

## **“Fundraising Techniques” Training Program (English Material)**

Course Length: 3.5 Hours @ 1 days (Includes Coffee Break)

### **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?
- Process of Fundraising
- Appointment Procedures
- General Tips

In this course you will be able to learn:

- 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?