and foundations

Learning Outcomes

By the end of this session fundraisers will be able to:

- Identify trusts & foundations
- Demonstrate an understanding of best practice requirements
- Structure and submit applications

What will be covered?

- Getting started: the law, best practice and 'the rules'
- Finding and researching potential funders
- Getting your project or service information ready
- Making an application: the do's and don'ts of what to include
- Following up and managing the relationship

Session Outline

Time	Session
09.30	Registration & coffee
10.00	Welcome & introductions
10.30	The current fundraising environment in the UK
10.40	One: Research, research, research
11.30	Break
11.45	Two: Getting your project ready Finding the information that you need The project team Putting the budget together
13.00	Lunch
13.45	The 100-word test
14.15	Three: Writing the application Form-filling v Letter-writing
15.15	Break
15.30	Four: Dealing with success (or failure) Recognition and acknowledgement
16.00	Five: Building the relationship
16.10	Keeping in touch... Institute of Fundraising & FRSB; Special Interest & Groups
16.15	Recap and Review
16.30	Finish