



Developing Your Trust and Foundations Fundraising Skills

Who should attend?

Staff, volunteers, and trustees who are responsible for making funding applications to grant making trusts and foundations. Applications are open to charities that:

- Currently deliver services within Perth and Kinross.
- Have an annual income of less than £500,000 per annum.

Date and location: 4 April 2024, 10.00am – 3.00pm at The Gannochy Trust office, Pitcullen Crescent, Perth PH2 7HX Click link for directions - <https://tinyurl.com/y8btbsz6>

What will be covered?

- Why grant applications fail
- Developing your funding action plan
- How to demonstrate outcomes and evidence of need
- The importance of demonstrating impact of existing service/project
- Identifying the right grant making trust or foundation
- Key to making a strong application
- Thinking like a funder

Approach

This will be an interactive session, with questions, group discussion, case studies and a chance to think like a funder and the opportunity to draft a funding application.

The trainer

The workshop will be delivered by Karon Phillips from Citrus Consultancy. Karon has 14 years' experience of running her own consultancy and helping charities to secure £11million from a range of grant making trusts.

Alongside her fundraising expertise, Karon also has 25 years voluntary sector management experience. She fully understands the pressures and challenges senior managers of charities face.

Apply for your place on [THIS LINK.](#)