

Contemporary Fundraising Methods and Strategies

Programme Schedule

Theme	Date/Time	14 May 2024 Tuesday	15 May 2024 Wednesday	16 May 2024 Thursday
		<i>Fundraising Mastery</i>	<i>Fundraising Strategies</i>	<i>Impact Philanthropy</i>
Opening	08.00 to 08.15	Log in and Introduction of Events of the Day	Log in and Introduction of Events of the Day	Log in and Introduction of Events of the Day
Session 1 1 hour, 15 min	08.15 to 09.30	Overview of Contemporary Fundraising Mr Percy Patrick	Designing a Fundraising Plan Ms Marta Petrosillo	Donor Engagement and Management Ms Marta Perrosillo
Break Time	09.30 to 10.00	Break time	Break time	Break time
Session 2 1 hour, 15 min	10.00 to 11.15	Fundraising Principles and Techniques Fr Dr Lord Winner CMF	Fundraising from Diaspora, Alumni and High-net-Worth Individuals Mr Percy Patrick	Faith Based Impact Investment Fr Dr Lord Winner CMF
Break Time	11.15 to 12.00	Break Time	Break Time	Break Time
Session 3 1 hour 15 min	12.00 to 13.15	Community Fundraising & Event management Ms Marianna Occhiuto	CSR, Trusts and Foundations Mr Percy Patrick	Crowdfunding, Direct Mail Marketing & Payroll Funding Ms Marianna Occhiuto
Break time	13.15 to 14.00	Break Time	Break Time	Break Time
Section 4 1 hour 15 min	14.00 to 15.15	Fundraising through Social Media Ms Marianna Occhiuto	Capital and Legacy Fundraising Ms Paola Sinigalia	Scholarships and Research Grants Dr Michael Joseph
Closing	15.15 to 15.30	Closing of the Day	Closing of the Day	Closing of the Training

All time given for the training are of London, United Kingdom – GMT, Greenwich Mean Time