

## Contemporary Fundraising Methods and Strategies

### Programme Schedule

Theme	Date/Time	9 October 2023 Monday	10 October 2023 Tuesday	11 October 2023 Wednesday
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	<b>Fundraising Strategies for the Faith-Based Organisations:</b> Mr Percy Patrick, United Kingdom	<b>Fundraising using Facebook – Theory and Practice:</b> Ms Marianna Occhiuto, Italy	<b>Crowdfunding:</b> Ms Marianna Occhiuto, Italy
Break Time	09.30 to 10.00	Break time	Break time	Break time
Session 2 1 hour, 15 min	10.00 to 11.15	<b>Fundraising from High-Net-Worth Individuals and Community:</b> Mr Percy Patrick, United Kingdom	<b>Panel Discussion: Usefulness and approach of Social-Media in Fundraising:</b> Ms Marianna Occhiuto, Italy & Ms Michele Kay, South Africa	<b>Event Management, Festivals and Special Occasions as Fundraising Vehicles:</b> Ms Marianna Occhiuto, Italy
Group Work	11.15 to 11.30	Group Workout		Group Workout
Break Time	11.30 to 12.00	Break Time	Break Time	Break Time
Session 3 1 hour 15 min	12.00 to 13.15	<b>Capital Campaign Design:</b> Dr Glendo Miro Antonio, Philippines	<b>Fundraising from Donor Agencies:</b> Ms Hannah Siebertz, Austria	<b>Legacy, Planned Giving, and Mail Fundraising:</b> Ms Isabella Lalli, Italy
Group Work	13.15 to 13.30	Group Workout	Group Workout	Group Workout
Break time	13.30 to 14.00	Break Time	Break Time	Break Time
Section 4 1 hour 15 min	14.00 to 15.15	<b>Fundraising Landscape in Asia:</b> Mr John Peter Nelson, India	<b>Fundraising Landscape in Africa:</b> Fr Donatien TWIZEYUMUREMYI, Rwanda	<b>Corporate Social Responsibility:</b> Dr Pekam Basu, India
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