



#dscwinterfair

for updates and info

Day rate £160
Workshop £35
Masterclass £70



Winter Fair

Manchester

21 workshops empowering you with the skills and knowledge to succeed in the Voluntary Sector

Join the Debate

How will working together ensure a strong & sustainable voluntary sector?

A free lunch-time debate



Tuesday 26 November 2013 – St Thomas Centre, Manchester M12 6FZ

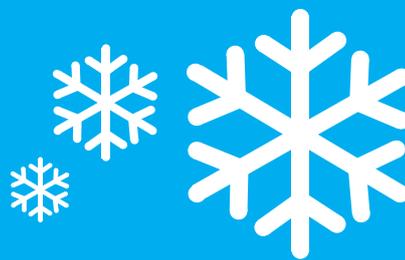
A joint event organised by:

DIRECTORY OF SOCIAL CHANGE

GMCVO

Supporting voluntary action in Greater Manchester since 1975

Winter Fair



An action-focused, affordable day of training designed to empower

- Workshops cover up-to-date information on current issues in the voluntary sector, as well as fundraising training, marketing and management development.
- **Our partner in this event, GMCVO, is the Greater Manchester Centre for Voluntary Organisation.** They will be exhibiting and providing advice and support on the day. For further information go to www.gmcvo.org.uk.
- Free funding website demos and funding advice at the DSC bookshop.

09.30 – 10.30

Collaboration and Networking

An overview on building effective collaborations, exploring the benefits, pitfalls and the keys to successful networking. This workshop will give you the tools and skills to take away and immediately put into practice, so you can start your own networking sessions.

Speaker:
Morag Rose,
GMCVO

WF1

09.30 – 10.30

Community Assets: Acquisition and Ownership

This workshop explores how and why community organisations are acquiring a wide range of assets from public toilets to libraries and piers! It features an update on relevant legislation and funding available with reference to a number of recent examples.

Speaker:
Anton Schultz,
Locality

WF6

09.30 – 10.30

Make sure you are Financially Sound

This workshop looks at ways trustees can plan and monitor income and outgoings to meet short, medium and long term aims. We will look at how trustees can ensure that assets are properly used, that funds are spent effectively and financial affairs are well managed.

Speaker:
Alan Clarkin

WF11

09.30 – 11.30
MASTERCLASS

Moving Into Management

Peter Drucker said “Management is about getting results, through people”. Congratulations – this is your job now! It’s tough at the top – and even in the middle – but we can make things easier for ourselves and others. Come to this masterclass to get ideas on how to make the transition successful, and explore the things you can do and be to make you an effective manager

Speaker:
Cathy Shimmin,
DSC

WF16

09.30 – 11.30
MASTERCLASS

Big Lottery Funding

The Big Lottery Fund is the largest Lottery distributor. Our mission is to bring real improvements to communities and to the lives of people most in need. This workshop is aimed at those working in the voluntary sector who help and give advice to community groups and will give them skills on how to apply for funding.

Speaker:
Big Lottery Fund

WF19

10.45 – 11.45

Get Your Legal Structure Right

All charities need a governing document but how do you choose the one that is right for your organisation. This workshop explores the options available and considers the pros and cons of adopting each structure. We will also provide an update on the options for becoming a Charitable Incorporated Organisation (CIO).

Speaker: Alan Clarkin

WF2

10.45 – 11.45

Data Protection Update

The European Union is undertaking a complete overhaul of data protection. The changes will not be trivial and will definitely affect voluntary organisations. This workshop will cover the main updates and their implications. Attend to ensure you are compliant.

Speaker:
Paul Ticher

WF7

10.45 – 11.45

Trends in Giving

How do the current trends in giving affect the work of your organisation? This workshop will explore the latest data and evidence and then provide space to examine them in your context.

Speaker:
Catherine Walker,
DSC

WF12

12.00 – 13.00

What? No Training Budget?

You are most definitely not on your own! Increasingly we are having to find ways to support staff learning and development that doesn't incur class fees and travel costs! Come to this workshop for a number of small ideas which get big results.

Speaker:
Chrissie Wright, DSC

WF3

12.00 – 13.00

Using Social Media

Develop an understanding of how online tools can be used to gather intelligence and manage partnerships. Explore how different forms of social media including Twitter and Facebook, video, blogs and audio can be used to gather information and intelligence.

Speaker:
Gary Copitch,
People's Voice
Media

WF8

12.00 – 13.00

Get the Marketing Mix Right

We know – the marketing budget has been cut! Don't worry, even on a small budget you can market effectively through a few tried and tested techniques for generating more interest, impact and income. Even when you've never done it before.

Speaker:
Sandy Leong

WF13

12.00 – 13.00

Lead to Motivate

Be a leader who creates a motivating environment in which people deliver great results. You will leave knowing what leadership styles are out there, which one you have a preference for and how this impacts on your people.

Speaker:
Heather Brierley, DSC

WF17

12.00 – 13.00

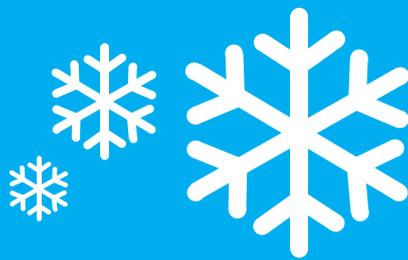
Why Time Management isn't the Answer

Come to this workshop to hear Mark's refreshing take on time management and begin to question *what* you are doing, not *how* you are doing it.

Speaker:
Mark Nugent, Pure
People
Performance

WF20

Winter Fair



13.00-13.45 Lunch

13.45-14.45 FREE – Lunch time debate

How will working together ensure a strong and sustainable voluntary sector?



Hear views from **Debra Allcock Tyler**, Chief Executive, Directory of Social Change



Alex Whinnom, Chief Executive, GMCVO



Richard Caulfield, Chief Executive, Voluntary Sector North West



Michael Fairclough, Head of Community & Co-operative Investment The Co-operative

15.00 – 16.00

Developing a Fundraising Strategy

A fundraising strategy provides your organisation with a definitive statement of why, what and how it can navigate through the funding environment and secure increasingly restricted funds. This workshop provides you with access to the principal tools used to support the development of a winning fundraising strategy.

Speaker:
Estelle Neuman

WF4

15.00 – 16.00

Building Trust Within the Team

Surveys show that trust is the key element most valued by employees. Yet it is often elusive and hard to build. Trust for the leader and other team members is essential for achieving desired outcomes. This workshop is about how to achieve that trust.

Speaker:
Debra Tyler, DSC

WF9

15.00 – 16.00

Giving Volunteers the Push?

Sometimes we need to have difficult conversations with our volunteers; where performance is below our expectation or where attitude or conduct isn't in line with our culture and policies. Can you provide the supportive push your volunteers need to work more effectively for you or do you both need to acknowledge it isn't working?

Speaker:
Sandy Leong

WF14

15.00 – 17.00 MASTERCLASS Managing Difference

Diverse teams bring creativity and achieve outstanding results. But they are not always easy to manage. Roles, expectations, agendas, values and behaviours – several differences exist within all of these areas. We will look at the differences that exist in these areas for your team and organisation, identify the impact that these differences have and explore solutions on how to manage these differences fairly in order to get the best from your team and deliver excellent results.

Speaker:
Heather Brierley, DSC

WF18

15.00 – 17.00 MASTERCLASS Public Sector Tendering – and how to engage

This masterclass gives a good general grounding in what tendering is all about and what is needed to engage in the process. Looking at the public sector market and opportunities you will get to grips with the rules, the jargon and the process, as well as getting tips on building your 'tendering toolkit', making effective applications and finding ways to demonstrate how you add value

Speaker: Malcolm Sutton, Tendering Management

WF21

16.15 – 17.15

Gear the Whole Organisation Towards Fundraising

Gearing is an activity that enables 'a change to the speed or direction of motion'. Gearing your organisation toward fundraising will enable you to focus and redirect, making it better equipped to fundraise successfully.

Speaker:
Estelle Neuman

WF5

16.15 – 17.15

Communicate to Influence

This workshop is about building effective, collaborative relationships. It looks at how we perceive others and their behaviour, how to adapt communication approaches to influence others and what gets in the way of listening.

Speaker:
Cathy Shimmin, DSC

WF10

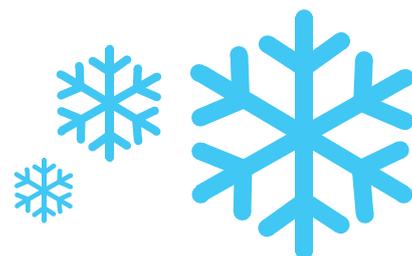
16.15 – 17.15

Performance Appraisal

Your staff are the most valuable resource you have and supporting them in their performance is key to organisational success in tight times. This workshop explores why the appraisal process is important and provides a range of practical tips to ensure an effective appraisal.

Speaker:
Chrissie Wright, DSC

WF15



www.dscwinterfair.org.uk