

Pam Judson

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## Fundraising Consultant and Trainer

### Specialisms

Consultancy specialisms – Fundraising, Strategic Planning, Proposal Support, Funder Research, Setting a up and Developing Friends and Membership programmes, Individual giving, Board development and recruitment to support fundraising, Event Management support, Mentoring and staff support, developing earned income

Training specialisms : Bespoke courses, open courses and internal organizational training covering: fundraising from Trusts and Foundations, Individual Giving, Fundraising Basics, Getting Support from Companies, Research, Fundraising Strategy, Developing Friends and Membership Schemes, writing grant proposals, and other fundraising related topics

Conference speaker and workshop facilitator for a range of fundraising related topics

Developing fundraising related course materials for: internal organisational use, CVSs and other voluntary support organisations

Grant assessment: for a range of grant givers

Work taken outside the voluntary sector – Consultancy for start up social enterprises

Geographical area covered: Scotland, UK, USA and former soviet states

Work Experience: Over 20 years experience of Fundraising, Training and Consultancy. Wide ranging client group mainly focused on small and medium sized organisations. Extensive experience with environmental and educational charities.

### Membership and Voluntary positions

Member- Institute of Fundraising (IOF) – past chair Professional Development Committee, past panel member IOF Codes of Practice for Consultants and Payment of Fundraisers

Member of Advisory Group – The Women's Fund (Scottish Community Foundation)

Trustee- Voluntary Action Fund – Scotland

Trustee – The Lothian Centre for Inclusive Living (Edinburgh)

Member – Scottish Environmental Fundraising Forum

Publications include : “Fundraising for Community Groups” (Stirling and Falkirk Council) ‘Friends and supporter schemes’ –Scottish Land Fund , ‘ICT Funding Guide’( SCVO )“How to Raise Funds” (currently revising edition for 2010), ‘Diversifying Your Income’ –E-Learning course (SCVO)