



Developing Your 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.

Date and location: Wednesday 15th April 2026, 10.00am – 3.00pm at The Gannochy Trust office, Pitcullen Crescent, Perth PH2 7HX - <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

This workshop is provided by The Gannochy Trust, but the content of the workshop is generic to all funding Trusts and Foundations.

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 16 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.

How to register your interest

Register your interest for a place by Wednesday 25 March 2026 on [THIS LINK](#).

Feedback from previous event

All of the delegates at the 2024 event said that the workshop had improved their fundraising skills and rated the event as "Very Good" or "Excellent":

"Overall, very good and interactive. Input from a range of people was also very useful and helpful."