

“Fundraising Techniques” Training Program (English Material)

Course Length: 5 Hours @ 1 days

Objective:

At the end of this course you will be able to understand the fundraising and its process and procedures.

Topics:

- What is fundraising?
- Why we do fundraising?
- Why would sponsors agree?
- How to attract sponsors to finance your projects?
- How to prepare the categorized benefit packages?
- How to make a professional deal?
- How to satisfy your sponsors & address their needs?
- Process of Fundraising
- Appointment Procedures
- General Tips