

**PROPOSAL WRITING AND FUNDRAISING TRAINING WORKSHOP**

**START DATE: 5th March 2018**

**END DATE: 9th March 2018**

**Course Organizers**

Africa Institute for Project Management Studies (www.africadevelopmentresources.org) is an organization that was founded in 1999 as a capacity building expert and a development think tank that proposes solutions for development problems facing third world countries with a big capacity building portfolio in Africa.

We have delivered timely and professional capacity building services to a wide variety of organizations in the development sector. These include donor organizations, Government agencies, co-funding agencies, International and local NGOs, Government agencies and private sector firms. We have conducted successful consultancies for many organizations.

**Overall Course Overview**

The Proposal Writing & Fund raising activities form the backbone of any development organization. Hence for sustainable strategies, organizations must enhance their skills and capacity on fundraising and proposal writing by equipping their key members of staff with the emerging and modern trends in Proposal Writing & Fund raising today.

**COURSE OBJECTIVES**

By the end of the training program, the participants should be able to;

• Identify tips in successful fund raising in Africa

• Design Log Frame

• Identify the key major steps in a proposal

• Design an online fund raising plan for his organization

• Identify at least ten key tips on why proposal are denied funding

• Initiate critical networks with key players in the development sector

 for purposes of fundraising

• Identify steps of approaching and maintaining effective relationships with donors.

**TRAINING COURSE CONTENT**

\* Mastering the fund raising environment

\* Project Planning & Design /using log frames

\* Concepts used in Proposal writing and Fundraising

\* Proposal Writing components.( proposal writing drills)

\* Understanding why some proposals don't get funded

\* On line Fund Raising

\* Developing a Fund Raising Strategy for your Organization

**Program staff attending the training will get hands on skills in the following areas;**

1. Project Planning, Design and Proposal Writing

2. Work Plan Development

3. Budget Development.

4. Writing Grant Winning Proposals (hands on drills)

5. Understanding Fund Raising Tips, and the Politics of Grant Making in

Africa/ World.

6. Developing Fundraising Strategy for your organization

7. Online Fundraising Strategies

**Course Fees**

**USD 1000/= KSHS 100,000**

**Venue: Meridian Hotel, Nairobi Kenya**

**Date: 5th March to 9th March 2018**

Training Package Value for Money. Training will be facilitated by professionals with hands on skills and great wealth of experience.

The fees will cater for tuition, writing materials, lunch and tea break snacks and a certificate. Participants will be expected to take care of their travel expenses, accommodation and any other out of pocket expenses. Accommodation can be reserved on prior arrangement.

**Mode of payment**

Payment shall be made through electronic fund transfer to AIPMS bank account 5 days prior to the commencement of the course.

For more information please contact us on:

Telephone: +254-727-616-783/ 733-846-186

Email: training@africadevelopmentresources.org

Website: www.africadevelopmentresources.org