

### Event and workshop prices:

The prices of our events and workshops vary according to the type of event and whether it is delivered in partnership with another organisation. We offer some bursary places for those organisations who cannot afford to pay the full cost and NCVO members usually receive a discount. Visit [www.ncvo-vol.org.uk/sfp/events](http://www.ncvo-vol.org.uk/sfp/events).

### Can't see the event you need?

Contact us to express your interest in attending or to volunteer to host an event. You can also sign up to our e-newsletter (via our website) to be notified about new dates.

### Infrastructure organisation?

We regularly work in partnership with infrastructure organisations to run our events and training in local areas or for sub-sector groups. Funding Central can also run a free event in your area, demonstrating the many features of the site (including interactive tools). If you would be interested in getting involved with the project, please get in touch, or visit the infrastructure pages of our website: <http://www.ncvo-vol.org.uk/sfp/infrastructure>

### Our contact details:

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To access our extensive sustainable funding resources and information online, visit: [www.ncvo-vol.org.uk/sfp](http://www.ncvo-vol.org.uk/sfp)

Search for funding opportunities on [www.funding-central.org.uk](http://www.funding-central.org.uk)

Our training workshops and events support organisations to develop a sustainable income strategy. Practical, personalised and engaging, our events aim to give delegates tangible actions and increased knowledge relevant for their current situation.

### Events Calendar January – March 2011

19 <sup>th</sup> January	Legal Masterclass – Public sector contracts	Brighton
8 <sup>th</sup> February	Innovation Group Live: Impact	London
17 <sup>th</sup> February	Grow Your Own	Salford
22 <sup>nd</sup> February	Budget Cuts Seminar: Managing Change	London
21 <sup>st</sup> – 23 <sup>rd</sup> February	Cornwall Trio: Make It Happen, Grow Your Own and Consultancy	Redruth
24 <sup>th</sup> February	Seminar: Using Marketing Theory to Stabilise and Grow your Income	London
1 <sup>st</sup> March	Innovation Group Live: Success out of Failure	London
10 <sup>th</sup> March	Seminar: Social Investment	London

*More events will be added at a later date - for the most up-to-date calendar, please visit our website*

To find out more about any of our events or workshops, or to book online, visit [www.ncvo-vol.org.uk/sfp/events](http://www.ncvo-vol.org.uk/sfp/events)



LOTTERY FUNDED

\* Innovation Group Live is a series of linked events, offering those who want to learn more about how to make good new ideas happen, a chance to build knowledge with their peers. Participants can attend up to six events as part of the group package, or attend individual workshops.

How can I get better at generating income?

NCVO's Sustainable Funding Project events programme



"I would recommend this course to anyone - it's been so useful"  
Delegate at Make It Happen, July 2010

#### Key to symbols

Gift Economy (donations)

Grants

Open Market (Trading)

Structured Market (contracts)

Innovation



1

I'm new to Sustainable Funding - where do I start?



### Introduction to Sustainable Funding

A full day workshop taking you through the theory behind Sustainable Funding – explaining the different types of income and how they are underpinned by planning and understanding costs.

2

I understand the theory, but I'm not sure what to do next



### Make It Happen

Taking you from Sustainable Funding theory to action. This day workshop assesses your organisation's position and helps you to overcome any barriers to taking action.



### Switch on to Funding – generating the brightest ideas for new income

An opportunity to step back and explore where you need new funding ideas. This interactive day will give you the skills and focus to adapt and move forwards.



### Innovation Group Live

Regular learning events building knowledge and skills in Innovation - generating the right new ideas and getting them off the ground. \* see note overleaf

3

I know which income stream I would like to develop, but I need to increase my knowledge before I start



### Grow Your Own...Income

Accompanied by a book, this fun and interactive day course takes your trading idea and explores the issues you are facing and the knowledge you need.



### Before Signing on the Dotted Line

For those who are new to contracts, this course will take you through what you need to know beforehand and how to increase your chances of tendering success.



### Contracts: legal foundations

Delivered with TPP Law, this course explains the legal processes of tendering and contracting. Expert legal advice supported by rich case studies ensure your organisation is ready for public service contracts.

4

I would like to get better at my existing income stream



### Tendering for Better Services

Bringing together the voluntary sector with commissioners, this course explores the issues that both sides face in improving the tendering process.



### Collaboration and working together

Tailored to the needs of the local area, this course introduces the drivers and models for collaboration, giving you the skills and knowledge to set up and manage partnerships that can allow you to compete more effectively for contracts.

5

I would like some help staying up to date

### Annual Gathering

Our flagship annual event – bringing together many of the case studies and ideas we've explored over the year into an inspiring day of ideas and information.

6

I need tailored support and guidance

### Consultancy

If your organisation is facing a specific problem that you think SFP – or any of the other NCVO teams – could help with, then we have a range of consultancy packages that could fit your budget – including one for small groups and a cuts package.