

Tips and best practices for engaging with donors

Bilateral meetings /
Newsletter

Invite to participate in
SAG

Equip yourself with solid
data to back up your
funding proposal

SMART cluster and
advocacy strategies

Invite to cluster meeting

Products: factsheets

Regular briefing meetings
and keeping them posted on
the needs and priorities

Read their strategies,
know their language,
speak their language.

Tips and best practices for engaging with donors

Meet and greet

Sharing with them real time information on needs, capacities and gaps. Organising bilateral meetings with them. Organizing donors meetings

Show donors what cld go wrong if not funded.

Bilateral meetings are the most effective. But also have joint donor briefings that bring the donors together.

An online platform to show needs and opportunities to fund if you're a donor? (More friendly than HPC tool)

Bi-lateral donors' briefing meeting to be conducted after emergencies. Updated country shelter cluster website. Monthly newsletter sharing with gaps/ needs/ achievements (one pagure) Communication

Impactful response brings more donors/fundings

Preapring advocacy papers

Tips and best practices for engaging with donors

Share cluster needs and gaps periodical évaluation

Meet them regularly, take them on field visits.

Organize, advocate and support a donor working group for in country clusters at the HCT level and CLA level

Provide a situation report with latest needs in the affected communities

Share fact sheet's periodically

Get the right contact for shelter. Keep feeding them with up dates. Formally and informally

Overview of the shelter cluster funding situation "factsheet" Analysis of needs and gaps, Advocacy paper

1. Having updated sectoral needs
2. Developing donors briefing notes.

Tips and best practices for engaging with donors

The more you engage the more fund opportunity the cluster will have.

High-level joint visits Being direct Specify as much as possible needs, products, time-line and approaches

Provide situation information. Donors are often appreciate more information and it is a good way to start a conversation.

Clear objectives, indicators and measure impact. As well as, sharing examples (case study) from previous implementations on how the funds have been contributed to the response.

Share data regularly And Ask for meetings to share progress, gaps and needs

Meeting with donors bilaterally on country humanitarian context and needs but with specific sectors connected to Shelter (protection, wash, cccm, etc.)

Joint field visits

Clear explanation of the context, needs assessments Facts and figures Clear strategy

Tips and best practices for engaging with donors

Maintain constant engagement with the donor agencies, send out factsheets, assessment reports, strategy paper, advocacy papers for funding

Be honest

Provide donors with routine information products, flag needs once the gaps are too huge, organise donor engagement meetings, respond to donor emails and calls once they reach out. Make friends with them

Arrange field visits with them

Understand your donor (what are its constraints, what is he looking for, etc). Understand where discussions happen (hotel terrace, etc). Have one pager ready to be sent with strong messages and understand

development of PI product such as a video, bilateral meetings with donors, development of information products

Joint visits

- Conduct need assessment and publish situations reports or appeal documents

Tips and best practices for engaging with donors

Donor briefings
Bilateral meeting
Advocacy paper

Develop positioning
paper and advocacy

Sharing with them
regularly updates and
accurate assessments

Advocacy noted

1. Sharing Shelter Products
2. Meeting with donors and
presentation of gaps

Be accurate and clear
with real need. Joint field
visit

Tips: Regular updates on needs
and gaps (website, email
communication, meetings
etc...)
Best Practices: Donor
briefing, ad-hoc meeting,
partners engagement and
bilateral funding

But him/her a beer

Tips and best practices for engaging with donors

Field visits. Enhancing requirements to the partners. Ensuring research for donor's needs. New toolsets

Keeping the donors updated on the Cluster gaps and priorities

development of advocacy notes

Involve them in regular meetings with donors

Fundraising joint clusters donors event

Develop clear cluster strategy and guidance notes

Update your cluster website

Share IM products monthly

Tips and best practices for engaging with donors

Present inaction results

Appreciate that the donors you are talking to may need to advocate internally. You may be able to help them with that.

Data analysis assessment

Organizing donors workshop
Videos showing the needs in the field and the progression of the response in the field.

Joint donor meetings
(cross sectorally as well)

Impartially

Produce factsheet

Be honest about issues which are beyond your control.

Tips and best practices for engaging with donors

Organize bilateral meetings with donors to present the sector's challenges and receive their information needs for decision-making.

Usually use social media (X, LinkedIn, Etc.) for communicating!

Advocacy based on evidence (data and information)

Simple messaging, funding gap report

success stories

Updated information

What products you can prepare for donor engagement and resource mobilization?

Strategy

Advocacy notes and messages

Fact sheets

Monthly reports

One pager with relevant information

Factsheets, needs assessments

Factsheet

Advocacy papers

What products you can prepare for donor engagement and resource mobilization?

GAP ANALYSIS

Key data on needs and gaps

Factsheet and dashboard

Twitter post, factsheets, dashboard, advocacy notes, etc.

Factsheet

Online full data engagement dashboards and apps

GSC Factsheet, strategy paper,

Donor briefing, advocacy dashboards Fact sheets etc...Gap and needs

What products you can prepare for donor engagement and resource mobilization?

Video, advocacy notes,
gap analysis

Capacity and gap
analysis

Factsheet, Operational
dashboard,

- Situation reports

Needs and gaps analysis

A word documents with key
arguments to cut and paste
depending on the support
the most appropriate

Begging letters

Quantitative and
qualitative info

What products you can prepare for donor engagement and resource mobilization?

Infographic / advocacy
pagers / website pages /
twitter /

Funding reports with
graphics

Best practices

Prioritization analysis

Guidelines and Strategy

Factsheets, Assessment
Reports, HNP, Strat
Plans/paper

Needs and gaps, situation
reports appeals, advocaccy
notes, meeting minutes when
required

Factsheets, advocacy
note

What products you can prepare for donor engagement and resource mobilization?

Share success stories

Evaluation reports

Soundbites, videos, etc.

Comprehensive Plan

Gap analysis 5 W
matrix MSNA

Cluster Fund needs
request

Service mapping and gap
analysis

Cases
studies, newsletters, impac
t reports, recognition
platforms

What products you can prepare for donor engagement and resource mobilization?

Inaction consequences

Friday happy hours

Environmental considerations - donor requirements.

Dashboard, Advocacy notes, short PPT presentations on gaps analysis and response, Guidelines on initiatives ongoing, etc.

Write an overview piece on your response and publish it at SHELTER PROJECTS

Donor Profiles: Detailed profiles to tailor communications and appeals.

Summary report or heads up on the specific studies (i.e. environmental, climate change, link protection and shelter, etc.)

Gap analyse

What products you can prepare for donor engagement and resource mobilization?

Promote recycle and reuse. Eg: tents

Budget required following projects submitted by partners through HNRP

Identify costs and coverage

Anticipatory budget

Analysis of a foreseen situation

Collaboration with partners for a comprehensive appeal

What actions can be taken for preparedness? (in financial and resource terms)

Invest in research -
context specific

Prioritizing needs and
then budget for them

Flash updates

Costed contingency plan

Scenario based
approach of potential
country's disasters

Donor mapping and
contact list ready

talk about potential targets
and vulnerable groups at risk
to an emergency

Needs assessment

What actions can be taken for preparedness? (in financial and resource terms)

Preparedness plan or strategy

Costed contingency plan

Scenario planning

Assessment and sharing needs

Identify costs and coverage

Senario planning with finance and talk with donors

Anticipatory budget

Donors mappings + actors / capacity mapping

What actions can be taken for preparedness? (in financial and resource terms)

Keep donors updated on potential upcoming spikes in the crisis.

Forecasting of funds through 4W for better planning

identify projects and provide cost estimation

Bilateral meeting to present different scenarios and potential required response beside resources

Contingency plan

Fluid communication, explaining escenarios

Needs and gaps needs to be funded Partners capacity mapping, needs analysis and total ask to respond to cricisContingency plans as a tool of advocacy

Develop scenarios and their reaponse plan

What actions can be taken for preparedness? (in financial and resource terms)

Advocate for ERM

Need analysis and consistency plan

Gaps and needs analysis

Action Plans

Reliable data and information

pre-disaster assessments
response plans
preposition levels

Flash updates

Strategy

What actions can be taken for preparedness? (in financial and resource terms)

Advocating for flexibility of funding from donors

Show to the donors how much can be saved if investing in preparedness

Staged approach plan on financing, so pilot certain implementation early on in preparedness activities that are sustainable if the impact increase over time and donors can scale their funding

Flag potential challenges you see coming up

Contingency plans

Preparing assistance packages cost. Identifying partners' technical capacity

Mapping of operational partners

Sharing preparedness documents and proposed budget to donors

What actions can be taken for preparedness? (in financial and resource terms)

consider the displacement tracking system as a reference, present the stock cluster tracking system

Partner presence mapping or expansion

Drafting concept note

Support partners to secure prepositioned funds or items.

Review on healthy Advocacy papers

Open a few doors
Mentoring in the firsts experiences

What could the GSC do to help you raise funds for the sector?

Advocate with
institutional donor

organize meetings

Arrange conferences

Advocate

Talking to donors at
Global Level

Distance support and
guideAdd other workers

Help us to elaborate
advocacy notes and
messages

Global resource
mobilization

What could the GSC do to help you raise funds for the sector?

Reference base with text that can easily be used for proposal documents

GSC to help in country cluster highlight the sectoral needs

Inform lead agencies about neutrality

Capacity development

Support to prepare strategy paper,

GAP analysis

Advocates at the global level

Share new donors's trends and initiatives that are under your radar. Since in some countries we are a "bit" isolated :))

What could the GSC do to help you raise funds for the sector?

Arrange briefing - regional level?

Organize donors meetings with coordinators

Share out widely our advocacy notes

Hep in developpping advocacy strategy

Have a one off global donor engagement meeting for all missions.

Standard key messaging

Support Country Advocacy

Resharing all IM products produced at country level

What could the GSC do to help you raise funds for the sector?

Meet with donors at global level and share significant issues

Conduct global donor mapping

Case studies

Tools to use
Share county gaps to donors

Attending crucial global events

Capacity building in advocacy and key messages for each donors

Technical supports

Update and make available the list of donors

What could the GSC do to help you raise funds for the sector?

Provide a template/support for a donor mapping?

Endorse minimum environmental quality benchmarks to be maintained.

Hands on deck

Informing donors priorities

Approach the donors for advocacy on behalf the target country

Support on thinking about non - traditional donors

Donors policies

Info on alternative funding sources, e.g. for climate change funds

What could the GSC do to help you raise funds for the sector?

Reviews of healthy and competitive advocacy notes/paper

Can GSC, hold a fundraising event . Or have a global shelter appeal once a year

Sharing of guiding documents and donors mapping

Multi- sectoral donor meetings

Support advocacy notes