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Fundraising course in Constanta

The Erasmus+ programme of the European Union encourages personal development in many ways and one of them is financial and management education for young entrepreneurs and disadvantaged groups. It's important to have basic knowledge of how to raise funds for implementating projects. Fundraising is the process of seeking and collecting voluntary financial contributions by involving individuals, businesses, charitable foundations, or government agencies. Although fundraising usually refers to efforts to raise money for non-profit organizations, it is sometimes used to refer to identify and solicit investors or other sources of capital for for-profit enterprises. In this context, TEAM4Excellence hosted the second sessions of Fundraising Internationally place in Constanta, Romania.

The Fundraising Internationally project was implemented by:

- **TEAM4Excellence Association**, Romania
- **No Shame Fondation**, Poland
- **Sopro – Solidariedade e Promocao ONGD**, Portugal

The aim of the Fundraising Internationally Course is to offer basic knowledge on how to raise funds for project implementation, to explain new tools and techniques for establishing cooperation with donors and sponsors and to develop analytical and logical thinking, communication competencies and management. It is also important to develop the cooperation in a group and conducting activities in a language other than the mother tongue among the international team at a specialist level.

The Fundraising Internationally Course took place in Constanta, between 25 of October – the 1st of November 2022 and brought together 18 participants from Poland and Romania.

The event began with a welcome message addressed by Assoc Prof Dr Nicoleta Acomi, representative of the TEAM4Excellence Association, and continued for six days under the guidance of Cornel Marcu, trainer, psychotherapist and motivational speaker.

In the first part of the event, the participants learned about fundraising, brainstormed on the directions of action, reflected on own previous activities and experienced public speaking. Having an overview in terms of fundraising, the following steps helped them to create an image of their future organization. Participants identified the main core values of their projects, including moral values and practical skills in a teamwork such as being assertive, thinking outside of the box, being open-minded. In small groups,

they concluded on one core focus for their future organization. Some ideas were about education for disadvantaged groups and the others about social stigma and shame.

During the following days, each group created a 10 years plan for the organization, from the name of the organization, the number of employees, goals & activities and continued with creating events to raise funds and solve a problem. For example, some of them organized an event to renovate schools in disadvantaged areas.

The last day of the course was dedicated to presentation of the group activity results. Each group presented the team, resources needed and their organizational strategy for promoting the mission for raising funds and achieving own goals.

By joining this course, the participants gained new experiences and learned new tools and techniques for establishing cooperation with donors and sponsors to apply in their organizations and communities. These will further assist project partners to help groups of young people the develop analytical and logical thinking skills for conducting activities in the next period with financial support provided by the Erasmus + programme of the European Union, project no. 2021-1-PL01-KA153-YOU-012240.

What's next?
The next course "Budget training and development of an annual plan fundraising for organizations" will be held in Portugal on between 21 - 28 February 2023.