

## Capital Fundraising

**Tutor – Trudy Haydn: a very experienced fundraiser and author of “Capital Campaigns”, published by the Directory of Social Change.**



Tuesday 7 September 2010

10.00am – 4.00pm

Bourne Valley Community Centre

£15.00 per person

Tea/coffee will be provided, but please **bring your own lunch** (the venue is not near to any shops).

### **Who is the course for?**

Voluntary and community groups and charities who want to raise large sums of money for:

- Buildings
- Building an endowment
- A permanent new programme of activity

### **What does the course cover?**

- How to test whether and when a charity is ready for a capital appeal
- The dangers and pitfalls, and how to avoid them
- Establishing feasible goals and assessing fundraising capacity
- Building organisational leadership
- Finding the donors: donor and prospect development
- How to preserve operating revenue during a capital appeal
- Donor stewardship
- Campaign management and oversight

### **What will you achieve?**

- An understanding of the “nuts and bolts” of planning and managing a capital appeal
- How to avoid common strategic and fundraising mistakes and lay the foundation for a successful future

**Please feel free to pass these details onto any voluntary sector group on Bournemouth or Poole: this is an expensive course which we are unlikely to be able to repeat, so we want as many people as possible to benefit from it.**

Booking form on next sheet

**Booking form:**

Organisation name	
Attendee(s) names	
E-mail address	
Tel number	
Any specific access or other requirements?	

Please return the booking form to Bournemouth CVS, Boscombe Link, 3-5 Palmerston Road, Bournemouth, BH1 4HN, with your cheque for the required amount made payable to "Bournemouth Council for Voluntary Service" by 31 August.

Any queries about the course,  
contact [lyn.pullen@poolecvs.org.uk](mailto:lyn.pullen@poolecvs.org.uk)

