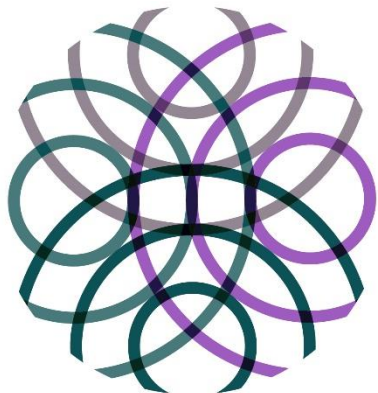


Working with Trusts & Foundations



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Working with Trusts & Foundations

- **Why build relationships with trusts and foundations?**
- **What makes a good funding relationship?**
- **Finding funders.**
- **Applying for funding.**
- **The funding outcome.**



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Building relationships with trusts and foundations.

- Various trusts and foundations.
- Funding to suit your work.
- Informal benchmarking.



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What makes a good funding relationship?

- **Honesty.**
- **Know your funder.**
- **Get in touch.**



Questions?



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Finding funders

- Funding Scotland.
- TSIs.
- Local authority funding officers.
- Use your networks.
- Newsletters, events and funding updates.



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Applying for Funding

- Do your research.
- Make use of available support.
- Understand amounts available and grant conditions.
- Criteria and guidance for different funding streams.



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Completing an application form

- Read the guidance and criteria documents carefully.
- Avoid jargon and acronyms.
- Use evidence, quotes and examples to demonstrate the work.
- Meet the deadline.



The Funding outcome

If the application is unsuccessful...

- **If possible, ask for feedback.**
- **Understand the success rate.**
- **Ask for recommendations for other suitable funding streams.**



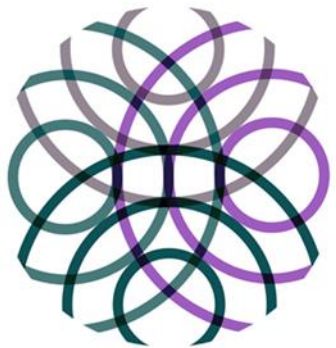
The Funding outcome

If the application is successful...

- **Deliver work as described in the application.**
- **Be honest when things don't go to plan.**
- **Understand the reporting requirements.**
- **Make use of any additional support (e.g. capacity building opportunities or events).**



Questions?



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