

## Local funding seminars

**We will be holding local funding seminars across London where you can meet, listen and pose questions to inspiring speakers with first hand experience of sustainable funding options.**

Speakers will include local commissioners, small voluntary organisations who have formed successful partnerships or social enterprises and other funding experts. The seminars are aimed at organisations from the surrounding area who are keen to learn more about their options for sustainable funding.

The seminars will be taking place in the following locations, with more to follow in the future:

- >> Lambeth Town Hall, 18 November 2008
- >> Hackney CVS, 29 January 2009
- >> Tower Hamlets, March 2009 (venue and date t.b.c.)

## Need more support?

We will also be offering one-to-one support to organisations to cater for their specific needs. If you would like to find out more about this support or about any other aspect of the **Building Futures** project, please do get in touch. Contact Ellen at [development@wrc.org.uk](mailto:development@wrc.org.uk) or on 020 7324 3047



## Book your place

**These women-only trainings and funding seminars are open to all London-based women's organisations and are free to attend.**

To book a place on one of the trainings or seminars, please fill in the attached booking form and return it to Ellen at [development@wrc.org.uk](mailto:development@wrc.org.uk) or via post. Alternatively, please call 020 7324 3047 for more information.

If you find that you are no longer able to attend one of the sessions, please let us know as soon as possible so we can allocate your place to someone else. We are happy to accept substitutes, but please let us know by 10am on the day before the event.

The Women's Resource Centre supports women's organisations to be more effective and sustainable. We provide training, resources and support to women's organisations and we campaign and lobby on key issues for the sector. Our Building Futures project supports women's frontline organisations across London to become financially stronger, resilient and more independent.

### Women's Resource Centre

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WRC aims to be accessible and inclusive. For a copy of this leaflet in other formats, please contact us on 020 7324 3030 or email [info@wrc.org.uk](mailto:info@wrc.org.uk).

Supported by



Understanding and supporting women and their organisations



**Building Futures:**  
**Training calendar**  
**December 2008-April 2009**

**Book your free place now!**

## Introduction to developing a sustainable funding mix

### Who is it for?

Organisations that are new to the concept of sustainable funding and diversifying their income streams.

### What's it about?

Grants to women's organisations are reducing rapidly and in order to survive in such uncertain times, organisations need to look at other forms of funding. If you are looking to develop a more sustainable funding mix, this course is for you. It will introduce the different funding options available and help you to start exploring what might be most appropriate for you.

### What will I take away?

- >> Understanding of the different options of funding and finance available, e.g. donations, income through contracts and trading and other forms of finance
- >> Understanding of the link between effective planning and long term sustainability
- >> A planning tool that divides the planning process into six key stages

### When?

Wednesday 10 December 2008 9.30am-4pm  
Tuesday 21 April 2009 9.30am-4pm

## Are you ready to diversify your funding?

### Who is it for?

Organisations wanting to develop a more sustainable funding mix.

### What's it about?

Becoming more financially sustainable is not just about getting enough money but requires a more rounded approach to funding. This course will look at the different areas that your organisation will need to work on to prepare for developing a more diverse funding mix. This may require developing new skills and processes and possibly changing the culture of your organisation.

### What will I take away?

- >> Skills to assess the strengths and weaknesses of your organisation
- >> An understanding of how to plan improvements in your organisation
- >> Tools to identify the skills you need to develop

### When?

Thursday 22 January 2009 9.30am-4pm

## Building relationships with funders and commissioners

### Who for?

Organisations who want to learn how to develop stronger relationships with funders.

### What's it about?

Wouldn't it be great to have someone advocating for you when funding priorities and decisions are being made? Influencing and building relationships with funders and commissioning staff is key to ensuring that your organisation gets access to funds. We will look at practical ways that you can build relationships.

### What will I take away?

- >> Top tips on how to start building relationships with funders
- >> Knowledge of how to get your issues on the commissioning agenda
- >> Understanding of factors important in influencing others

### When?

Tuesday 10 February 2009 9.30am-4pm

## Commissioning and procurement – understanding the basics

### Who is it for?

Organisations that want to understand how to tender for a government contract.

### What's it about?

With the move from grants to contracts, women's organisations have to learn new skills to engage in the new processes. This course will focus on the Supporting People procurement and commissioning process as a basis for understanding the principles in general. It will also highlight what to look out for in tenders and contracts and address specific issues around funding women-only services.

### What will I take away?

- >> Understanding of the procurement and commissioning process
- >> Explanations of contract jargon and key terms
- >> Knowledge of how tenders are evaluated
- >> Ideas of how to make a strong case for funding women-only services

### When?

Thursday 26 February 2009 9.30am-4pm

## Developing effective partnerships

### Who is it for?

Organisations that have realised that partnership working may be the best way to provide sustainable support to service users and want to understand how best to go about it.

### What's it about?

Partnerships are one way women's organisations struggling to secure larger amounts of funding may be able to survive. This course looks at the different aspects of partnership working that you need to think about to make an informed decision about going into partnership and to ensure the partnership is effective and benefits your existing work.

### What will I take away?

- >> Knowledge of the different types of partnership arrangements, their benefits and risks
- >> Key issues to consider when deciding whether to go into partnership
- >> Practical tools you can use to create meaningful partnerships

### When?

Wednesday 18 March 2009 9.30am-4pm

## Social enterprise and the women's sector

### Who is it for?

Organisations that want to explore the possibility of earning a trading income.

### What's it about?

A social enterprise is a business with primarily social aims, whose profits are put back into the organisation or the community it serves. This course will help women's organisations to understand what social enterprise is, how it relates to them and how to take advantage of the range of opportunities on offer.

### What will I take away?

- >> Understanding of what social enterprise is
- >> Examples of social enterprises and their structures
- >> Ideas for innovative ways to generate an income

### When?

Thursday 2 April 2009 9.30am-12.30pm