

## NGO Financial Sustainability

Tuition fee: EUR800

The purpose of this course is for participants to go beyond discussing their NGOs financial resources (or lack thereof) as a problem, and actively plan for a solution that lasts.

Ideal for: Leaders of organisation who bear responsibility for the financial sustainability of their organisation, department or country office. We recommend at least 5 years relevant experience before attending this course.

Time	Session (as the course is very participative all times might vary slightly)
<b>Day 1</b>	
9.00 – 9.30	Welcome
9.30 – 10.30	Introduction to Financial Sustainability
10.30 – 11.00	<b>Coffee &amp; Tea Break</b>
11.00 – 12.30	Guided Group Discussion: What exactly is Financial Sustainability for you?
12.30 – 13.30	<b>Lunch and work Break</b> (time to respond to all those urgent messages)
13.30 – 15.00	The Doughnut NGO: Lessons learned from MzNs 400+ financial sustainability projects over 15 years and how it applies to your organisation
15.00 – 15.30	<b>Coffee &amp; Tea Break</b>
15.30 – 16.30	The Numbers: Income and Financial Risk Assessment to pinpoint origins of Financial Sustainability Risk
<b>Day 2</b>	
9.00 – 10.00	Solutions we can action next week: Targeted Income diversification, cost recovery optimisation, Funding Grid Analysis
10.00 - 11.00	<b>Discussion over coffee &amp; Tea</b>
11.00 – 12.00	Solutions we can action in the next 3 months: Optimizing grant income portfolio, developing private sector pitches (the basics), Analysing the true costs base
12.00 – 12:45	<b>Lunch and work Break</b> (time to respond to all those urgent messages)
13.00 – 14.30	Solutions we can action in the next year: Restructuring options that boost financial sustainability, Better scope control in funded projects, Communicating change to staff, boards and partners.
14.30– 14:45	<b>Coffee &amp; Tea Break</b>
14:45– 16:30	Using MzN's digital Roadmap planning tool (will be provided for continued use) each workshop participant will plan and present their roadmap to improve their financial sustainability.
<b>Learning and improving does not end when the course does.</b>	