



# TRAINING COURSE

Developed for major donor fundraisers

## TRANSFORMATIVE FUNDRAISING

Bridging the gap between the fundraising and professional advice communities

**8<sup>th</sup> December 2022 | London | 9:00am GMT**

**TRAINERS:** **John Pepin**, CEO, Philanthropy Impact  
**Sianne Haldane**, Philanthropy Advisor

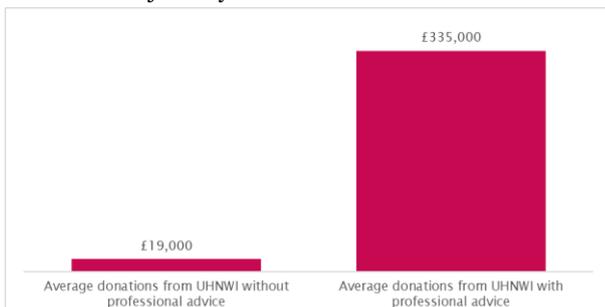
*Learn* how professional advisors work – understand their values, goals and motivations

*Discover* how to make the fundraising sector more innovative and collaborative

*Understand* the types of advice and services needed on a philanthropic journey

### WHY ATTEND THIS COURSE?

Our research reveals that ultra high net worth individuals give 17 times more when supported by their professional advisors on their donor journey.



And yet a gap exists between the fundraising and professional advice communities, with both parties suffering from a lack of information and knowledge about how the other operates.

Bridging this gap can add significant additional value to your fundraising efforts. Our highly interactive training session is designed to give you the knowledge and skills to strengthen your relationships with professional advisors, such as wealth managers, IFAs, tax advisors and lawyers. In turn, this will help support their clients on the donor journey.

### KEY LEARNING OUTCOMES:

- Open the door to new *commercial opportunities*
- Improve your *fundraising* results
- Learn how working with professional advisors can *transform* fundraising by changing the traditional view of donors and how you can *collaborate* to support them
- Find out what philanthropists are looking for when working with advisors
- *Enhance your communications* by understanding the language of business cases
- Receive *exclusive insights* from guest speakers about current industry dynamics and best practice
- Receive self-certified *CPD points*

#### LIMITED SPACES AVAILABLE

Register today via [this link](#) or by sending an email to: [brighton.mazwi@philanthropy-impact.com](mailto:brighton.mazwi@philanthropy-impact.com)

**COST: £315**

**EXCLUSIVE DISCOUNT FOR PHILANTHROPY IMPACT AND CIOF MEMBERS: £280**

In-house bespoke training sessions are available for organisations. Contact Brighton Mazwi for more information.

*Cancellations received in writing 5 working days prior to the event will receive a full refund. It is regretted that cancellations made after this time will not receive a refund.*

**DATE:** Thursday 8<sup>th</sup> December 2022, 9:00am GMT

**TIMINGS:** Log-in, 8:55; training starts at 09:00, ending at 12:00

**VENUE:** Online session

**CPD:** 180 minutes (3 hours) self-certified CPD points

## LEARN WITH PHILANTHROPY IMPACT