XCELERATE TRAINING INSTITUTE

your learning & development partner

FUNDRAISING AND GRANTS MANAGEMENT

Fundraising Training Course

DURATION	LANGUAGE	FORMAT
5 days	**English**	**Classroom / Online**

Upcoming dates

Dates	Venue	Format	Fee
4 – 8 Jan 2027	Live online	Online (live)	**€1,200**
8 – 12 Feb 2027	Geneva	Classroom	**€3,800**
12 – 16 Jul 2027	Live online	Online (live)	**€1,200**

Register or ask a question

Online: staging.x8ti.com/course/fundraising-training-course-2/

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Fundraising Training Course

Introduction

This course will teach you how to raise money effectively for your organization. We'll cover topics like setting goals, building relationships with donors, writing grant proposals, and overcoming common fundraising challenges. By the end of this course, you'll have the skills you need to create successful fundraising campaigns. Let's get started!

Learning Objectives

This course aims by Xcelerate Training Institute to equip professionals with the skills, knowledge, and confidence to:

- Effectively plan and execute fundraising campaigns
- Build strong relationships with donors
- Secure funding from various sources
- Advance their careers in the field of fundraising and aid coordination

Training Methodology

The course emphasizes experiential learning through practical exercises, group discussions, case studies, and role-playing. The content is adaptable based on participants' experience levels.

Benefits for Your Organisation

By sending employees to this course, organizations can expect to:

- Improve their fundraising capabilities
- Develop effective donor engagement strategies
- Enhance their ability to secure major donations
- Utilize technology to optimize fundraising efforts

Benefits for You

Individuals who complete this course will:

- Gain a comprehensive understanding of fundraising principles
- Learn how to identify and cultivate potential donors
- Develop effective communication and presentation skills
- Overcome common fundraising challenges

Who Should Attend

- Nonprofit professionals: Individuals working in fundraising roles at various nonprofit organizations, including development directors, fundraising managers, and grant writers.
- Volunteer fundraisers: Individuals who volunteer their time to raise funds for nonprofit organizations.
- Board members: Members of nonprofit boards who are involved in fundraising efforts.
- Individuals interested in a career in fundraising: People who are considering a career in fundraising or

want to learn more about the field.

- Students: Students in fields such as nonprofit management, business, or social work who want to gain knowledge about fundraising.
- Essentially, anyone who is interested in learning about effective fundraising strategies and best practices could benefit from this course.

Course Outline

Fundraising Foundations

- Define organizational vision, mission, and values
- Develop strategic and fundraising plans
- Set clear fundraising goals
- Identify and engage key stakeholders

Fundraising Methods

- Plan and execute special events
- Build and maintain strong donor relationships
- Manage capital and comprehensive campaigns
- Implement accountable and professional fundraising practices
- Leverage online platforms for fundraising

Fundraising Sources

- Explore grant opportunities from agencies, foundations, and corporations
- Attract individual donors
- Generate revenue through sales and services

Donor Communication

- Respond promptly to inquiries and complaints
- Produce informative annual reports
- Maintain accurate donor records
- Express gratitude to donors
- Foster connections between donors and beneficiaries

Grant Writing

- Develop effective grant proposals
- Set clear goals and objectives
- Prepare and submit compelling grant applications

Best Fundraising Practices

- Employ efficient and cost-effective fundraising methods
- Ensure accountability and transparency
- Create compelling messages to inspire donor support

Fundraising Challenges and Solutions

- Identify common fundraising obstacles

- Develop strategies to overcome challenges
- Emphasize the importance of long-term planning

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Registration Form

Fundraising Training Course

Preferred dates: ..... Venue or online: .....

Duration: 5 days Language: .....

Please complete and email this form to us, or register online. We confirm your place and send the invoice within one working day.

Delegate information

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Official email: ..... Personal email: .....

Company information

Company name: .....

Address: .....

City / country: ..... VAT / tax number: .....

Person responsible for training & development

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Email: .....

Payment

☐ Please invoice me ☐ Please invoice my company

Signature: ..... Date: .....

Call
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Email this form
info@x8ti.com

Register online
Open the course page