



*Training Course:  
Fundraising Training*

*8 - 12 December 2024  
Dubai (UAE)*

*Residence Inn by Marriott Sheikh Zayed Road, Dubai*

## Training Course: Fundraising Training

Training Course code: SC234920 From: 8 - 12 December 2024 Venue: Dubai (UAE) - Residence Inn by Marriott Sheikh Zayed Road, Dubai Training Course Fees: 4565 € Euro

### Introduction:

the competency, capability and confidence to contribute to developing organisations and nations as well as the underprivileged through effective aid coordination and fundraising

the essential exposure to partake in or independently drive events and activities for raising funds from donor organisations or other forums for charitable purposes

the necessary skill, experience, exposure, and confidence to accept critical roles in aid coordination and fundraising for the organisation, thus proving potential and achieving rapid career progression and development

### Course Objective:

Like all courses, experiential learning receives major focus and attention. However, the training content and technique is flexible and customisable according to the professional experience of the audience and their roles in their respective organisations.

An extremely experienced trainer delivers the course and trainee participation is encouraged through group debates, contests, presentations, role-plays, active and relevant case study discussions, etc.

Prospect identification, cultivation and solicitation using a range of methods and channels

How to frame and articulate a major gifts strategy?

Technology tools and methods for integrating communications, events and fundraising efforts

### Who Should Attend This Training Program:

- Program/ Project Managers
- Public Relations and Fundraising officers
- Members of fundraising organisations who need to further understand best practices of fundraising
- Event managers and organisers who are recruited for organising charitable or special events for a particular cause
- Human resource professionals and organisational committees responsible for managing corporate and social responsibility activities
- Any other professional who would like to know more about fundraising from donor organisations

## Outlines:

### Day 1

#### Setting the stage for Fundraising

- Preparing your organization for fundraising by defining your organization's vision, mission and core values
- Developing strategic and Fundraising Plans
- Setting Fundraising SMART Objectives
- Identifying your stakeholders and how to involve them

### Day 2

#### Methods of Fundraising

- Special events
- Donor relationship and cultivation
- Capital and comprehensive campaigns
- Accountable fundraising
- Professional fundraising
- Online fundraising

### Day 3

#### Sources of Fundraising

- Grants from agencies, foundations and corporations
- Individual donors
- Sales and services

### Day 4

#### Communicating with your donor

- Timely response to inquiries and complaints
- Publishing annual reports



- Updating paperwork
- Expressing gratitude
- Connecting donors to beneficiaries

## Day 5

### Writing winning Grants Application

- Grants Preparation and Planning
- Developing Goals, and Objectives
- Finalizing and Submitting Grants Application

## Registration form on the Training Course: Fundraising Training

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Sheikh Zayed Road, Dubai **Training Course Fees:** 4565 € Euro

Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Company Information

Company Name: .....  
 Address: .....  
 City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
- Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
booking form with cheque  
to: Global Horizon  
3 Oudai street, Aldouki,  
Giza, Giza Governorate,  
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