

# Seven Secrets of Successful Fundraising

**A dynamic, high-powered and hugely practical workshop, that lays bare how the UK's top 100 charities get over 90% of their income. You will also learn how to get the best out of your current strategies, and how to open up new sources of sustainable funding in these challenging times.**

**Topics covered on this course include:**

- **Building a Winning Fundraising Team**
- **Mastering the Fundraising Cycle**
- **Diversifying the Fundraising Strategy**
- **Staying Within the Law**
- **Uncovering New Sources of Funding**
- **Writing Successful Grant Applications**
- **Internet Fundraising**

**Date:** Tuesday, 29th March 2011  
**Time:** 9:30 am to 4:30 pm  
**Venue:** Kings Centre, King Street, Norwich

**Cost:** £225 per delegate  
(including course materials, delegate pack and buffet lunch)

**DMC**  
CONSULTANCY

08707 33 44 55

[office@dmcconsultancy.co.uk](mailto:office@dmcconsultancy.co.uk)

<http://www.dmcconsultancy.co.uk>

*Member of the Institute of Fundraising  
Member of the Social Enterprise Coalition  
Member of the Institute of Enterprise & Entrepreneurs*