



INSTITUTE OF PROFESSIONAL
FUNDRAISING UKRAINE



POINT - Platform for Opportunities and Ideas in Non-Profit Training

Trainers country meeting in Ukraine, 16.02.2016, Kyiv, Museum of Publishing and Books
Organized by: the Institute of Professional Fundraising, Kyiv, Ukraine

Report:

1. Major goals and challenges in training and consultations for non-profit organizations in our country.

Trainers and consultants in Ukraine are facing various challenges in their everyday work. The level of competition is quite high, there are a lot of trainers and consultants provide their services to local NGOs.

One of the main achievements of the Maidan in Ukraine in 2014 is raising awareness of the general public and attention attraction of it to the various needs existing in the country. It resulted in the appearance of so-called "volunteer movement" in Ukraine, which led to the fact that people are collecting huge amounts of money for different spheres (starting from provision for the army divisions due to the warfare in the East of Ukraine, emerged thousands of IPOs, and other projects) funded by small and medium-sized private donations by Ukrainians. All these processes resulted in institutionalization of such initiatives, growing number of new NGOs and their need in systematization and improvement of knowledge on fundraising, its approaches and available instruments for raising money.

Even though NGOs in Ukraine realize their need in additional education for their staff, they usually do not have available funds for this and are applying for small grants programs for organizational capacity development. Which, unfortunately, narrows the list of potential clients ready to pay for services, although the need in such trainings and consultations is tremendous, considering the rapidly developing civil society in Ukraine.

2. Recruitment process for the Training for Trainers School in April (recruitment rules, list of candidates).

The recruitment process for the Training for Trainers School in Czech Republic was conducted according to the Rules, provided by Czech Fundraising Center and included the following criteria:

1. *Each participant should have solid experience and a proven track-record in non-profit training or consultation (mentoring, coaching, facilitation etc.).*

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To make sure that all potential participants fit this criterion we've collected the information on the training they've delivered during 2015 and submitted this information to our Czech partners.

2. *Each participant should be motivated to continue and develop her/his knowledge, skills and attitudes in training or consulting.*

To make sure that all potential participants fit this criterion we've collected their Letters of Interest/ Motivation letters (please, see attached in separate files).

3. *Each participant should be committed to serving as trainer/consultant for non-profit organizations in the future.*

To make sure that all potential participants fit this criterion we've conducted personal interviews with each of them and received confirmation of their commitment to being trainers/consultants.

4. Each participant should be willing to share her/his knowledge, know-how and experience in training and consulting and other support services within the POINT platform.

Please, see Section 5 of this report.

5. Each participant should submit a motivational letter of interest stating all of the above, including their personal motivation to participate and their future plans as trainers and consultants - and send it by February 28th to the project partner organization in her/his country and to the project leader, the Czech Fundraising Center (to email address: jana.ledvinova@fundraising.cz).

Please, see attached in separate files.

3. Expectations from the Training for Trainers School in April (key knowledge, skills and attitudes which should be supported and developed).

Olga Sergeeva, EveryChild

My expectations from ToT are as follows:

1. To learn new training techniques and receive new skills of work within the multinational audience;
2. To determine universal principles of work of trainers as well as strategies of training program building depending on the different context of countries;
3. To widen the network of trainers' contacts and start new partnership relationships with other participants of the ToT.

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Mark Skakun, All-Ukrainian Public Organization "Magnolia"

Skills to be developed: How to work with "problem" participants? How to work with groups with more than 16 participants? How to catch participants attention and never let it go :)?

To practice "hands-on approach" to learning and teaching.

Viacheslav Zyrianov, Ukrainian Charitable Organization "Down Syndrome"

My expectations from ToT are that it will be an interesting and useful time for all of us. I hope to get to know something new. Possibly, to learn about new fundraising practices from my colleagues, share my practical experience, hear answers to my questions. I hope to meet new people, widen my network of contacts that will help running joint projects in future.

Iryna Bilous, Pact, Inc.

My genuine interest lies in wanting to participate in specialized level of trainings which allow me grow professionally, be equipped with the most recent trainer's instruments and approaches. This interest is reinforced with my ability to be open to new opportunities and knowledge, learn, analyze, adopt received information and use it in practice.

4. Suggestions and ideas for specific curricula and training courses that could be developed during the ToT in April 2016 by the group of international trainers and shared through the network.

Suggested Topics:

- 1) Innovation in Fundraising: How to manage innovative ideas in organizations for fundraising purposes.
- 2) Sharing Trainers toolbox: innovating instruments and approaches
- 3) Failures, how to "celebrate" them.
- 4) Instruments and *ideas for* cooperation between the training participants under POINT platform beyond the training week
- 5) Private Donors
- 6) Games in teaching Fundraising: Management Games, Role Playing, Quizzes
- 7) Blended Learning Approach
- 8) Web-based training programs

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5. Expectation from the POINT platform (what can the network do to support the development of non-profit training and consultations in our country).

Expectations from the POINT platform:

1. To develop in-country expertise and leadership focused on resource mobilization capacity building by sharing experiences with trainers/consultants from other countries
2. To create a handbook of best training practices
3. To conduct web-meetings on monthly/quarterly basis
4. To widen the network of trainers' contacts
5. To start new partnership relationships with other participants of the ToT
6. To invite each other to each home countries

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