

Resource Mobilization: Fundraising and Proposal Writing



Organizational development for a sustainable future

What you will learn

Through an interactive conversational discussion you will learn how to:

- Identify your target and be able to successfully to prospect supporters with better accuracy for funding
- Write convincing and winning proposals
- Build a strategy for sustainable development.

Team of Expert Trainers

Christian Meyer zu Natrup Christian is a lead trainer and facilitator in the development and aid sector. Over the past three years, Christian has developed and designed more than 60 training courses, 5 conferences and facilitated more than 40 participative workshops. Over the past 13 years, Christian has worked extensively around reforming and restructuring NGOs and public institutions working in over 20 developing countries, including work in very fragile

environments. He has a keen understanding of the INGO business model, governmental reform work, political economy, problem-driven iterative adaptation (PDIA).

John Demeza A highly motivated, outgoing and experienced development expert with more than 25 years of experience of business winning and delivery, especially in fragile, conflict and disaster affected states. John is closely involved with DFID's Humanitarian Support contract in its various forms. He was involved in a succession of humanitarian and reconstruction programmes funded by the UK, EU, Japan, UN and World Bank in: Albania, Kosovo, Serbia, Mozambique, Pakistan, Afghanistan, Aceh, Iraq, West Bank and Lebanon.

Be inspired to mobilize resources, locally, regionally and internationally

Have more control over the future of your organization or project funding by creating the right conditions for successful income generation

WHY THIS COURSE?

Whether you need to strengthen and have more control of your fundraising programs, or simply diversify your income, this training will help you to improve your organization's long-term sustainability. This course combines the trainers' global expertise with participants' knowledge in a way that helps to understand how to create the conditions for successful fundraising.

Participants discuss the core principles of resource mobilization, specific fundraising techniques, and how to diversify an organization's income. It is designed for fundraisers (including those new to it), senior managers, and project managers, who want to develop strategic income.

For a free consultation call our sales team at:

Phone: 02-296-1333 ext. 106

Mobile: 0595998841, 0569611700

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For More Information

How long: 4 days (30 hours)

Promotions: Group rate

(Ask sales representative for more details.)

When: October 31, 2017 – November 3, 2017

Where: Two courses, Ramallah & Bethlehem

See our website for course availability and booking deadlines:

www.ritajms.com

Course Overview

Day 1

- Donor trends and regional preferences
- Finding and evaluating funding opportunities
- New forms of funding and how to develop them
- Mapping the funding landscape in your country

Day 2

- Stages of donor procurement and how to manage each stage
- Evaluating opportunities
- Writing a convincing concept note
- Complimentary access to Triple Funds Donor Database

Day 3

- Elements of proposal and context analysis
- Logical frameworks for effective project planning and presentation
- Writing budgets that wins

Day 4

- Effective writing techniques
- Developing consortia
- Engaging and networking with new and traditional donors
- Proposal writing Dos and Don'ts

INCLUDED: 1. Access to database of funders (Triplefunds.com) 2. Connect with 70 proposal writers around the world.