



# REBUILDING INCOME STREAMS

GENERATING INCOME IN A RAPIDLY CHANGING TRADING  
ENVIRONMENT

Delivered by:



Powered by:

**ACRE**

# REBUILDING INCOME STREAMS

## GENERATING INCOME IN A RAPIDLY CHANGING TRADING ENVIRONMENT

**Business plans are being redesigned 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. All organisations must 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 program has been designed for leaders of social impact organisations, whether their income is based on trading, donations, sponsorship or grants.

### WHAT WILL YOU GET OUT OF THE PROGRAM?



**REVIEW YOUR MARKET NEEDS AND DEMAND**



**APPLY AN ENTERPRISING MIND-SET TO INCOME GENERATION**



**REDESIGN PRODUCTS TO MEET BOTH NEED AND DEMAND**



**REVIEW YOUR SOURCES AND MIX OF INCOME**



**IDEAS FOR INNOVATIVE CHANGES TO ADAPT YOUR BUSINESS MODEL**

### PROGRAM DETAILS

**Virtual delivery method consisting of:**

- Introduction: 1 hour
- Module 1: 2 hours
- Module 2: 2 hours
- Plus 8 hours of self directed learning between sessions

<b>Introduction</b>	<ul style="list-style-type: none"><li>• Welcome to the programme</li><li>• Context setting</li><li>• Getting to know each other</li><li>• Technical check &amp; familiarisation</li></ul>
<b>Module 1</b>	<ul style="list-style-type: none"><li>• Clarify your social impact aims</li><li>• Assess your customer and beneficiaries needs and demand in your operating space</li><li>• Explore your financial position and sources of alternative finance</li><li>• Explore the concept of an enterprising mind-set, and apply it to income generation</li></ul>
<b>Module 2</b>	<ul style="list-style-type: none"><li>• Explore ways to adapt your business model</li><li>• Idea generation for your future</li><li>• Explore possible partnerships for social impact and income generation</li><li>• Action planning</li></ul>



8 hours of self directed online learning



5 hours of facilitator-led live learning sessions online

### MORE INFORMATION

Coran Johnson

[coran@socialenterprise.academy](mailto:coran@socialenterprise.academy)



SEAAustralia



[www.socialenterprise.academy/aus](http://www.socialenterprise.academy/aus)