



**Prince Bishops**  
Teaching School Alliance

Growing together

## Fundraising Masterclass Workshop: A training day for those who are new to bid writing

**Wednesday 5<sup>th</sup> December 2018**  
**The Marriott Hotel – Metro Centre - Gateshead**

**Do you find bid writing daunting and complicated? Have you had proposals rejected? Are you unsure where to start?** If the answer to any of these questions is YES then your school could benefit from attending PTP's workshop!

Led by Britain's leading bid writing specialist Bob Jennings OBE, this practical interactive training day will equip you with all the skills and knowledge you require to write successful funding submissions.

**Bob Jennings, Principal Consultant PTP Consultancy**



Following a long and varied teaching career spanning 30 years, in 2001 Bob launched Progress through Partnership a specialist bid writing consultancy.

Since that time, he has delivered bid writing training and conference presentations to a wide range of personnel drawn from the educational sector across the UK and is nationally known as one of Britain's leading training consultants and inspirational speakers.

In 1999 Bob received the National Teaching Award for 'Working with Parents and the Community' and was awarded an OBE for Services to Education.

### Who should attend?

All those who have responsibility of raising additional funding for their school.

### The 'Fundraising Masterclass Workshop' is for those who:

- Don't know where to start
- Don't have the time to write bids
- Have a fear of failure
- Find application forms complicated

### The workshop will:

- Uncover the secret of successful bid writing
- Share case study evidence of successful bids
- Help you complete 'real' application forms
- De-mystify business plans
- Identify top sources of funding

**Training cost: £200 (£34 reduction)**



### Prince Bishops Teaching School Alliance

Whitburn CE Academy  
Whitburn, Sunderland  
Tyne and Wear, SR6 7EF

Benedict Biscop CE Academy  
Marcross Drive, Moorside  
Sunderland, SR3 2RE



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T: 0191 529 4202 M: 07896 665 670 [www.pbtsa.co.uk](http://www.pbtsa.co.uk)



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## Testimonials

“I can’t believe how quickly this day passed! Bob was wonderful and so inspirational”

“Really excellent workshop – Bob was engaging, inspiring, enthusiastic and incredibly knowledgeable”

“Great speaker, very informative. I feel a lot more confident now”

“Bob’s enthusiasm is infectious. Initially, I didn’t realise how many excellent well thought out skills had been passed on in such an entertaining manner. Inspirational, worth every penny”

“Fantastic course – helped me to look at the challenges of fundraising in a different way”

“Informative session – increased my knowledge of where funding is available. Feel more able in making our grant bids.”

“I have to say this is one of the best courses I have attended for such a long time. The presenter was engaging and Bob made me feel more confident about the whole process.”

## Agenda

- 09.30 – 09.35 Welcome & aims of the day
- 09.35 – 10.45 Discover the secret of successful bid writing  
Accessing additional funds – The rules  
Catching the eye of the funder  
Successful funding bids – Case study evidence
- 10.45 – 11.15 Refreshment break
- 11.15 – 12.45 Preparing budgets and business plans  
Building funding partnerships  
Joint funding submissions – Case study evidence
- 12.45 – 13.30 Lunch
- 13.30 – 15.45 Raising money from trust funds  
Practical bid writing exercise  
Top 10 tips for successful bid writing  
Next steps



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