

Fundraising and engagement toolkit

Thursday 2 November 2023

Programme

Timing	Topic	Speaker
09:30	Coffee and registration	
10:00	Delegate introductions and aims of the day	All
10:15	Setting up the development office Managing expectations and working with senior leaders Setting targets and budgeting	Becki Mckinlay Director of External Relations Monkton Combe School
11:15	Mid-morning coffee break	
11:30	Creating your case for support Creating your fundraising strategy	Kathrin Ostermann Director of Development and Alumni Engagement City of London School
12:30	Lunch and a tour of Monkton Combe School	
14:00	Fundraising and engagement techniques	Becki Mckinlay & Kathrin Ostermann
15:00	Building your network Networking tea with speakers and delegates	All
16:00	Close	