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web apr 8 2013 build 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 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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