

**YOUR PATHWAYS
TO SUCCESS!**



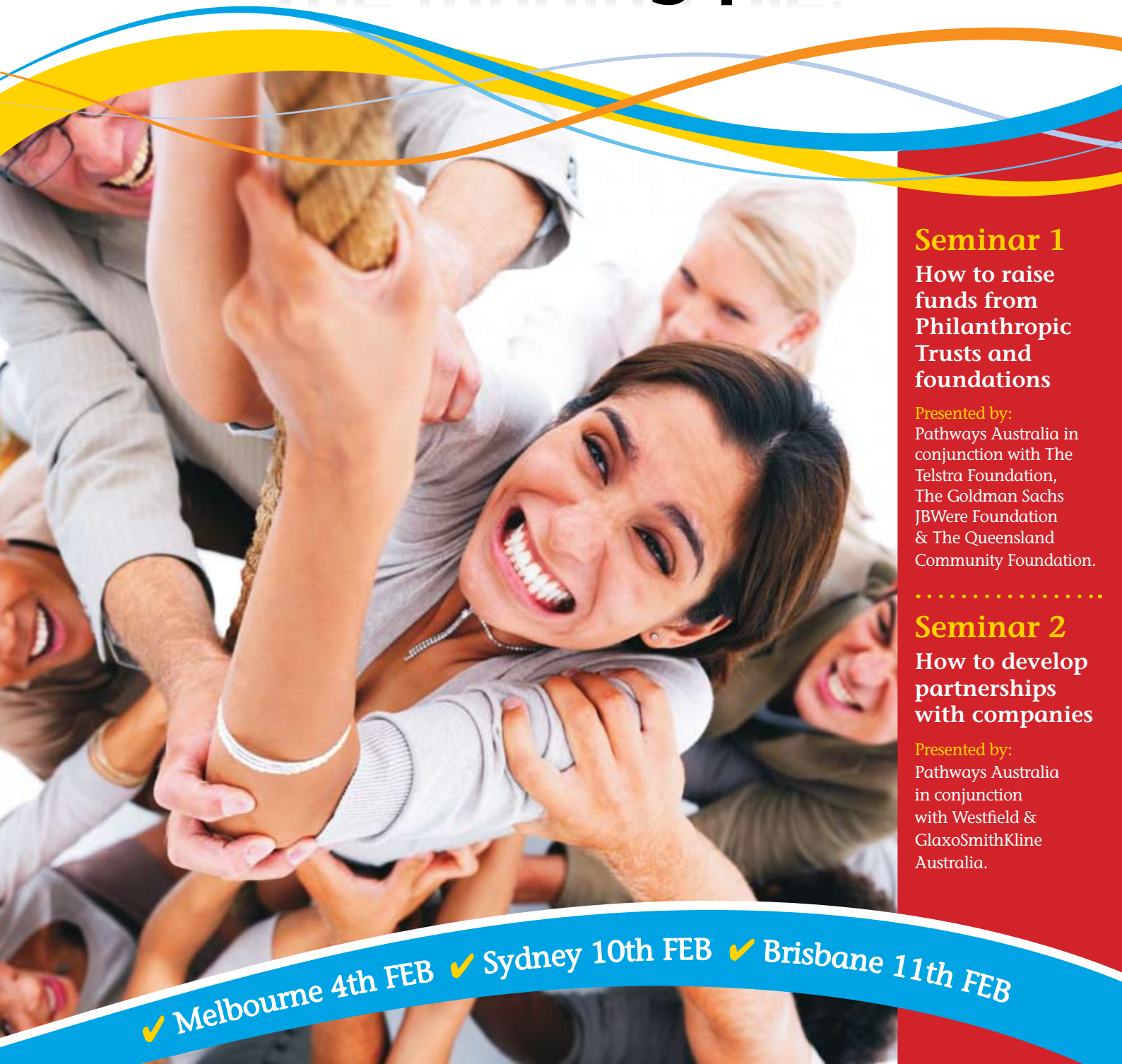
pathways

AUSTRALIA

our mission is to help you achieve yours

2009 Not-For-Profit Professional Development Series

Getting **YOUR SHARE** of the funding pie!



Seminar 1

How to raise funds from
Philanthropic
Trusts and
foundations

Presented by:
Pathways Australia in
conjunction with The
Telstra Foundation,
The Goldman Sachs
JBWere Foundation
& The Queensland
Community Foundation.

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Seminar 2

How to develop
partnerships
with companies

Presented by:
Pathways Australia
in conjunction
with Westfield &
GlaxoSmithKline
Australia.

✓ Melbourne 4th FEB ✓ Sydney 10th FEB ✓ Brisbane 11th FEB

If you can tick *TWO* or *MORE* boxes you should attend these seminars!

Do you ...

- Want to explore new sources of income generation?
- Need to raise funds for equipment or capital projects?
- Want to know how funding decisions are really made?
- Find it difficult to get past the 'gatekeeper'?
- Want to develop partnerships with companies?
- Wonder why many of your approaches to funding bodies aren't successful?
- Want to know how to approach companies for pro-bono advice?
- Feel unsure about how to write a funding application?
- Get frustrated with the poor results you achieve for the effort you make?
- Want to get first-hand advice from people who actually make funding decisions?
- Want corporate experts to volunteer their time?
- Want to raise much more money for your organisation?

These seminars are suitable for ...

- Fundraising and development professionals
- CEOs
- Board and committee members
- Program specialists who have to raise their own funds
- Marketing managers with fundraising responsibilities
- Volunteer co-ordinators
- Proposal-writers
- Anyone who needs advice on fundraising!



Times, Dates and Venues

Seminar 1 (morning)
How to Raise Funds from Philanthropic Trusts & Foundations
9.30am - 12.00pm

Seminar 2 (afternoon)
How to Develop Partnerships with Companies
1.30pm - 4.00pm

4 February, 2009

MELBOURNE
Angliss Conference Centre
555 La Trobe Street (corner of King Street), Melbourne 3000
Code: AM Seminar V200A
PM Seminar V201A

10 February, 2009

SYDNEY
Macquarie Graduate School of Management
Level 6, 51-57 Pitt Street
Sydney 2000
Code: AM Seminar N200A
PM Seminar N201A

11 February, 2009

BRISBANE
UQ Business School Downtown
Level 19, 345 Queen Street
Central Plaza One
Brisbane 4000
Code: AM Seminar Q200A
PM Seminar Q201A



The Programs

Seminar 1 How to Raise Funds from Philanthropic Trusts & Foundations

- How to find information about trusts and foundations
- How best to approach a charitable foundation for support
- How to target foundations to maximize your success
- How applications are sorted.
- The decision making process for selection
- Written applications – what should be included and what should not!
- The sort of projects foundations prefer to fund
- Approaching foundations – the five top *Do's* and the top five *Don'ts!*

Seminar 2 How to Develop Partnerships with Companies

- Where to find information about corporate community support programs
- The various forms of assistance that a company can give (money, pro bono, good/services in kind, volunteers, advice, board members etc)
- The difference between a company's philanthropic activities and its sponsorship program
- How to decide which companies to approach
- Which departments in companies usually handle the community support programs
- Written applications – what should be included and what should not!
- Effectively approaching companies – the five top *Do's* and the top five *Don'ts!*

Our Presenters ...



STACEY THOMAS
National Coordinator, Telstra Foundation
AM Seminar – MEL/SYD/BNE

Stacey has a broad range of experience and expertise in philanthropy, management, communications and community development. She has worked within a trustee company managing the administration of over 300 charitable trusts. Prior to this Stacey also worked for many years in the non-profit sector in both service delivery and strategy with a specific focus on mental health and disability.



JILL DEERING
National Community Manager, Westfield
PM Seminar – MEL/SYD/BNE

Jill Deering's experience includes roles in Government, OH&S, and Human Resources with her two most recent positions as the General Manager of Operations for SCG (a private Cardiology Company) and as the Chief Executive Officer for SIDS and Kids NSW. She has served on a number of charitable boards and institutions including Hope for the Children, Meals on Wheels, and as Deputy Mayor of the Sutherland Shire.



JOHN MCLEOD
Director of Philanthropy, Goldman Sachs
JBWere Foundation **AM Seminar – MEL/SYD**

Formerly a Principal of The Goldman Sachs JBWere Group, John joined Goldman Sachs JBWere's Philanthropic Services team in 2002 after 16 years in resource equity markets. His primary responsibilities include researching and analysing trends in the philanthropic sector, interpreting the findings to provide valuable insights for clients, and forging relationships between clients with a philanthropic interest and the non-profit sector.



SARAH TENNANT
Community Affairs Manager, GlaxoSmithKline
Australia **PM Seminar – MEL/SYD/BNE**

Sarah's role at GSK involves developing GSK's strategic community investment program, managing the GSK community programs as well as external relationships with patient groups. She is a member of the London Benchmarking Group Australia New Zealand Steering Committee, which has an extensive community partnership program focusing on health and science education.



TIM FEELY
Public Trustee, Queensland Community Foundation
AM Seminar – QLD

Tim Feely is a lawyer with over 30 years experience in the Trust Industry. Tim is currently Deputy Director, Client Services, Public Trustee of Queensland. He is the Public Trust Office representative on a number of Government Committees on issues relating to Disability and Ageing. Tim is also responsible for the operation of the Forde Foundation, Lady Bowen Trust, The Queensland Aboriginal and Torres Strait Islander Foundation and the Disaster Appeals Fund.



PETER HOLDSWORTH
Director, Pathways Australia
Seminar Host – MEL/SYD/BNE

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

