

POP-UP EXHIBITION

1- FUNDING SKILLS

FOR A SUCCESSFULL POP-UP
EXHIBITION ON MIGRATION



“How can I find money to implement my cultural project? Which tools can I use? Who will support my project? How can I approach my funder? How can I improve my funding skills?”

WELCOME to our fast course in fund raising for cultural project.

We already have some basic knowledge about funding (if not please check our first scenario on funding knowledge). Now it's time to improve your skills.

LET'S START!



The course is aimed at youth workers and young people involved in their community who would like to manage a project on telling migrants' story through a pop-up exhibition.

Is that you?

We help you to develop your basic funding skills so you and your team can manage a pop-up exhibition without problems.

What are you going to learn?

- Work together with management and marketing member of your team
- Find out real needs of your project and translate them in money
 - Draw up a budget
- Express yourself and communicate your project effectively (communication skills –writing and speaking-)
- How to communicate with your funder (find and keep him!)

COLLABORATION

WHAT'S ABOUT OTHER TEAM'S MEMBERS?
HOW DO YOU COLLABORATE WITH THEM?

You need to make this cooperation as effective as possible, in order to have a good result and also to build a good team spirit. A good job actually integrated with others is not just a good job, it's the beginning of a good project. Explore other part of this guidelines and cooperate with your team members doing these exercises.

Meanwhile, discover what is an effective team according to our Youth Workers' experience:



<https://www.youtube.com/watch?v=9neBMeyxiD8>



NEEDS

WHICH ARE THE PROJECT'S NEEDS?
AND ABOVE ALL, HOW CAN YOU TRANSLATE THESE
NEEDS IN NUMBER?

Seeing money under needs it's the first step to draw up a good budget. In this case, 'good' means specific and exact, two of the main skills of a fundraiser.



List you pop-up exhibition's needs and try to translate them in money.

Suggestion: brainstorm everything you think it needs for a pop-up exhibition, then ask your colleagues to check and add something to your list.

...don't stop! Keep working...



Arrange your list in a budget form: learn the great skill to be meticulous and specific!

It's the moment to do your job: **give a number!** Contact other member of your team or who can estimate the cost you need. You have to put a number (more specific possible) near each word of your list. Add the numbers. You have the whole amount your pop-up exhibition needs to be actually create and implemented.

N.B.: do not forget sustainability cost. How long do you expect it will last?

COMMUNICATION

YOUR FUNDER AND YOU: TIPS AND TRICKS



Communication is not just about speaking, but more about conveying a message. You must fund your project, of course, but first of all you should involve people in it.

Make them feel engaged and useful.

You really need them and they can make change actually happened!

That's why learning the best way to communicate with your funder is very important.

Learn some **strict rules and funny tips** to better communicate with your funder, valid for all kind of them.



<https://grantspace.org/resources/knowledge-base/approaching-foundations/>



Open Educational Resource material *POP-UP EXHIBITION – FUNDING SKILLS* delivered to you by GrandMa's Story project partner:

GLOCAL  **FACTORY**



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