



How to Win High Value Grants and Contracts

Is this the right course for you?

If you are the person whose main responsibility is fundraising for your organisation, and you want to improve your chances of winning higher value (i.e. £10k+) grants and contracts – then this course is for you.

The practical exercises on this interactive course will help to understand the language and perspective of funders and commissioners, develop your writing skills and avoid the common pitfalls causing unsuccessful applications.

Key learning outcomes:

By the end of this course, participants will be able to:

- Recall what must be in place before you write bids or applications
- Identify 3 key reasons why bids/applications are unsuccessful
- Describe what is required to score highly and win applications and tenders
- Find resources and further training to improve income generation effectiveness

What will the course cover?

- Strategic and business planning
- Project planning
- Budgeting
- Developing your fundraising strategy
- The income spectrum – donors, grants, contracts and trading

The course will focus on writing grants and bidding for contracts, with emphasis on:

- Evidencing needs
- Engaging service users
- Working in partnership
- Adding social value
- Evidencing outcomes

Course Details:

Trainers: Vivian Lawman and Jacquie Hime

Vivian is an independent trainer and has been delivering training for 30 years in both the Commercial and Voluntary sector. Jacquie is Director of North Herts CVS and will be sharing her experience of what makes a successful bid with attendees on this course.

Date(s): 07/02/2018

Time: 10.00 – 16.00

Venue:
Nigel Copping Community Building
Sanville Gardens
Stanstead Abbots
SG12 8GA

Cost:
£35 VCS – CVS members
£45 VCS - non members
£90 private/statutory

How to book:

Please email Abbie with your booking or call 0300 123 1034

Booking form is available on the HCF Training Courses Directory

www.hcftraining.org.uk