

ADRRN

Asian Disaster Reduction & Response Network

Fundraising Training Programme For ADRRN Member Organisations

Are you spending too much time chasing funding opportunities that don't quite fit?
Do proposals take longer than they should — or come back unsuccessful without a clear sense of why?

ADRRN is launching a new online fundraising training programme designed specifically for smaller member organisations. Across five focused 90-minute sessions, you will build a systematic approach to fundraising — from knowing who your best donor targets are to writing proposals that land.

Each session combines short facilitator input with practical exercises using real material from your own organisation. Between sessions, you will complete short assignments and receive individual feedback — so you arrive at each session having already made progress.

What you will cover

#	Session	What you will work on
1	Foundation 1 st September 2026 08.30 UTC	Understanding your organisation, your current funding position, and the case for a more strategic approach
2	Strategy 22 nd September 2026 08.30 UTC	Identifying your best donor targets, mapping relationships, and turning gaps into an action plan
3	Storytelling 13 th October 2026 08.30 UTC	Building the narrative that makes donors want to fund your work — finding your voice and your message
4	Proposals 3 rd November 2026 08.30 UTC	Proposal planning, compliance, what makes reviewers say yes (and no), and why your budget must match your story. Using AI to support your applications.
5	Application 24 th November 2026 08.30 UTC	Peer review of your draft concept note, individual action planning, and leaving with a submission-ready document

What you will leave with

- A completed Fundraising Strategy Canvas mapping your current income, key relationships, and priority targets
- A clear, compelling narrative about your organisation's work — ready to adapt for any donor or format
- A draft concept note for a real funding opportunity, with individual feedback from the facilitator
- A personal action plan with named targets, deadlines, and next steps
- Ongoing access to the full ADRRN Fundraising Toolkit and facilitator support

Programme details

Format	Five online sessions of 90 minutes each, delivered via Zoom or Teams
Dates	Sessions will run at three-week intervals between September and November 2026.
Schedule	Sessions 1–5: 1 – 2 sessions per month across a three-month period (September, October, November 2026)
Language	All sessions will be conducted in English
Commitment	Participants are asked to commit to all five sessions and the between-session assignments. This is what makes the programme work. <i>Certification will be provided to those who attend all 5 sessions and complete the between-session assignments.</i>
Cost	Free of charge for ADRRN member organisations
Facilitator	Frances Hill, Business Development Manager, ADRRN

Who is this for?

This programme is designed for staff in smaller ADRRN member organisations who are involved in fundraising — whether as a dedicated fundraising role, as part of a broader management remit, or simply because it falls to them to write proposals. No prior fundraising training is required.

It will be most valuable to those who:

- Are currently reactive in their fundraising — responding to calls for proposals rather than proactively targeting the right donors
- Find proposal writing time-consuming and are unsure what reviewers are really looking for
- Want to diversify their funding base but don't know where to start
- Are submitting proposals but not getting the results they hoped for

A note on commitment

This programme is designed as a complete journey — each session builds directly on the last, and the between-session assignments are where much of the real work happens. We ask that participants commit to attending all five sessions and completing the assignments. We appreciate this is a meaningful time commitment, and we have designed the programme to make every minute count.

Those who complete all 5 sessions and between-session assignments will be presented with a Certificate of Completion. Those who are attending the ADRRN AGM in Bangkok in December will be presented with these in person, those unable to attend will be sent their Certificate of Completion electronically

Register your interest

We need to limit attendance to 25 for this initial cohort to ensure every participant gets meaningful individual attention and feedback. If you are interested in taking part, please register your interest by filling out the [application form](#).

Preference will be given to those who can confirm full attendance.

Please also note that this is the first of such trainings, and if you are not accepted onto this course, there will be another two in 2027, funding permitting.

Frances Hill

Business Development Manager, ADRRN