

THE
INTERNATIONAL
FUND RAISING
GROUP

International Fundraising Workshops Ltd, 295 Kennington Road, London SE11 4QE, United Kingdom.
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A new Fundraising Advisory Service

The proposal

The International Fundraising Group (IFRG) is setting up a new and exciting Fundraising Advisory Service that will be funded by a Consortium of international development agencies. The Service will provide cost effective fundraising advice to their partner NGOs in developing countries.

The Service will consist of experienced fundraising advisors who will act as 'roving' consultants, working directly with NGOs in developing countries providing hands-on advice on specific areas of fundraising. Their time will be allocated according to the requirements of each member of the Consortium.

Members of the Consortium will buy into the Service and choose the amount of time that they would like an advisor to work specifically with their partner organisations. For example, one member may only require three weeks of the Service per year, whereas another may require ten weeks. Each member will only pay for the time they require.

The advisors will also actively contribute to developing a regional group of people involved in fundraising. This regional structure will in turn provide local NGOs with ongoing support and opportunities for networking and information exchange.

The need

The need for this service stems from feedback from IFRG's workshops. Over the last ten years IFRG has co-ordinated 40 workshops, covering every region of the world. The workshops have attracted almost 6,000 participants from 132 countries. Feedback from the workshops has shown that:

1. The workshop programme has been invaluable for improving fundraising capacity.
2. The programme would be greatly enhanced by detailed advice/consultancy to participating NGOs to follow up on specific issues covered in general during the workshops.

The fundraising workshops provide a wonderful opportunity for NGOs of all shapes and sizes to get together and share experience and skills. They provide a general overview of fundraising techniques and opportunities. The new Fundraising Advisory Service will complement the workshop programme and will provide specifically tailored advice sessions to NGOs who wish to get more intense support.

The International Fund Raising Group Inc. is a non-profit organisation registered in the USA, dedicated to providing professional and ethical fundraising education throughout the world. Its aims are pursued in the UK through International Fundraising Workshops Ltd.

Directors: John Erickson (Chair) (USA), John Batten (UK), Ken Burnett (UK), Tore Gullaksen (Norway), Richard Hamilton (UK), Beatrice Lentati (Italy), David Taylor (UK), Jennie Thompson (USA). *Chief Executive:* Stewart Crocker (UK).

Registered in England and Wales, No. 2767742. Registered Offices at the above address.

Feedback

All members of the Consortium will receive detailed reports after each consultation project. Members will also be invited to feedback meetings where information will be shared on work undertaken and needs met. This will provide an invaluable opportunity to liaise with other international development agencies and to further determine the direction of the Service.

Benefits to Consortium members:

The service provides international development agencies with a unique opportunity to:

- pool resources and get better value for money by sharing the costs of a skilled fundraising advice team;
- provide intense hands-on skills training to partner NGOs at different times during the year, without investing in a permanent member of staff or team;
- provide training that is tailored to the specific needs of partner NGOs;
- work with other leading international development agencies, sharing skills and experience;
- be part of a comprehensive programme that will enhance the capacity of NGOs across the world.

Costs

The Service will run for 30 weeks of the year and will cost £2,000 per week. When a member of the Consortium pays for one week of the Service, they will receive 5 full days consultancy with their chosen partner NGO(s).

**International Fund Raising Group
Worldwide Workshop Update
1999**

Here are details of how plans are progressing for each of the regional Workshops supported through IFRG's Worldwide Programme. On average, each Workshop will have places available for between 100 and 150 people (although some can accommodate considerably more) and will be open to NGO representatives from throughout the region. The topics and speakers for each Workshop will be chosen to reflect regional needs and issues of concern. These data will be revised as details of venue, dates, speakers, costs and programme content become available.

South Asia

The 1999 Workshop will be organised by the South Asian Fund Raising Group. Further details to be announced.

Contact: **Mr Vijay Sardana, Chair**
 South Asian Fund Raising Group
 D 6/13D, Vasant Vihar
 New Delhi – 110057, India
 Tel.: +91 11 615 1340/ 615 2570 Fax: +91 11 378 2174 E-mail: safrg@del3.vsnl.net.in

The 10th South Asian Fund Raising Workshop was held in September 98 in Nepal, attracting over 150 delegates from India, Bangladesh, Pakistan and Nepal. Previous Workshops, which have also attracted delegates from Sri Lanka and Bhutan, have been held in India and Nepal.

Asia Pacific

The next fundraising workshop in the region will be held in the **Philippines**, in **September 1999**. Further details to be announced.

The fourth South-East Asian Workshop was held in Pattaya, Thailand in June 1997. The third East Asia Workshop was held in Taiwan in September 1997. Previous Workshops have been held in Thailand, the Philippines, Malaysia, Hong Kong and South Korea.

Eastern and Central Europe / Central Asia

The VII Regional Central and Eastern European Fundraising Training conference will be held in **Bratislava, Slovakia**, 11th-14th November 1999. For further details please contact:

Contact: **Heather Laycock**
 N.O.S.
 Mileticova 23
 821 09 Bratislava
 Slovakia
 Tel.: +421 7 5544 189 Fax: +421 7 544 4282 E-mail: nos@nos.sk

The VI Regional Central and Eastern European Fund Raising Workshop was held in Dubrovnik-Croatia in October 1998. Over 150 delegates attended from 8 countries in the region. Previous Workshops, each of which has brought together around 150 delegates from up to 17 countries, have been held in Poland, Romania, the Czech Republic, Hungary and Bulgaria.

West and Central Africa

The third West Africa Workshop will be held in **Ghana** in **April 1999**. For further details, please contact:

Contact: **Barbara Golden**
 GAPVOD
 PO Box A17LA
 Accra, Ghana
 Tel.: +233 21 773421 Fax: +233 21 761874 E-mail: gapvod@ghana.com

Previous workshops have been held in Nigeria, 1994 and Ghana, 1996.

Eastern and Southern Africa

Dates, venue and details for the 1999 workshop have yet to be decided.

The venue for the sixth Eastern Africa Workshop in November 1998 was Mauritius, with 65 delegates from Mauritius, Zimbabwe, South Africa, Seychelles, Uganda, Tanzania and Zambia. Previous Workshops have been held in Kenya, Ethiopia, Uganda and Tanzania and have attracted an average of 250 delegates from all countries in the region.

The third regional workshop for Southern Africa was held in Lusaka – Zambia, in November 1998. Sixty delegates attended from 4 countries in the region. Previously, the first Workshop in this region had been held in Zimbabwe in 1996, drawing more than 100 delegates from 12 countries. The 1997 Workshop was held in Gaborone, Botswana.

North Africa and the Middle East

Dates, venue and details for the 1999 workshop have yet to be decided.

The second regional Workshop was held in Amman - Jordan, in November 1998. One hundred and twenty-eight delegates attended from Jordan, Lebanon, Palestine, Bahrain, Egypt, Sudan, Oman, Kuwait, Tunis, Qatar and Morocco. The first Workshop, held also in Jordan in 1996, brought together 100 people from 14 different countries in the region.

Latin America and The Caribbean

Dates, venue and details for the 1999 workshop have yet to be decided.

The ninth workshop for this region was held in Mexico D.F. in November 1998, with 158 delegates attending from 15 different countries. Previous Workshops have been held in Mexico, the Dominican Republic, Venezuela, Colombia, Costa Rica, Argentina and Brazil – each attracted around 150 delegates from all countries in the region.

For further information please get in touch with the local contact person or with Richard Tallontire, Programme Development Manager or Gema Vicente, Programme Co-ordinator:

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If you would like to receive this Update on a regular basis, or know of anyone who might be interested, please fax this slip back to Gema Vicente / Fax no.: +44 (0) 171 582 4335

Please send the IFRG Worldwide Workshop Update to:

Name **Position:**

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