

Please circulate
to CEO, fundraiser,
program manager,
grant writer!



pathways

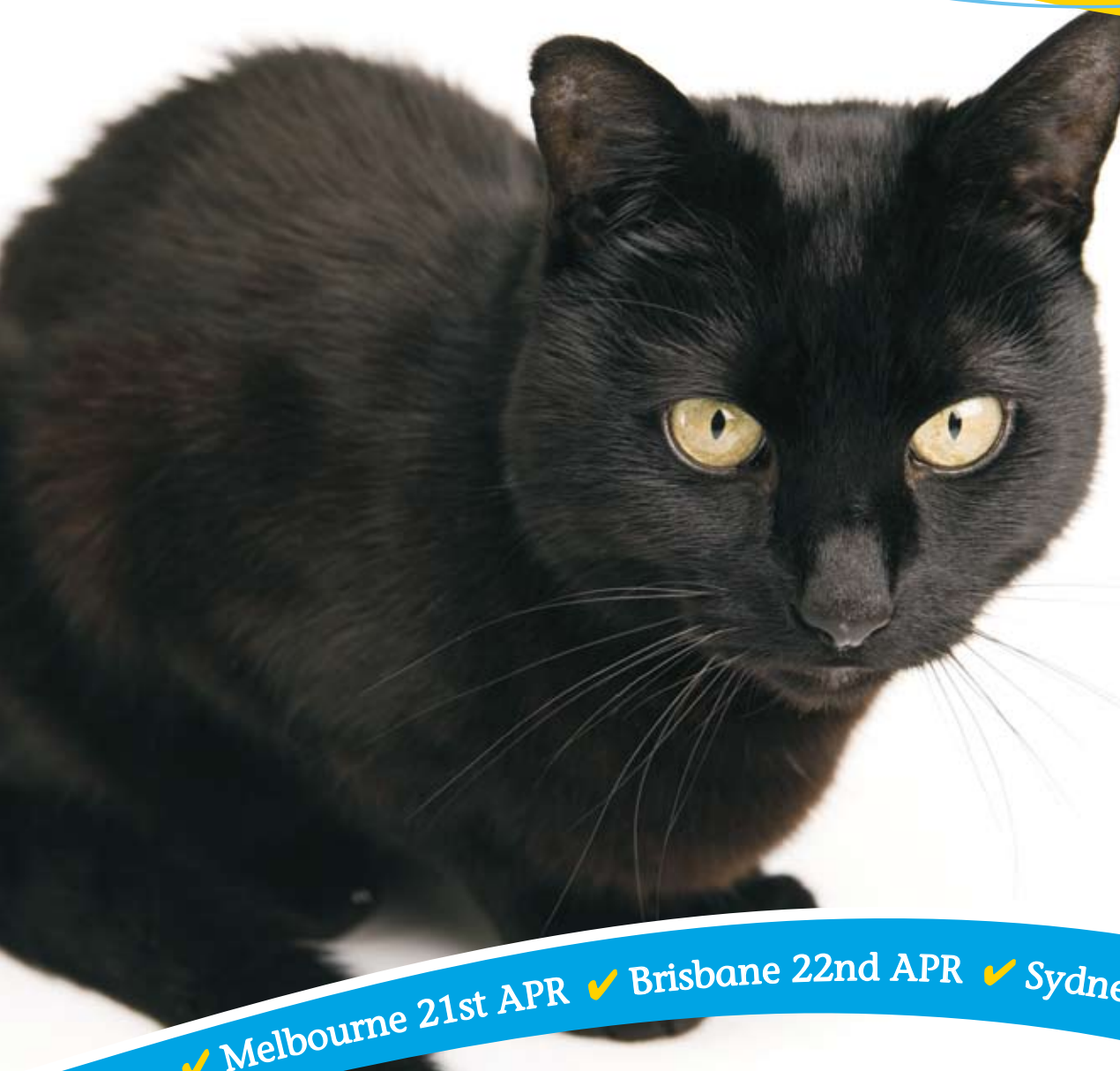
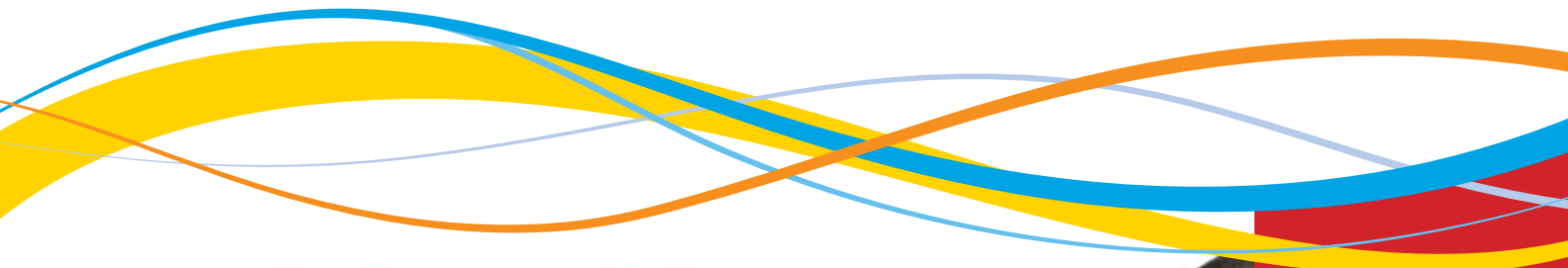
AUSTRALIA

our mission is to help you achieve yours

2009 Not-For-Profit Professional Development Series

Need a change of luck?

How to win that government contract
or funding ... *a skills building workshop!*



.....
"Great – always
informative
and meets
expectations"
.....

.....
"Excellent
presentation
and value
for money."
.....

✓ Melbourne 21st APR ✓ Brisbane 22nd APR ✓ Sydney 23rd APR

If you can tick *TWO* or *MORE* boxes you should attend this workshop!

Do you ...

- Want to win more government contracts and funding?
- Feel as though you need to update your tender writing skills?
- Want to understand the differences between good and poor submissions?
- Work for an organisation that rarely wins new government contracts
- Feel as though your submissions lack 'punch'?
- Want a better understanding of the decision making process? (you may be surprised)
- Understand the importance of pre and post submission dialogue with funding decision makers? And how to achieve it?
- Find it hard to write clearly and concisely?
- Find the whole exercise overwhelming and frustrating?

These seminars are suitable for ...

- People new to grant writing
- Fundraisers
- CEOs
- Experienced grant writers looking for new tips
- Anyone wanting to win a new government contract!

What you get...

- A full set of notes
- Free and unlimited telephone or email support after the workshop
- A chance to learn from other participants and build your network of contacts
- Morning and afternoon tea (own arrangements for lunch)
- A certificate of attendance and completion
- Our money back guarantee ... a full refund if you're not happy with the workshop



Times, Dates and Venues

9.30am - 4.00pm

21 April, 2009

MELBOURNE

Angliss Conference Centre
555 La Trobe Street (corner of King Street), Melbourne 3000
Code V100A

22 April, 2009

BRISBANE

UQ Business School Downtown
Level 19, 345 Queen Street
Central Plaza One Brisbane 4000
Code Q100A

23 April, 2009

SYDNEY

Macquarie Graduate School of Management
Level 6, 51-57 Pitt Street
Sydney 2000
Code N100A



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Your Program

How to win that government contract or funding ... a skills building workshop!

- How to start thinking like the government
- Why do some organisations keep winning ... *and others keep losing?*
- Where to get the information about government funding opportunities
- How to use the tender briefing session to your advantage
- Going it alone or with others? *What's best and why?*
- Who should be involved in the tender preparation team ... *and who shouldn't?*
- The benefits and pitfalls of using a professional tender writer
- The importance of research ... *where and how to get the data you need*
- How to develop an accurate income and expenditure budget
- How to write to win ... *theory and practice*. Here we will spend a significant amount of time talking about and practicing the art of government contract writing ... *how to be concise, clear and compelling!*
- Techniques for making your submission stand out
- How to turn a losing bid into the beginning of your success
- Why not winning a bid can be the start of your success
- How to develop relationships with those who make decisions about who wins...and who loses
- Where to get additional 'tender writing' resources

About your Presenter ...



Peter Holdsworth has spent more than 25 years in the community sector as a senior executive, board member, adviser and consultant. He has also served on numerous government committees and peak industry groups.

He has a masters degree in management, is a Fellow of the Australian Institute of Management and a Member of the Australian Institute of Company Directors. He is also a Churchill Fellow.

Peter combines a deep passion for and understanding of the community sector together with his technical and communication skills to deliver engaging training programs that are packed full of practical ideas, techniques and tools that participants can use immediately.

He is widely recognised as one of Australia's not-for-profit experts.

What people say about Peter Holdsworth

"Great – always informative and meets expectations"

Lyn Dasey, Spiritus Care Services, QLD

"Excellent presentation and value for money."

Michael Haerell, South West Brisbane Community Legal Centre, QLD

"Fine role model for communicating effectively with people."

Sharon Thomas, Katanning Regional Emergency Acc. Centre, WA

"Informative and no-nonsense advice about topics that are perhaps more prevalent than I thought. I no longer feel so isolated."

Kerrie-Anne Miller, George Gray Centre Inc., VIC

"I thought your presentation was fabulous!"

Sim Luttin, Arts Projects Australia

"A very informative and engaging session."

Dianne Cunningham. Vision Australia

REGISTRATION DETAILS 2009



'Three Ways to Register'

1. **NEW!** Register online at www.pathwaysaustralia.com.au and select 'Training and Seminars' or
2. FAX your registration form with credit card or EFT details to Fax: 03 8530 6400 or
3. MAIL your registration form with a cheque or membership credits (vouchers) to Pathways Australia, PO Box 260, Bentleigh Vic 3204

This document constitutes a tax invoice for GST when you make a payment. No other invoices will be issued. Please retain a copy for your records.

Registration Details Required

Organisation: _____
Postal Address: _____
Suburb: _____ State: _____ Postcode: _____
Telephone: () _____ Pathways Australia member: Y / N

Seminar Information

Cost: Members \$330.00 (inc. GST) Non-members \$350.00 (inc. GST)

Seminar Code	Name	Position	Email address for Registration Confirmation

Number of Registrations: x \$330.00 (inc. GST. Members only price) x \$350.00 (inc. GST)

Payment Details

Payment Date (GST purposes): _____ / _____ / _____

- Membership Vouchers (attached) to the value of \$ _____
 Cheque attached Made payable to Pathways Australia \$ _____
 Credit Card Visa Mastercard \$ _____

Card number: Expiry Date: _____ / _____ / _____

Name on card: _____ Signature: _____

EFT: Payment has been transferred to: ANZ Bank | BSB: 013-006 | Account: 1983 -89604 \$ _____

Date of transfer: _____ / _____ / _____ Transfer Ref: _____ TOTAL Amount Paid \$ _____

How did you hear about this Pathways workshop? _____

TERMS AND CONDITIONS: Pathways Australia reserves the right to alter this program or specific presenters without further notice; however it is intended to run as advertised. Registrations for events must be accompanied by payment. Cancellation policy: Refunds will not be issued, however in the event you cannot attend a registered seminar, you may transfer your registration to an alternate date/event or a substitute delegate will be welcome.

PRIVACY STATEMENT: Pathways Australia is committed to protecting the privacy and security of personal information provided by you to us. The personal information you provide in this form will be used by Pathways Australia to: Process your registration form, which may include updating your record and profile information, contacting you in the event of cancellation, conducting analysis or market research to identify the ongoing needs of registrants, providing you with access to and information about a range of current and future professional development and associated events administered by Pathways Australia. If you do not wish to receive such information please tick this box and return to Pathways Australia and allow four (4) weeks for processing. Pathways Australia may disclose the personal information which you provide in this form to external service providers to whom we have contracted out functions such as printers or mailing houses, but only for the purposes outlined above. You have the right to access any personal information with Pathways Australia holds about you, subject to the exceptions in the Privacy Act 1988 (Cwl). You may also request the correction of information which is inaccurate. Access and/or correction requests can be made at the office of Pathways Australia. For more information on Pathways Australia's privacy policy, please visit our website at www.pathwaysaustralia.com.au

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