

At Solid Management and Consultancy we work with a diverse range of clients each with their own issues and concerns. But a universal and significant challenge that all of our clients experience is the need to recruit, develop and retain outstanding fundraisers to manage and lead philanthropy teams.

The aim of this course is to increase the skills of both fundraisers who are already leading philanthropy teams (Directors, Heads and Managers) and fundraisers taking a step into one of these senior roles. The 'Leading Philanthropy Teams' course is suited to anyone involved in philanthropy fundraising, whether working with high net worth individuals, trusts/foundations, companies, or across all of these disciplines. In the short term we aim to increase the leadership skills of participants in order to improve the performance of their teams, in the longer term we aim to help increase the pool of talented philanthropy leaders and improve calibre across the sector.

This course touches on the tactical competencies of major gift fundraising covered in Solid's 'Major Donor Training', but focusses more on the leadership skills required to: create robust philanthropy strategies; lead and manage executive teams and lay leaders; manage performance and risk; and create 'best in class' systems, processes and culture. The 'Leading Philanthropy Teams' course is a great next step for those who have graduated from our 'Major Donor Training' course, but it is not a prerequisite to have undertaken the first course.

The format of the course is three half day sessions. Each week there will be tuition delivered by Solid Management's Consultants, guest speakers who are all highly experienced philanthropy fundraisers, followed by group discussion to share experiences, challenges and best practice within the group. As an outcome, we hope that the participants on the course will create a peer network that will keep in touch throughout the course and beyond.

VENUE: The Kings Fund, London W1

3rd October: 10am – 1pm

- Introduction
- Key qualities of an outstanding Director/Head/Manager of Philanthropy
- Managing the common challenges in the job
- Balancing your focus internally versus externally
- Options for developing your own skills and career progression
- Your personal leadership skills and personal effectiveness
- Recruiting, retaining and developing the right people
- Creating the right team structure

10th October: 10am – 1pm

- Setting philanthropy strategy
- Creating a culture of innovation
- Budgeting, forecasting, KPIs and risks
- Performance management techniques, tools and issues
- Benchmarking your team against others'
- Hallmarks of a 'best in class' philanthropy team

17th October: 10am – 1pm

- Working as part of a wider fundraising leadership team/other fundraising disciplines
- Making the case for investment in your function
- Restricted funding processes
- Influencing non fundraising colleagues
- Managing upwards, including your Fundraising Director and the CEO
- Managing lay leadership

All sessions will take place at **The King's Fund, 11-13 Cavendish Square, London W1G 0AN (nearest tube Oxford Circus). £750+VAT for three sessions (Solid clients, £650+VAT).**

About us

Jeff Shear is one of the leading UK fundraisers, specialising in Major Donor campaigns. Jeff has led many successful fundraising campaigns and since becoming a consultant has worked with a wide range of charities to introduce, develop and grow their major donor fundraising programme. Known to donors and fundraisers alike, Jeff believes that major gift fundraising offers an exciting, challenging and ultimately rewarding fundraising solution for charities of all sizes.

Amanda Delew successfully ran the Giving Campaign, prior to which, she was Head of Fundraising at the Labour Party. She has a wealth of experience in dealing with donors at the highest level and has a proven track record in providing workable strategies for Major Donor campaigns

Jane Hogarth was Head of Corporate Relations and Fundraising for the Labour Party from 2001 - 2006, Jane has extensive experience with regard to fundraising from high net worth individuals and fundraising event management. She has a background in fundraising research and has worked alongside some of the country's leading philanthropists and business people.

Carmel Spyer has worked with some of the leading philanthropists and opinion formers in the UK and has run very successful major donor programmes during her time at UNICEF and ARK.

Susan Beck has been a professional fundraiser for 17 years. She was most recently Director of Fundraising at The Willow Foundation, before which she was Director of Fundraising at Ambitious About Autism (formerly TreeHouse). Susan has worked directly with a wide range of major donors, securing a number of seven figure gifts and also holds a Master's degree in Charity Marketing and Fundraising.

To book a place on this courses please complete the [booking form](#) or contact Susan on 020 7580 8084 or at susan@solidmanagement.co.uk