

GET A PARTNER
A Fundraising Partnership Starter
Package for East African Nonprofits



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ORDER TODAY BY

1. Contacting Heinz Management Consulting
2. Telling us about your organization and two projects
3. Then, Heinz will prepare your customized package
4. And you will receive your GET A PARTNER package and begin your partnership journey

BUILD RELATIONSHIPS.

CREATE OPPORTUNITIES.

GROW YOUR IMPACT

Are you an NGO struggling to identify the right foundations and build relationships with potential funding partners?

Stop relying only on grant calls.

Build relationships. Identify potential partners. Prepare your organization to approach them professionally.

GET A PARTNER gives your organization a practical starting point for relationship-based fundraising.

FOR ONLY TZS 300,000 OR US\$ 115 YOUR ORGANIZATION RECEIVES:

1. 100 FOUNDATION PROSPECTS

A professionally researched and carefully vetted database of 100 potential foundation funding partners from **Europe, North America** and **Asia** whose funding interests align with your organization's mission and programmes. Each foundation prospect will include key information such as; foundation name, country of origin, funding areas, contact information, eligibility requirements etc.

2. TWO CUSTOMIZED CONCEPT NOTES

Tell us about two projects your organization wants to fund, and we prepare two concise concept notes designed around your selected projects

3. A CUSTOMIZED CASE FOR SUPPORT

A professional fundraising document that communicates:

- Who your organization is
- The problem you are addressing
- Your organization vision and mission
- Your vision for change
- Your organization impact and track record
- Why your work matters
- The investment opportunity
- Organization commitment to accountability
- The call to partnership

4. RELATIONAL FUNDRAISING GUIDE

Practical guidance on how to move from:

Prospect → Introduction → Relationship → Engagement → Partnership

WHY GET A PARTNER?

Many organizations search for funding only when a grant opportunity is announced. But sustainable fundraising requires more than responding to grant calls.

GET A PARTNER helps your organization move from:

Searching randomly for funders TO Identifying relevant potential partners

Sending generic proposals TO Preparing project-specific concept notes

Asking for funding immediately TO Building relationships before making the ask

Depending on one funding source TO Developing a broader partnership pipeline