

FAB Basics	Generic competences	HR – Leadership – Managing People (Self-management, working with others) – Problem solving – Time management - ...
	Fundraising competences	<p>Basics specifically for fundraisers (based on the EFA framework):</p> <ol style="list-style-type: none"> 1. Communicating a case for support (identify organisation’s fundraising requirements, establish a case for support/ communicate a case for support) 2. Managing resources for fundraising (research and analyse information to support an organisation’s fundraising strategy/ Plan, organise and allocate resources for fundraising/ Manage a productive working relationship with suppliers) 3. Managing fundraising (Develop a fundraising strategy, Implement the fundraising operation, evaluate effectiveness of the fundraising strategy, evaluate the effectiveness of fundraising)
FAB In Depth	Masterclasses/ workshops	<p>In-depth sessions (theory and techniques): Direct Marketing / Strategic Planning / Data-driven fundraising / Donor Journeys / Marketing & Communication/ Ethics in Fundraising / Crisis Communication ...</p>
	Expeditions	<p>Learning networks on themes from in-depth workshops and masterclasses Junior (de Wervers) / Senior</p>
FAB Trends	FAB Conferences (4/year)	Four conferences per year on trending themes. In 2020: 1. Non-profit legislation 2. GDPR 3. Personal wellbeing on the job 4. Ethics in fundraising/ relation provider-ngo’s
FAB Specials	Inspiration session ‘introduction into fundraising’	Target audience : session for new (potential) members
	Fundraising for non-fundraisers	Target audience : board/management of existing organisations that raise funds & staff members of organisations that want to start raising funds.