

# SO YOU WANT TO BE A FUNDRAISER



**Interlink**  
Orthodox Jewish Voluntary Action

HERE'S WHAT YOU NEED TO KNOW.

## 1. Which skills do I need to have as a grants writer?



Be  
Organised



Be  
Persistent



Have good  
communication  
skills



Have good  
research skills



Have a basic  
understanding  
of finance and  
budgets



Be passionate  
about your  
cause

## 2. What do I need to know before I start?

### You will need to understand your charity well.

- You will need to have a passion for the organisation you are trying to fundraise for and all the good work it is doing to make the world a better place.
- You will need to be able to express that passion in your writing, but your grant writing will need to be structured and to the point.
- You will need a thorough understanding of your charity's history, vision, mission, governance, operations and finance.
- You will need to learn how to describe the community you represent correctly.

### You will need to learn technical skills

- You will need to understand what is meant by needs, aims, outcomes and outputs, by impact and objectives, and use these terms in your work.
- You will need to identify suitable funding opportunities, learn how funders choose which charities and projects they will fund and how to give your charity the best chance of obtaining that funding.

### You will need to understand the context

You will need a good overview of how charities are governed, financed and operated and about regulatory compliance. You will also need to have a good understanding of the constantly evolving political world and the unique environment in which your charity operates.

### You will need to appreciate the importance of your role in enabling the charity you represent to continue its important and life-enriching work.

The first two years of fundraising are the most difficult, particularly for new charities. Don't get disheartened by refusals; power through. In fundraising, success breeds success. Once several funders begin to trust and invest in your charity, other funders are more likely to invest too.

### 3. What needs to be in place before I begin fundraising?

- A bank account in the name of the charity.
- Charity's governing document (in most cases).
- Appropriate policies and procedures.

### 4. How do charities fund their activities?



### 5. Where can I find details of funding opportunities?

- **Interlink monthly mailings.** Free monthly mailings and bulletins are sent to all members with information about the latest funding opportunities and other developments.
- **My Funding Central.**
- **NCVO's funding section.**
- **The Bridge Renewal Trust.**
- **The Funds Online database** from the Directory of Social Change (DSC).
- **Partnership Bids.** Interlink bids for consortium grants. These are partnerships where several organisations work together to access joint funding. Details of potential opportunities are advertised to members in the monthly mailings or bulletins.

### 6. Which types of activities are difficult to fund?

- Educational and medical activities are ineligible for many funding opportunities, as they overlap with statutory services.
- Religious activities. Some grant-makers will fund faith-based charities but not for activities that promote religion.

## 7. How can I make my charity more fundable?

- Ensure the charity has a positive reputation.
- Develop and articulate a clear vision for the charity.
- Comply with all relevant laws and regulations.
- Develop good systems and keep records, particularly for finance, monitoring and feedback.
- File clear and compliant accounts, on time.
- Name your significant funders in your accounts; it gives the charity credibility.

Looking for answers to charity-related questions?

Email:

[admin@interlink-foundation.org.uk](mailto:admin@interlink-foundation.org.uk)

Visit:

[www.interlink-foundation.org.uk](http://www.interlink-foundation.org.uk)

Our Fundraiser's Induction Course is a bespoke course targeted at fundraisers who are looking to gain a solid grounding in fundraising and grant-writing. To learn more, visit:

[www.interlink-foundation.org.uk/fundraisers-induction](http://www.interlink-foundation.org.uk/fundraisers-induction)