

FUNDRAISING FOR AFRICAN NONPROFITS TRAINING

DATE: 26TH - 28TH AUGUST TIME: 9:00 AM to 5:00 PM

LOCATION: Villa Rosa Kempinski, Nairobi Kenya

20 25



MUSLIM PHILANTHROPY INITIATIVE
LILLY FAMILY SCHOOL OF PHILANTHROPY
Indiana University



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CAPSI
Centre on African Philanthropy
& Social Investment

ABOUT THE ORGANIZERS



Indiana University seeks to convene, train, and empower a new generation of Muslim philanthropic and nonprofit leaders. Indiana University has been at the vanguard of philanthropy education since the Center on Philanthropy at Indiana University was founded at IU Indianapolis in 1987

Led by the center, Indiana University established the field of philanthropic studies with the nation's first bachelor's, master's and P.h.D. degrees, as well as the nation's first endowed chair in philanthropy. We organize symposiums and seminars, hold training programs, and conduct research in this under-studied area.

MPI was established in 2017 as an initiative of Lake Institute on Faith and Giving and the Lilly Family School of Philanthropy dean's office. Muslim philanthropy is one of the most diverse faith communities in the United States, and under perpetual scrutiny by media, scholars, the public, and government. The Muslim nonprofit and philanthropic sector is seeing dramatic growth in response to its ongoing challenges.

www.iu.edu



United Mission for Relief and Development (UMR) is a registered 501(c) (3) non-profit organization focused on providing both aid and relief as well as developing sustainable solutions that have long-lasting impact in vulnerable parts of the world. We work across America, the Horn of Africa, South Asia and the Middle East, specializing in several sectors, including health, WASH (Water, Sanitation, and Hygiene), education, child protection, and socio-economic capacity building. Our programs seek to not just deliver relief, but to develop long-term capacity toward resilience. www.umrelief.org



Bloodlink Foundation (BLF) is a non-profit charitable trust established in 2004 and duly registered under the laws of Kenya. Mission: To lead in information, education and mobilization of organizations towards realization of social responsibility. www.bloodlinkfoundation.org



Impact Africa Consulting Limited is a leading sustainability and strategy advisory firm in Africa. We specialize in Sustainability Advisory, Training and Capacity Building, Enterprise Support Services and Impact Assessment and Reporting. We support businesses, investors, governments and development partners. Our main goal is to contribute to sustainable development by adding value to your core business. We are leaders in supporting organizations across Africa with resource mobilization and fundraising strategies as well as grant management. More about us is available on www.impactingafrica.com

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Through its renowned Centre on African Philanthropy and Social Investment (CAPSI), Wits brings academic depth, cutting-edge research, and a strong pan-African voice to conversations on sustainable development and resource mobilization. Their partnership strengthens our shared goal of equipping African-led organizations with the tools and insights needed to thrive in a changing funding landscape.

www.capsi.co.za



REGISTER HERE: <http://bit.ly/fundraisingcourseforNGOs>



OVERVIEW

Nonprofit organizations face unique challenges; they are often smaller in size, rely on crisis- fundraising, and are under-resourced.

To address these needs, we offer a two-day training program, Fundraising for African Nonprofits, specifically designed for organizations working within the African philanthropic space.



This comprehensive training provides practical fundraising techniques tailored for nonprofits with smaller budgets, while also teaching key principles of effective and ethical fundraising.

Led by experienced professionals and esteemed scholars, the training includes an in-depth study of nonprofit fundraising, key principles, and proven field developments.

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WHAT PARTICIPANTS WILL LEARN



- ❖ Tools and techniques to make fundraising easier and more successful
- ❖ How to develop a fundraising plan using the art and science of fundraising
- ❖ Insights from over 2,000 fundraisers who have seen improvements in ease, stress reduction and funds raised
- ❖ Data-driven fundraising strategies
- ❖ Key data on fundraising giving trends
- ❖ How to build a convincing case for financial support
- ❖ How to choose the right fundraising vehicle for your nonprofit
- ❖ Choosing the best fundraising approaches for your organization
- ❖ Inspiring leadership to support fundraising success
- ❖ Creating a sustainable fundraising model using limited resources
- ❖ How to engage other volunteers to play an active role in achieving fundraising goals

WHO SHOULD ATTEND THIS TRAINING?

- ❖ Your board members and trustees.
- ❖ Your senior management and resource mobilization staff
- ❖ Your program staff and volunteers
- ❖ Your key donors who contribute to successful fundraising

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WHAT PARTICIPANTS WILL RECEIVE

- ❖ CFRE Education Points
- ❖ Comprehensive Study Guide
- ❖ Networking Opportunities
- ❖ Hands-on Experience
- ❖ Donor communication training
- ❖ Access to reports on donor behavior and trends
- ❖ Templates, tools, and resources
- ❖ Professional Development Certificate from the Lilly Family School of Philanthropy, Indiana University, upon completion of the training

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Day 1 Agenda

Time	Session
8:30	<ul style="list-style-type: none">Registration
9:00	<ul style="list-style-type: none">Course Introduction and Objectives
9:15	<ul style="list-style-type: none">Participant Introductions and ExpectationsPhilanthropic Traditions and Giving Practices
10:15	BREAK
10:30	<ul style="list-style-type: none">Today’s Philanthropic Landscape and Giving DataThe Fundraising Cycle / The Six Rights of FundraisingThe Right Reason: Case for Support Mission Statements
1:30	LUNCH
2:00	<ul style="list-style-type: none">The Right GiftGift Range ChartsFundraising Readiness Assessment
3:15	BREAK
3:30	<ul style="list-style-type: none">The Right Person: Staff, Board of Directors, VolunteersDeveloping Constituencies
5:00	ADJOURN

DAY 2 Agenda

Time	Session
9:00	<ul style="list-style-type: none">Review and ReflectThe Right Amount: AbilityQualifying Prospective DonorsThe Right Time
10:15	BREAK
10:30	<ul style="list-style-type: none">Making the Philanthropic Request
12:30	LUNCH
1:30	<ul style="list-style-type: none">Action Plan
	<ul style="list-style-type: none">Data Driving Fundraising Banquets
3:00	BREAK
3:15	<ul style="list-style-type: none">Action Plan
	<ul style="list-style-type: none">Develop an individualized checklist/plan to guide your organization’s fundraising efforts
4:30	<ul style="list-style-type: none">Course Wrap Up & ReflectionsEvaluation of ExpectationsCourse EvaluationsGraduation
5:00	ADJOURN

DAY 3 Agenda

Seminar

TRAINING PROGRAM

TRAINING FACULTY

Learn from a team of international and local industry experts



Shariq Siddiqui, JD, Ph.D.

Assistant Professor of Philanthropic Studies
Director, Muslim Philanthropy Initiative

Dr. Shariq as a lead trainer, brings decades of experience and has trained professionals globally. He is Director of the training program and Assistant Professor of Philanthropic Studies at Indiana University Lilly Family School of Philanthropy.



Dr. Abed Ayoub

UMR President and CEO

Dr. Abed Ayoub brings decades of experience in the relief sector to his role as an instructor. He holds a PhD in International Development and has served as the CEO of Islamic Relief USA. In 2010, Dr. Ayoub was appointed to the U.S. Agency for International Development's (USAID) Advisory Committee on Voluntary Foreign Aid (ACVFA) and was reappointed in 2013, completing two terms. During his tenure, he provided critical advice, analysis, and recommendations on global developmental issues.



Dr. Edward Mungai

CEO, Impact Africa Consulting Ltd

Dr. Edward, brings over 15 years of experience in fundraising and resource mobilization and has trained professionals across the continent. He is the Lead Consultant and Partner at Impact Africa Consulting Limited and Faculty Member at Strathmore Business School teaching executive education.



Joseph Wangendo

Africa CDC

Joseph is a seasoned resource mobilization expert with over 25 years of leadership across Africa and globally. As Senior Technical Officer at Africa CDC, he supports initiatives advancing public health priorities. He has led capacity-building efforts with institutions such as Indiana University, Harvard University, Aga Khan University, and the American Cancer Society. As Founder of Bloodlink Foundation and former CEO of St. John Ambulance Kenya, he has championed health policy reforms and program innovation. Joseph continues to guide organizations in developing sustainable, results-driven fundraising strategies.



TRAINING AT A GLANCE

Fundraising for African NGOs

Date: August 26–28, 2025

Venue: Villa Rosa Kempinski, Nairobi

Investment

USD
1000

All inclusive of:

- ❖ Full training sessions
- ❖ Conference entry
- ❖ Training materials and templates
- ❖ Certificate of Professional Development from Indiana University
- ❖ Gourmet meals and refreshments
- Access to post-training alumni network and resources

Walk away fundraising ready with the tools, skills & strategy to build financial sustainability for your organization

REGISTER HERE: <http://bit.ly/fundraisingcourseforNGOs>



Scan to Register



CONTACT US



Solomon Irungu



+254 701 201 985



contact@impactingafrica.com



www.impactingafrica.com



Jeanette Ngwachi



+254 718 213 385



jeanette@bloodlinkfoundation.org



www.bloodlinkfoundation.org