



REBUILDING INCOME STREAMS

SUPPORT VOLUNTARY YOUTH WORK ORGANISATIONS GENERATING INCOME IN A RAPIDLY CHANGING TRADING ENVIRONMENT

Starting February 2021 | Online | 3 live sessions + self-directed learning activities

- Review your current business model in the light of new trading realities
- Evaluate your assets and their fit with the needs of customers and beneficiaries
- Explore the concept of an Enterprising Mindset
- Identify different sources of finance for growth
- Examine different Growth Tools and how they might be applied to your evolving business model
- Explore partnership working as a route to increasing social impact and income generation



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In the current environment, it is essential for voluntary youth work organisations to think about redesigning business plans to reflect both the current reality and what might be the 'new normal' beyond the present time.

'Business as usual' is unlikely to be a viable option and it is necessary to review approaches to sales and income generation, whilst being aware that how we operate in the current time will be remembered.

WHO IS IT FOR?

This programme has been designed for leaders of voluntary youth work organisations, whether their income is based on trading, donations, sponsorship or grants.

WHAT WILL YOU GET OUT OF THE PROGRAMME?



REVIEW YOUR MARKET NEEDS AND DEMAND



APPLY AN ENTERPRISING MIND-SET TO INCOME GENERATION



REDESIGN SERVICES TO MEET BOTH NEED AND DEMAND



REVIEW YOUR SOURCES AND MIX OF INCOME



IDEAS FOR INNOVATIVE CHANGES TO ADAPT YOUR BUSINESS MODEL



"It was good to meet other projects and listen to how they adapted in lockdown and their exit strategies and funding ideas"

"The programme made me think about how a grant funded organisation can generate income"

"The programme has given me space to plan how we develop partnerships"

PROGRAMME DETAILS

Location: Online Learning Platform & Zoom

Dates & times: Introduction: 26th Feb (10-11am)

Module 1: 9th March (2-4pm)

Module 2: 19 March (10am-12pm)

Plus 8 hours of self directed learning between sessions

Cost: Fully Funded

1 person per organisation

Introduction

- Welcome to the programme
- Context setting
- Getting to know each other
- Technical check & familiarisation

Module 1

- Clarify your social impact aims
- Assess your customer and beneficiaries needs and demand in your operating space
- Explore your financial position and sources of alternative finance
- Explore the concept of an enterprising mind-set, and apply it to income generation

Module 2

- Explore ways to adapt your business model
- Idea generation for your future
- Explore possible partnerships for social impact and income generation
- Action planning



8 hours of self directed online learning



5 hours of facilitator-led live learning sessions online

MORE INFORMATION

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REGISTER INTEREST

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