YOUR QUESTIONS ANSWERED

Q: For career pivoters who have never worked in the charity/ not-for-profit sector before, what transferable skills are key to being a successful major donors fundraiser?

A from Kate: I think any previous experience such as retail/sales, teaching, any form of research, project management can be really useful, anything where you've worked on conveying accurate information in a clear manner to an audience. Multi-tasking is also important, as your portfolio will be on different stages of their supporter journey. Try looking at major donor fundraiser adverts and compare key skills to your CV to see where there is overlap, perhaps different terminologies are used in other sectors. And remember that different causes or roles in a team will have different skillsets

I do recognize that it can be harder to get first roles in the charity sector than it used to be, if you have time and capacity maybe consider offering a local small charity some pro-bono support on a very specific fundraising activity, such as creating the text for a crowdfunder or a prospect research piece on local grant-givers, this could be as short as 8 hours in your evenings but give you experience for your CV and insight into the charity sector, and if they're local you can see the results of your good work.

Q: Can you help me apply for funding?

A from Kate: Unfortunately I do not have the capacity to take on any additional paid or volunteer fundraising support at this time. You could ask in your local community if there is anyone who could offer voluntary support, or see if you have any budget to employ a freelance fundraiser.

If you are applying for grants, practise by doing a mock application to Awards for All or any funder that has a short online form, copy the questions into a word document and work through them. Remember that assessors are looking to see what you need

funding for, why, where, when etc, it can be written in a really straightforward style with some impactful quotes from your volunteers or people who benefit from your work; with a clear simple budget and outcomes (change that will happen: In 2026 at least 50% those adopting of dogs from our rescue centre will report that they feel less socially isolated).

A from SCN:

As you prospect grants, think of how you will receive and hold your funds as a grassroots organisation, especially if you are unincorporated and don't have a bank account. Check that the funder will grant to grassroots groups or that they accept fiscal hosts. As a fiscal host, we offer a grant management service, which means that we sign the grant agreement on your behalf to release the funds and provide any documentation needed. Read more on our [grant application FAQ's](#)

Q: How to fundraise for fiscally sponsored programs?
A from SCN:
[Here are a few funders we know are familiar with fiscal hosting](#) – this list isn't exhaustive, but we have worked with them in the past. Keep in mind that some funders may have different eligibility criteria for different grant programs that they run. We'll be expanding on this as we go, building a directory of people and organisations that want to help.

Check out our [guide for fiscal hosting for funders](#) and familiarise yourself with some of the key points so that you feel confident describing what fiscal hosting is in a sentence or two. We'll be discussing how to incorporate fiscal hosting into your elevator pitch at our upcoming session ['Raising it Together' on May 27th](#).

You can also [subscribe to our newsletter](#) where we highlight open grant opportunities, or follow us on [Facebook](#) or [LinkedIn](#).

Q: Where to start?!
A from Kate: The best place to start is by really looking at everyone who has ever donated to your organisation, why did they give - would they give again. You could send a frank email saying you're about to embark on more proactive fundraising and as supporters their insight would be hugely appreciated, could they fill in a quick online survey, attend a group zoom meeting or meet you for a coffee and chat? It's actually quite a good re-engagement opportunity.

Have a look at the info sheets from my previous two sessions, there are some exercises that might be helpful. Work out exactly what you are fundraising for, what your team's strengths are, who your existing supporter base is, and what fundraising activities best suit your need, capacity and audience.

Q: **A problem for us is that we run a solidarity fund and it is hard to prove to funders how the money has been used as we don't place any restrictions on our own grants beyond being resident in the local area. Any tips for managing that regranting process and picking up funders who don't mind that slightly radical redistribution of income welcome!**

A from Kate: I've not worked on projects that re-grant funding, but I think it'd be worth you looking at organisations such as Camden Giving who do similar work at a large scale, and see how they position the activity.

Also, I don't think it would be unfair for you to make clear to your grantees that you would very much welcome quotes, case studies and photographs about the supported projects - you could make clear it is not compulsory but will help the local community by illustrating how your grants help; or to send them a short survey via email or text so you can gather some topline quantitative data to show to funders.

A from SCN: Stay attuned to funders who have supported similar groups, or to ones who have a specific interest in your locality. Consider investing time in measuring your impact - consider groups like Oxford Mutual Aid for inspiration.

Q: **If you observed during a meeting with a donor that their values does not align with yours, please what do you do?**

A from Kate: The course of action would be very much dependent on to what extent there is a misalignment, and is it my personal values or my organisations; if it is a clear clash with the latter, I'd try to gently re-direct well away from making an ask or suggesting any commitment to a next step and talk about bigger picture around the cause.