

**November 9 and 10, 2016**

## **PROGRAM**

<b><u>Day 1</u></b>	<b><u>November 9, 2016</u></b>	
0900 – 0930	Welcome and Introductions	
0930 – 1200	Overview of Fundraising	<input type="checkbox"/> Why non-profits need to fundraise <input type="checkbox"/> Principles of fundraising <input type="checkbox"/> Fundraising concepts <input type="checkbox"/> Survey on individual giving <input type="checkbox"/> Faces of philanthropy <input type="checkbox"/> Fundraising Methods <ul style="list-style-type: none"> <li>○ Special Events</li> <li>○ Face-to-Face</li> <li>○ Employee Giving</li> <li>○ Direct Mail</li> <li>○ Capital campaign</li> <li>○ Community-based FR</li> <li>○ Others</li> </ul>
1200 – 1300	Lunch	
1300 - 1500	Writing Winning Proposal	<input type="checkbox"/> Different Funders <input type="checkbox"/> TELUS Community Board <input type="checkbox"/> Usual Format
1500 – 1700	Writeshop	<input type="checkbox"/> Project Identification <input type="checkbox"/> Goal, Objectives, Results, Activities
<b><u>Day 2</u></b>	<b><u>November 10, 2016</u></b>	
0900 – 0930	Recap of Yesterday's Activity	
0930 – 1200	Writeshop Continuation	<input type="checkbox"/> Methodology <input type="checkbox"/> Monitoring & Evaluation
1200 – 1300	Lunch	
1300 – 1500	Writeshop Continuation	<input type="checkbox"/> Budget
1500 - 1700	Writeshop Continuation	<input type="checkbox"/> Sustainability