



Fundraising Workshop for Membership-Based Organizations

Participant Agenda

9:00am	Welcome/Housekeeping
9:10am	Introductions
9:30am	Sharing Success Stories and Challenges
	<i>Question 1: tell the story of how you were successful securing funding from a particular donor. Why do you think you were successful?</i>
	<i>Question 2: identify one challenge you face with regards to fundraising. What are the challenges holding you back from raising more funds for your work?</i>
10:45am	Coffee Break
11:00am	Presentation: Organizational Requirements for Fundraising
11:20am	Q&A/Discussion
11:45am	Exercise: Review of Organizational Requirements
12:15pm	Presentation: Identifying Potential Funders for MBOs in the Informal Economy
12:40pm	Q&A/Discussion
1:00pm	Lunch Break
2:15pm	Presentation: Writing Effective Fundraising Proposals
2:40pm	Q&A/Discussion
3:00pm	Presentation: Developing a Basic Fundraising Plan
3:15pm	Q&A/Discussion
3:30pm	Coffee Break
3:45pm	Exercise: Writing Fundraising Plans
4:30pm	Q&A/Discussion on Issues Arising
4:45pm	Next Steps
5:00pm	Close