



## How to use storytelling for fundraising

<https://www.techsoup.net.nz/learn/articles/how-use-storytelling-fundraising-webinar>

*Content:* Fundraising, whether it be crowdfunding, pitching to investors, or applying for grants, is fundamentally about storytelling. This session will help you identify how you can use the power of storytelling to engage with supporters and rally your community to raise funds for your project. The session will explore several case studies of both successful and unsuccessful social change fundraising campaigns.

*Presenting Organisation:* Techsoup

TechSoup New Zealand is a programme run by Connecting Up, Inc. This is the brand under which Connecting Up and TechSoup administer technology donation & discount programs of companies such as Microsoft, Symantec, SAP and many more to eligible not-for-profit organisations in New Zealand. Connecting Up, Inc. is a not-for-profit organisation that works to unleash the power of not-for-profits by providing a variety of information, products, resources and programs. We also help to develop relationships with business, community and government sectors for the development of the not-for-profit sector.

*Presenter/s:* Mikey Leung, Digital Storytellers  
Natasha Aiken, Digital Storytellers

*Date:* 29-Oct-2014

*Related Resources:*

<https://www.techsoup.net.nz/sites/default/files/ch/Storytelling%20for%20Fundraising.compressed.pdf>



## New financial reporting for accountants of small charities

<https://www.youtube.com/watch?v=d-y1vKaPXpE>

*Content:* Although originally aimed at accountants or those with an accounting background, this resource is also useful for treasurers or anyone in an organisation wanting more in-depth information on specific areas of the Performance Report for Tier 3 and Tier 4 charities.

*Presenting Organisation:* Charities Services, DIA

Charities Services, Ngā Rātonga Kaupapa Atawhai is part of the Department of Internal Affairs, and administers the Charities Act 2005. Their role is to promote public trust and confidence in the charitable sector and to encourage the effective use of charitable resources.

*Presenter/s:* Julia Fletcher, DIA  
Aimy Luu Huynh, XRB

*Date:* 26-Jul-2016

*Related Resources:*

<https://charities.govt.nz/assets/Uploads/New-Financial-Reporting-for-Accountants-of-Small-Charities-Webinar-July-2016-Handout-189415.pdf>

<https://charities.govt.nz/assets/Uploads/QA-Webinar-New-Financial-Reporting-for-Accountants-of-Small-Charities.pdf>



### Cash Flow Statements

<https://charities.govt.nz/news-and-events/webinars>

*Content:* Under the new reporting standards, charities using Tiers 1-3 must complete a Statement of Cash Flows. For some charities, this will be a new thing and it can be tricky the first few times. In this webinar we will cover: what is a Statement of Cash Flows and how does it differ from other financial statements, an easy method of calculating your cash flows without having to sort through your bank statements, a chance to ask questions.

On completion of the webinar, you will understand the principles behind a cash flow statement and have the tools to be able to calculate your own one for your charity.

*Presenting Organisation:* Charities Services, DIA

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*Date:* 02-May-2017



## Minimum Categories

<https://charities.govt.nz/news-and-events/webinars>

*Content:* Under the new reporting standards for Tier 3 and Tier 4 charities, revenue/receipts and expenditure/payments must be reported according to certain minimum categories. In this webinar we will cover: what are the minimum categories and what is the rationale for each category, how to determine which category to record items under, guidance on breaking down and renaming the minimum categories, a chance to ask questions. On completion of the webinar, you will understand how to use and present the minimum categories and how to apply them to your own charity.

*Presenting Organisation:* Charities Services, DIA

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*Date:* 25-May-2017



## Best practice grant-seeking for small organisations

<https://www.techsoup.net.nz/webinar-recording-best-practice-grant-seeking-small-organisations>

*Content:* There are so many great organisations out there that are under-resourced and under-funded, and it seems like there's no time to plan your grants program. This can mean you end up just shooting off grant applications reactively whenever you notice a funding round. Beware – such thinking can only lead to the failure of your grants program! In this webinar Harriett Carter from Strategic Grants teaches you the basic, best-practice must-haves of a successful grants-program and how to avoid the most common pitfalls of those new to grant-seeking.

*Presenting Organisation:* Techsoup

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*Presenter/s:* Harriett Carter, Strategic Grants



## **Are you new to a grants role in a charity or nonprofit organisation, or is your nonprofit just beginning to seek grants for the first time?**

<https://www.strategicgrants.co.nz/training/grants-webinar>

*Content:* This introductory webinar provides an overview of basic grant-seeking processes for New Zealand nonprofit organisations, including: why wasn't an application successful?; types of grants; getting your organisation grant-ready; getting your project grant-ready; grants research; relationship building; application writing.

*Presenting Organisation:* Strategic Grants

Fundraising and writing professionals who work with non-profit organisations to establish sustainable, cost-effective grant-seeking strategies to deliver projects that fulfil their organisational missions. This organisation sells NGOs a system called GEMS Grants Systems to help organisations manage funding applications.



## Advanced application writing

<https://www.strategicgrants.co.nz/advanced-webinar-writing-payment>

*Content:* For those who have attended courses or viewed the Introduction to Winning Grants Webinar - a 'deeper dive' into best-practice principles.

*Presenting Organisation:* Strategic Grants

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### Not-for-profit finance fundamentals

<https://www.iod.org.nz/Director-Development/Courses/Course/ProductTypeId/107>

*Content:* Not all board members are finance experts, but as a board member you have a collective responsibility to keep an eye on the finances and understand what the financial information is telling you. The New Zealand requirements for financial reporting have changed so board members of not-for-profit entities (including charities) need to understand their external reporting requirements. This course will support your understanding in the fundamentals of finance, as well as the reporting requirements for your organisation.

*Presenting Organisation:* Institute of Directors

The Institute of Directors in New Zealand connects, equips and inspires more than 8,000 members, to add value across New Zealand business and society through thought leadership, an extensive network, professional governance courses, events and resources.





## Fundraising basics

<https://www.youtube.com/watch?v=CY6r5urEyaE>

*Content:* A short overview of the basics of getting involved with fundraising.

*Presenting Organisation:* Cochrane

Cochrane exists so that healthcare decisions get better. During the past 20 years, Cochrane has helped to transform the way health decisions are made. They gather and summarise the best evidence from research to help you make informed choices about treatment.

*Presenter/s:* Kathelene Weiss, Cochrane

*Date:* 15-Mar-2017



### **How nonprofits can attract corporate funding: What goes on behind closed doors**

[https://ssir.org/webinars/entry/how\\_to\\_attract\\_corporate\\_funding](https://ssir.org/webinars/entry/how_to_attract_corporate_funding)

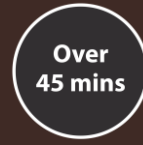
*Content:* This webinar discusses: Sharing a vision: how to identify a company's philanthropic goals and understand whether its goals match your own; building a case: how to best position your work, your vision, and your strategy to attract corporate funding; sharpening communications: How to talk about your impact in a way that forges a deep connection with corporate funders; building relationships: how to leverage your board and leadership team to rally for you.

*Presenting Organisation:* Stanford Social Innovation Review

Stanford Social Innovation Review (SSIR) informs and inspires millions of social change leaders from around the world and from all sectors of society—nonprofits, business, and government. With webinars, conferences, magazines, online articles, podcasts, and more, SSIR bridges research, theory, and practice on a wide range of topics, including human rights, impact investing, and nonprofit business models. SSIR is published by the Stanford Center on Philanthropy and Civil Society at Stanford University.

*Presenter/s:* Anuja Khemka, Philanthropy Consultant  
Keith Timko, Support Center  
Wendy Hawkins, Intel Foundation

*Date:* 18-Oct-2016



## Building healthy funder-grantee relationships

[https://ssir.org/webinars/entry/Building\\_healthy\\_funder-grantee\\_relationships](https://ssir.org/webinars/entry/Building_healthy_funder-grantee_relationships)

*Content:* This webinar will explore: Why inclusion is vital to grantee success; Barriers to open, honest relationships between nonprofits and funders; Tools, tips, and tactics to develop fruitful partnerships; How authentic relationships bring greater impact.

*Presenting Organisation:* Stanford Social Innovation Review

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*Presenter/s:* Katie Eyes, Blue Cross and Blue Shield of North Carolina Foundation  
Vu Le, Rainier Valley Corps  
Lori Bartczak, Grantmakers for effective organisations  
David Johnson, SSIR

*Date:* 19-Apr-2017