



## 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:** Debbie Bezalel and Jacquie Hime

Debbie has worked in the voluntary sector since 2003. She worked for the past 3 years as a Director of Community & Voluntary Services at Watford and Three Rivers Trust. Now she runs her own consultancy. 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](mailto:Abbie) with your booking or call 0300 123 1034

Booking form is available on the HCF Training Courses Directory

[www.hcftraining.org.uk](http://www.hcftraining.org.uk)