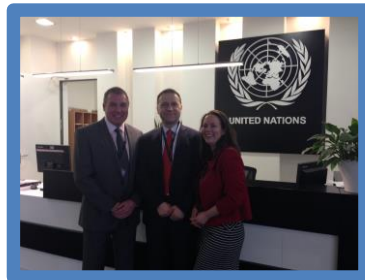




FREE WORKSHOP: **How to win business and generate income for third sector organisations**

DATE: Thursday 29th January 2015 10am-4pm

**VENUE: Voluntary Action Leeds, Stringer House, 34 Lupton Street, Hunslet,
Leeds LS10 2QW**



Interactive Workshop Programme

10:00: Registration

Introductions, Outline of day

Module 1: Understanding Context and Environment: Commissioning, Payment By Results, Opportunities & Threats, Austerity continued

Module 2: Organisational Strategy: Strengths & Weaknesses, Vision, Strategy

Module 3: The Business of Generating Revenue: The New Commercial Reality of Partnerships, Consortiums, Federated Provider Models, Mutuals & Primes

1200-1300 – Lunch & Networking

Module 4: Product & Service Development and Innovation: Disruptive Strategies, Identifying and targeting markets based on Strengths and mitigating Weaknesses

Module 5: Securing Income & Delivering New Services: Tenders, Bids & Transformation

15:30 Summary of Learning, Next Steps and Close

16:00 – Individual one-to-one sessions with facilitators available (if desired)

Agencia is committed to growing and developing organisations. This event is part of our Corporate Social Responsibility...

About Agencia

- Agencia is a change management organisation, offering consultancy, training and service provision to the public, private and third sectors.
- This interactive Workshop will be run by a range of Agencia's Directors, Consultants and Senior Practitioners, who have been successfully supporting organisations to grow and develop (both in the UK and internationally) for 20 nearly years.
- Clients you will recognise include the Department of Health, Foreign and Commonwealth Office, EU, Ministry of Justice and the Department for International Development.
 - Find out more by visiting our website: www.agenciaconsulting.com

Book your place NOW!

- Contact **Dawn Naylor**, Agencia Workshop Administration Assistant
- dawnnaylor@agenciaconsulting.com (01482) 649900
- PLACES ALLOCATED ON A 'FIRST COME, FIRST SERVED' BASIS.