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perspective here are  
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of establishing  
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you engage bright minds  
by bringing together key  
movers and shakers from  
businesses across the  
community these leaders  
thinkers and doers can

analyze research plan  
and implement using  
their knowledge and  
experience  
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used for gaining funding  
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partnerships this could  
be through a grant  
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solidify what corporate  
engagement opportunities  
you can offer assess  
what opportunities you  
can provide to corporate  
partners and their  
employees to see your  
mission in action  
determine how these  
touchpoints can support  
filling any gaps or  
emerging needs of your  
organization what  
sponsorship  
opportunities are  
available at your  
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to strengthen nonprofit  
partnerships 1 event  
sponsorships bring  
corporate partners in to  
provide financial  
support for a larger

scale event such as a  
fundraiser gala or  
endurance event a  
sponsored event is a  
great avenue to bring  
your aligned vision to  
life intimately and  
authentically

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web most of the publicly  
available data on  
corporate partnerships  
and support are on  
financial support  
because it is more  
easily measured than non  
financial or mission  
related support over the  
last decade corporate  
sector funding of nfps  
has increased  
dramatically to 17 6bn  
in 2016 figure one  
financial support has  
continued to

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fundraisers have for a  
number of organisations  
returned to the streets  
and charities have found  
innovative ways to  
engage with donors in  
recent months however  
there is no doubt that  
times remain tough and  
that local lockdowns  
social restrictions and  
the collective  
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everywhere conference  
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change and  
discrimination are at  
the top of a long list  
of significant problems  
these problems are too  
big for any organization  
to solve on their own  
however purpose driven  
partnerships between  
companies and charities  
offer us hope and  
solutions so we need  
corporate fundraisers to  
step up and build those  
partnerships  
**attracting a corporate  
partner adaptability caf**

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to help your charity  
become more competitive  
in attracting corporate  
partners take a  
partnership approach one  
of the most fundamental  
differences between  
corporate fundraising  
and charities most  
common sources of  
funding grants from  
trusts and foundations  
is the relationship  
style

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rapport emphasise the  
fit between your two  
organisations find out  
their objectives agree  
to have a follow up  
meeting so the first  
place to start is by  
telling them a powerful  
and emotional story  
about how your charity  
changes lives when  
engaging corporate  
prospects you want to

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follow the nspcc  
approach to fundraising  
which is

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web a fundraising plan  
is a must to enable your  
organisation to have the  
confidence that it can  
generate income and run  
the services it provides  
the fundraising sources  
support from individuals  
corporates and grant  
making bodies are just  
three key areas to  
source income for your  
charity going digital

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establishing corporate  
fundraising partnerships**  
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corporate fundraising  
partnership is a  
mutually beneficial  
relationship between a  
nonprofit organization  
and a business the  
nonprofit organization  
typically provides a  
service or product that  
the business desires

while the business  
provides resources such  
as funding staff and  
promotional support to  
the nonprofit  
organization

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